

eleven-year statistical summary

Dollars in thousands except square footage and per share amounts

Fiscal Year	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994
Financial Position											
Customer accounts receivable, net	\$580,397	\$594,900	\$606,861	\$621,491	\$649,504	\$557,190	\$560,564	\$621,704	\$661,332	\$874,103	\$655,715
Investment in asset backed securities	422,416	272,294	124,543	58,539	50,183	38,830	7,097	20,158	31,791	—	—
Merchandise inventories	917,182	901,623	953,112	888,172	945,687	797,845	750,269	826,045	719,919	626,303	627,930
Current assets	2,572,444	2,524,843	2,125,356	2,095,317	1,812,982	1,564,648	1,668,689	1,613,492	1,549,819	1,612,776	1,397,713
Current liabilities	1,341,152	1,122,559	925,978	986,587	950,568	866,509	794,490	979,031	795,321	833,443	693,015
Working capital	1,231,292	1,402,284	1,199,378	1,108,730	862,414	698,139	874,199	634,461	754,498	779,333	704,698
Working capital ratio	1.92	2.25	2.30	2.12	1.91	1.81	2.10	1.65	1.95	1.94	2.02
Land, buildings and equipment, net	1,780,366	1,807,778	1,849,961	1,761,082	1,599,938	1,429,492	1,378,006	1,252,513	1,152,454	1,103,298	984,195
Long-term debt, including current portion	1,030,107	1,234,243	1,350,595	1,424,242	1,112,296	804,982	868,234	420,865	380,632	439,943	373,910
Debt/capital ratio	.3654	.4304	.4960	.5197	.4922	.4249	.4214	.3194	.2720	.3232	.2575
Shareholders' equity	1,788,994	1,634,009	1,372,864	1,316,245	1,233,445	1,185,614	1,300,545	1,458,950	1,457,084	1,408,053	1,330,437
Shares outstanding (in thousands)	135,665	138,377	135,444	134,469	133,798	132,280	142,114	152,518	159,270	162,226	164,488
Book value per share	13.19	11.81	10.14	9.79	9.22	8.96	9.15	9.57	9.15	8.68	8.09
Total assets	4,605,390	4,569,233	4,185,269	4,084,356	3,608,503	3,062,081	3,103,689	2,890,664	2,726,495	2,732,619	2,396,783
Operations											
Net sales	7,131,388	6,448,678	5,944,656	5,607,687	5,511,908	5,144,754	5,049,182	4,864,604	4,457,931	4,113,717	3,895,642
Gross profit	2,572,000	2,233,132	1,974,634	1,844,133	1,854,220	1,781,929	1,704,237	1,568,791	1,378,472	1,310,931	1,297,018
Selling, general, and administrative	(2,020,233)	(1,899,129)	(1,783,210)	(1,698,497)	(1,722,247)	(1,516,259)	(1,429,837)	(1,338,235)	(1,232,860)	(1,136,069)	(1,029,856)
Operating income	551,767	334,003	191,424	145,636	131,973	265,670	274,400	230,556	145,612	174,862	267,162
Interest expense, net	(77,428)	(90,952)	(81,921)	(75,038)	(62,698)	(50,396)	(47,091)	(34,250)	(39,400)	(39,295)	(30,664)
Write-down of investment	—	—	—	—	(32,857)	—	—	—	—	—	—
Minority interest purchase and reintegration costs	—	—	(53,168)	—	—	—	—	—	—	—	—
Other income including finance charges, net	172,942	155,090	139,289	133,890	130,600	116,783	110,414	110,907	135,331	134,179	98,311
Earnings before income taxes and cumulative effect of accounting change	647,281	398,141	195,624	204,488	167,018	332,057	337,723	307,213	241,543	269,746	334,809
Income taxes	(253,831)	(155,300)	(92,041)	(79,800)	(65,100)	(129,500)	(131,000)	(121,000)	(95,227)	(106,190)	(132,304)
Earnings before cumulative effect of accounting change	393,450	242,841	103,583	124,688	101,918	202,557	206,723	186,213	146,316	163,556	202,505
Cumulative effect of accounting change, net of tax	—	—	(13,359)	—	—	—	—	—	—	—	—
Net earnings	393,450	242,841	90,224	124,688	101,918	202,557	206,723	186,213	146,316	163,556	202,505
Basic earnings per share	2.82	1.78	.67	.93	.78	1.47	1.41	1.20	.90	1.00	1.23
Diluted earnings per share	2.77	1.76	.66	.93	.78	1.46	1.41	1.20	.90	1.00	1.23
Dividends per share	.48	.41	.38	.36	.35	.32	.30	.265	.25	.25	.1925
Same-store sales percentage increase (decrease)	8.5%	4.1%	1.4%	(2.9%)	0.3%	(1.1%)	(2.7%)	4.0%	0.6%	(0.7%)	4.4%
Earnings before income taxes and cumulative effect of accounting change as a percentage of net sales	9.1%	6.2%	3.3%	3.6%	3.0%	6.5%	6.7%	6.3%	5.4%	6.6%	8.6%
Net earnings as a percentage of net sales	5.5%	3.8%	1.5%	2.2%	1.8%	3.9%	4.1%	3.8%	3.3%	4.0%	5.2%
Return on average shareholders' equity	23.0%	16.2%	6.7%	9.8%	8.4%	16.3%	15.0%	12.8%	10.2%	11.9%	16.3%
Sales per square foot for Company-operated stores	347	325	317	319	341	349	362	384	377	382	395
Full-Line stores	94	92	88	80	77	71	67	65	62	58	55
Rack and other stores	56	56	55	52	43	33	30	27	21	20	21
International Façonnable boutiques	31	31	23	24	20	0	0	0	0	0	0
Total square footage	19,397,000	19,138,000	18,428,000	17,048,000	16,056,000	14,487,000	13,593,000	12,614,000	11,754,000	10,713,000	9,998,000

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