

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
FOR THE QUARTERLY PERIOD ENDED March 31, 2019

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934  
FOR THE TRANSITION PERIOD FROM \_\_\_\_\_ TO \_\_\_\_\_  
Commission File Number 0-19658

**TUESDAY MORNING CORPORATION**  
(Exact Name of Registrant as Specified in its Charter)

Delaware  
(State or Other Jurisdiction of  
Incorporation or Organization)

75-2398532  
(I.R.S. Employer  
Identification Number)

6250 LBJ Freeway  
Dallas, Texas 75240  
(Address of principal executive offices) (Zip code)  
(972) 387-3562  
(Registrant's telephone number, including area code)

Not applicable  
(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer   
Non-accelerated filer  Smaller reporting company   
Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.01 per share	TUES	The NASDAQ Stock Market LLC

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class	Outstanding at May 3, 2019
Common Stock, par value \$0.01 per share	46,710,278

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## Item 1. Financial Statements

**Tuesday Morning Corporation**  
**Consolidated Balance Sheets**  
**March 31, 2019 (unaudited) and June 30, 2018**  
(In thousands, except share and per share data)

	March 31, 2019	June 30, 2018
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	13,768	\$ 9,510
Inventories	238,280	234,365
Prepaid expenses	4,756	6,301
Other current assets	2,052	1,206
<b>Total Current Assets</b>	<b>258,856</b>	<b>251,382</b>
Property and equipment, net	111,518	121,117
Deferred financing costs	1,050	671
Other assets	3,185	3,086
<b>Total Assets</b>	<b>\$ 374,609</b>	<b>\$ 376,256</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable	82,954	\$ 88,912
Accrued liabilities	46,114	41,765
Income taxes payable	141	66
<b>Total Current Liabilities</b>	<b>129,209</b>	<b>130,743</b>
Borrowings under revolving credit facility	35,200	38,480
Deferred rent	23,864	22,883
Asset retirement obligation — non-current	3,002	3,100
Other liabilities — non-current	809	796
<b>Total Liabilities</b>	<b>192,084</b>	<b>196,002</b>
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, par value \$0.01 per share, authorized 10,000,000 shares; none issued or outstanding	—	—
Common stock, par value \$0.01 per share, authorized 100,000,000 shares; 48,523,910 shares issued and 46,740,249 shares outstanding at March 31, 2019 and 47,648,958 shares issued and 45,865,297 shares outstanding at June 30, 2018	465	469
Additional paid-in capital	240,623	237,957
Retained deficit	(51,751)	(51,360)
Less: 1,783,661 common shares in treasury, at cost, at March 31, 2019 and 1,783,661 common shares in treasury, at cost, at June 30, 2018	(6,812)	(6,812)
<b>Total Stockholders' Equity</b>	<b>182,525</b>	<b>180,254</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 374,609</b>	<b>\$ 376,256</b>

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**Tuesday Morning Corporation**  
**Consolidated Statements of Operations (unaudited)**  
(In thousands, except per share data)

	Three Months Ended		Nine Months Ended	
	2019	2018	2019	2018
Net sales	\$ 210,984	\$ 223,296	\$ 776,716	\$ 775,860
Cost of sales	134,486	142,993	501,054	511,922
Gross profit	76,498	80,303	275,662	263,938
Selling, general and administrative expenses	84,309	88,092	274,751	275,445
Operating income/(loss)	(7,811)	(7,789)	911	(11,507)
Other income/(expense):				
Interest expense	(513)	(493)	(1,868)	(1,473)
Other income, net	165	179	597	907
Other income/(expense) total	(348)	(314)	(1,271)	(566)
Loss before income taxes	(8,159)	(8,103)	(360)	(12,073)
Income tax provision/(benefit)	130	(23)	31	(431)
Net loss	\$ (8,289)	\$ (8,080)	\$ (391)	\$ (11,642)
Earnings Per Share				
Net loss per common share:				
Basic	\$ (0.18)	\$ (0.18)	\$ (0.01)	\$ (0.26)
Diluted	\$ (0.18)	\$ (0.18)	\$ (0.01)	\$ (0.26)
Weighted average number of common shares:				
Basic	44,811	44,365	44,677	44,236
Diluted	44,811	44,365	44,677	44,236
Dividends per common share	\$ —	\$ —	\$ —	\$ —

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**Tuesday Morning Corporation**  
**Consolidated Statements of Stockholders' Equity (unaudited)**  
**Three Months Ended March 31, 2019**  
(In thousands)

	Common Stock		Additional Paid-In Capital	Retained Earnings (Deficit)	Treasury Stock	Total Shareholders' Equity
	Shares	Amount				
<b>Balance at December 31, 2018</b>	46,801	\$ 469	\$ 239,723	\$ (43,462)	\$ (6,812)	\$ 189,918
Net loss	—	—	—	(8,289)	—	(8,289)
Share-based compensation expense	—	—	896	—	—	896
Shares issued or canceled in connection with employee stock incentive plans and related tax effect	(61)	(4)	4	—	—	—
<b>Balance at March 31, 2019</b>	<u>46,740</u>	<u>\$ 465</u>	<u>\$ 240,623</u>	<u>\$ (51,751)</u>	<u>\$ (6,812)</u>	<u>\$ 182,525</u>

**Tuesday Morning Corporation**  
**Consolidated Statements of Stockholders' Equity (unaudited)**  
**Three Months Ended March 31, 2018**  
(In thousands)

	Common Stock		Additional Paid-In Capital	Retained Earnings (Deficit)	Treasury Stock	Total Shareholders' Equity
	Shares	Amount				
<b>Balance at December 31, 2017</b>	45,919	\$ 469	\$ 236,436	\$ (32,984)	\$ (6,812)	\$ 197,109
Net loss	—	—	—	(8,080)	—	(8,080)
Share-based compensation expense	—	—	860	—	—	860
Shares issued in connection with exercises of employee stock options	3	—	3	—	—	3
Shares issued or canceled in connection with employee stock incentive plans and related tax effect	2	—	—	—	—	—
<b>Balance at March 31, 2018</b>	<u>45,924</u>	<u>\$ 469</u>	<u>\$ 237,299</u>	<u>\$ (41,064)</u>	<u>\$ (6,812)</u>	<u>\$ 189,892</u>

**Tuesday Morning Corporation**  
**Consolidated Statements of Stockholders' Equity (unaudited)**  
**Nine Months Ended March 31, 2019**  
(In thousands)

	Common Stock		Additional Paid-In Capital	Retained Earnings (Deficit)	Treasury Stock	Total Shareholders' Equity
	Shares	Amount				
<b>Balance at June 30, 2018</b>	45,865	\$ 469	\$ 237,957	\$ (51,360)	\$ (6,812)	\$ 180,254
Net loss	—	—	—	(391)	—	(391)
Share-based compensation expense	—	—	2,655	—	—	2,655
Shares issued in connection with exercises of employee stock options	3	—	7	—	—	7
Shares issued or canceled in connection with employee stock incentive plans and related tax effect	872	(4)	4	—	—	—
<b>Balance at March 31, 2019</b>	<u>46,740</u>	<u>\$ 465</u>	<u>\$ 240,623</u>	<u>\$ (51,751)</u>	<u>\$ (6,812)</u>	<u>\$ 182,525</u>

**Tuesday Morning Corporation**  
**Consolidated Statements of Stockholders' Equity (unaudited)**  
**Nine Months Ended March 31, 2018**  
(In thousands)

	Common Stock		Additional Paid-In Capital	Retained Earnings (Deficit)	Treasury Stock	Total Shareholders' Equity
	Shares	Amount				
<b>Balance at June 30, 2017</b>	45,121	\$ 469	\$ 234,604	\$ (29,422)	\$ (6,812)	\$ 198,839
Net loss	—	—	—	(11,642)	—	(11,642)
Share-based compensation expense	—	—	2,691	—	—	2,691
Shares issued in connection with exercises of employee stock options	3	—	4	—	—	4
Shares issued or canceled in connection with employee stock incentive plans and related tax effect	800	—	—	—	—	—
<b>Balance at March 31, 2018</b>	<u>45,924</u>	<u>\$ 469</u>	<u>\$ 237,299</u>	<u>\$ (41,064)</u>	<u>\$ (6,812)</u>	<u>\$ 189,892</u>

**Tuesday Morning Corporation**  
**Consolidated Statements of Cash Flows (unaudited)**  
(In thousands)

	Nine Months Ended March 31,	
	2019	2018
<b>Cash flows from operating activities:</b>		
Net loss	\$ (391)	\$ (11,642)
Adjustments to reconcile loss to net cash provided by operating activities:		
Depreciation and amortization	19,727	19,087
Amortization of financing fees	220	236
Gain on disposal of assets	(10)	(69)
Gain on sale-leaseback	—	(371)
Share-based compensation	2,671	2,729
Deferred income taxes	—	(571)
Construction allowances from landlords	1,121	6,688
Change in operating assets and liabilities:		
Inventories	(3,931)	(23,122)
Prepaid and other current assets	885	883
Accounts payable	(15,349)	19,396
Accrued liabilities	5,063	2,199
Deferred rent	(141)	1,921
Income taxes payable	82	71
Other liabilities — non-current	34	367
Net cash provided by operating activities	<u>9,981</u>	<u>17,802</u>
<b>Cash flows from investing activities:</b>		
Capital expenditures	(10,924)	(25,552)
Purchase of intellectual property	(292)	(30)
Proceeds from sale of assets	25	69
Net cash used in investing activities	<u>(11,191)</u>	<u>(25,513)</u>
<b>Cash flows from financing activities:</b>		
Proceeds under revolving credit facility	156,200	153,900
Repayments under revolving credit facility	(159,480)	(140,000)
Change in cash overdraft	9,391	(60)
Payments on capital leases	(121)	(119)
Proceeds from exercise of common stock options and stock purchase plan purchases	7	4
Payment of financing fees	(529)	—
Net cash provided by financing activities	<u>5,468</u>	<u>13,725</u>
Net increase in cash and cash equivalents	4,258	6,014
Cash and cash equivalents, beginning of period	9,510	6,263
Cash and cash equivalents, end of period	<u>\$ 13,768</u>	<u>\$ 12,277</u>

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**Tuesday Morning Corporation**  
**Notes to Condensed Consolidated Financial Statements (unaudited)**

The terms “Tuesday Morning,” the “Company,” “we,” “us” and “our” as used in this Quarterly Report on Form 10-Q refer to Tuesday Morning Corporation and its subsidiaries. Other than as disclosed in this document, please refer to our Annual Report on Form 10-K for the fiscal year ended June 30, 2018 for our critical accounting policies.

1. **Basis of presentation** — The unaudited interim consolidated financial statements included herein have been prepared by us pursuant to the rules and regulations of the Securities and Exchange Commission (the “SEC”). Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States (“GAAP”) have been condensed or omitted pursuant to such rules and regulations. These financial statements include all adjustments, consisting only of those of a normal recurring nature, which, in the opinion of management, are necessary to present fairly the results of the interim periods presented and should be read in conjunction with the audited consolidated financial statements and notes thereto in our Annual Report on Form 10-K for the fiscal year ended June 30, 2018. The consolidated balance sheet at June 30, 2018 has been derived from the audited consolidated financial statements at that date, but does not include all of the information and notes required by GAAP for complete financial statements. For further information, refer to the audited consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the fiscal year ended June 30, 2018. The results of operations for the three and nine month periods ended March 31, 2019 are not necessarily indicative of the results to be expected for the full fiscal year ending June 30, 2019, which we refer to as fiscal 2019.

We do not present a consolidated statement of comprehensive income as there are no other comprehensive income items in either the current or prior fiscal periods.

The preparation of unaudited interim consolidated financial statements, in conformity with GAAP, requires us to make assumptions and use estimates that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The most significant estimates relate to: inventory valuation under the retail method and estimation of reserves and valuation allowances specifically related to insurance, income taxes and litigation. Actual results could differ materially from these estimates. Our fiscal year ends on June 30 and we operate our business as a single operating segment.

2. **Revenue Recognition** — Our revenue is earned from sales of merchandise within our stores and is recorded at the point of sale and conveyance of merchandise to customers. Revenue is measured based on the amount of consideration that we expect to receive, reduced by point of sale discounts and estimates for sales returns, and excludes sales tax. Payment for our sales is due at the time of sale. We maintain a reserve for estimated returns, and we use historical customer return behavior to estimate our reserve requirements. Accounting Standards Update No. 2014-09, “Revenue from Contracts with Customers (Topic 606)” (“ASU 2014-09”), adopted in the first quarter of fiscal 2019 as discussed in Note 14 below, required a change in presentation of the sales return reserve on the balance sheet, which we previously presented net of the estimated value of returned merchandise, but is now being presented on a gross basis. In the first quarter of fiscal 2019, we recorded an immaterial adjustment to present the reserve on a gross basis, increasing “Accrued Liabilities” and recording the corresponding returns asset, as evaluated for impairment, in “Other Assets,” in the Consolidated Balance Sheet. No impairment of the returns asset was indicated or recorded as of March 31, 2019. Gift cards are sold to customers in our stores and we issue gift cards for merchandise returns in our stores. Revenue from sales of gift cards and issuances of merchandise credits is recognized when the gift card is redeemed by the customer, or if the likelihood of the gift card being redeemed by the customer is remote (gift card breakage). The gift card breakage rate is determined based upon historical redemption patterns. An estimate of the rate of gift card breakage is applied over the period of estimated performance and the breakage amounts are included in net sales in the Consolidated Statement of Operations. Breakage income recognized was less than \$0.01 million in the third quarter of fiscal 2019 and was \$0.2 million in the third quarter of fiscal 2018. Breakage income recognized was \$0.3 million for the nine months ended March 31, 2019 and was \$0.6 million for the nine months ended March 31, 2018. The gift card liability is included in “Accrued Liabilities” in the Consolidated Balance Sheet at March 31, 2019.

3. **Share-based incentive plans** — **Stock Option Awards.** We have established the Tuesday Morning Corporation 2008 Long-Term Equity Incentive Plan (the “2008 Plan”) and the Tuesday Morning Corporation 2014 Long-Term Incentive Plan, as amended (the “2014 Plan”), which allow for the granting of stock options to directors, officers and key employees of the Company, and certain other key individuals who perform services for us and our subsidiaries. Equity awards may no longer be granted under the 2008 Plan, but equity awards granted under the 2008 Plan are still outstanding.

On November 16, 2016, our stockholders approved amendments to the 2014 Plan to increase the number of shares of the Company’s common stock available for issuance under the 2014 Plan by 2,500,000 shares and to make additional amendments to the 2014 Plan, including (i) reducing the percentage of shares exempt from the minimum vesting requirements under the 2014 Plan, (ii) adding a clawback policy, (iii) generally eliminating the discretion of the Board of Directors to accelerate the vesting of outstanding and unvested awards upon a change of control and (iv) providing that certain shares surrendered in payment of the exercise price of awards or withheld for tax withholding would count against the shares available under the 2014 Plan.



Stock options were awarded with a strike price at a fair market value equal to the closing price of our common stock on the date of the grant under the 2008 Plan and the 2014 Plan.

Options granted under the 2008 Plan and the 2014 Plan typically vest over periods of one to four years and expire ten years from the date of grant. Options granted under the 2008 Plan and the 2014 Plan may have certain performance requirements in addition to service terms. If the performance conditions are not satisfied, the options are forfeited. The exercise prices of stock options outstanding on March 31, 2019, range between \$1.80 per share and \$20.91 per share. The 2008 Plan terminated as to new awards as of September 16, 2014. There were 1.9 million shares available for grant under the 2014 Plan at March 31, 2019.

**Restricted Stock Awards**—The 2008 Plan and the 2014 Plan authorize the grant of restricted stock awards to directors, officers, key employees and certain other key individuals who perform services for us and our subsidiaries. Equity awards may no longer be granted under the 2008 Plan, but restricted stock awards granted under the 2008 Plan are still outstanding. Restricted stock awards are not transferable, but bear certain rights of common stock ownership including voting and dividend rights. The 2014 Plan also authorizes the issuance of restricted stock units which, upon vesting, provide for the issuance of an equivalent number of shares of common stock. Restricted units are not transferable and do not provide voting or dividend rights. Shares and units are valued at the fair market value of our common stock at the date of award. Shares and units may be subject to certain performance requirements. If the performance requirements are not met, the restricted shares or units are forfeited. Under the 2008 Plan and the 2014 Plan, as of March 31, 2019, there were 1,910,659 shares of restricted stock and 230,770 restricted stock units outstanding with award vesting periods, both performance-based and service-based, of one to four years and a weighted average grant date fair value of \$2.07 and \$3.49 per share, respectively.

**Performance-Based Restricted Stock Awards and Performance-Based Stock Option Awards.** As of March 31, 2019 there were 1,481,507 unvested performance-based restricted stock awards and performance-based stock options outstanding under the 2014 Plan.

**Share-based Compensation Costs.** Share-based compensation costs were recognized as follows (in thousands):

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2019	2018	2019	2018
Amortization of share-based compensation during the period	\$ 896	\$ 860	\$ 2,655	\$ 2,691
Amounts capitalized in ending inventory	(275)	(318)	(892)	(1,041)
Amounts recognized and charged to cost of sales	218	242	908	1,079
Amounts charged against income for the period before tax	\$ 839	\$ 784	\$ 2,671	\$ 2,729

4. **Commitments and contingencies** — we are involved in legal and governmental proceedings as part of the normal course of our business. Reserves have been established when a loss is considered probable and are based on management's best estimates of our potential liability in these matters. These estimates have been developed in consultation with internal and external counsel and are based on a combination of litigation and settlement strategies. Management believes that such litigation and claims will be resolved without material effect on our financial position or results of operations.

5. **Earnings per common share** — The following table sets forth the computation of basic and diluted income/(loss) per common share (in thousands, except per share amounts):

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2019	2018	2019	2018
Net loss	\$ (8,289)	\$ (8,080)	\$ (391)	\$ (11,642)
Less: Income to participating securities	—	—	—	—
Net loss attributable to common shares	\$ (8,289)	\$ (8,080)	\$ (391)	\$ (11,642)
Weighted average number of common shares outstanding basic	44,811	44,365	44,677	44,236
Effect of dilutive stock equivalents	—	—	—	—
Weighted average number of common shares outstanding diluted	44,811	44,365	44,677	44,236
Net loss per common share basic	\$ (0.18)	\$ (0.18)	\$ (0.01)	\$ (0.26)
Net loss per common share diluted	\$ (0.18)	\$ (0.18)	\$ (0.01)	\$ (0.26)

For the quarters and year to date periods ended March 31, 2019 and March 31, 2018, all options representing the rights to purchase shares, respectively, were not included in the dilutive income per share calculation, because the assumed exercise of such options would have been anti-dilutive.

6. Revolving credit facility — We are party to a credit agreement providing for an asset-based, five-year senior secured revolving credit facility in the amount of up to \$180.0 million (the “Revolving Credit Facility”) which originally was scheduled to mature on August 18, 2020. On January 29, 2019, the Revolving Credit Facility was amended to extend the maturity date to January 29, 2024. The availability of funds under the Revolving Credit Facility is limited to the lesser of a calculated borrowing base and the lenders’ aggregate commitments under the Revolving Credit Facility. Our indebtedness under the Revolving Credit Facility is secured by a lien on substantially all of our assets. The Revolving Credit Facility contains certain restrictive covenants, which affect, among others, our ability to incur liens or incur additional indebtedness, change the nature of our business, sell assets or merge or consolidate with any other entity, or make investments or acquisitions unless they meet certain requirements. The Revolving Credit Facility requires that we satisfy a fixed charge coverage ratio at any time that our availability is less than the greater of 10% of our calculated borrowing base or \$12.5 million. Our Revolving Credit Facility, in some instances, limits our ability to pay cash dividends and repurchase our common stock. In order for the borrower under the Revolving Credit Facility, our subsidiary, to make a restricted payment to us for the payment of a dividend or a repurchase of shares, we are required to, among other things, maintain availability of 20% of the lesser of our calculated borrowing base or our lenders’ aggregate commitments under the Revolving Credit Facility on a pro forma basis for a specified period prior to and immediately following the restricted payment. As of March 31, 2019, we were in compliance with all of the Revolving Credit Facility covenants.

At March 31, 2019, we had \$35.2 million outstanding under the Revolving Credit Facility, \$11.0 million of outstanding letters of credit and availability of \$71.1 million. Letters of credit under the Revolving Credit Facility are generally for self-insurance purposes. We incur commitment fees of up to 0.25% on the unused portion of the Revolving Credit Facility, payable quarterly. Any borrowing under the Revolving Credit Facility incurs interest at the prime rate, or LIBOR, plus an applicable margin, at our election (except with respect to swing loans, which incur interest solely at the prime rate plus the applicable margin), subject to a floor of one month LIBOR plus an applicable margin in the case of loans based on the prime rate. Interest expense for the third quarter of the current fiscal year from the Revolving Credit Facility of \$0.5 million was comprised of interest of \$0.3 million, commitment fees of \$0.1 million and the amortization of financing fees of \$0.1 million. Interest expense for the third quarter of the prior fiscal year from the Revolving Credit Facility of \$0.5 million was comprised of interest of \$0.3 million, commitment fees of \$0.1 million and the amortization of financing fees of \$0.1 million. Interest expense for the nine months ended March 31, 2019 of \$1.9 million was comprised of interest of \$1.3 million, commitment fees of \$0.3 million, and the amortization of financing fees of \$0.3 million. Interest expense for the nine months ended March 31, 2018 of \$1.5 million was comprised of interest of \$0.8 million, commitment fees of \$0.4 million, and the amortization of financing fees of \$0.3 million.

The fair value of the Company’s debt approximated its carrying amount as of March 31, 2019.

7. Depreciation — Accumulated depreciation of owned property and equipment at March 31, 2019 and June 30, 2018 was \$173.5 million and \$157.0 million, respectively.

8. Income taxes — The Company or one of its subsidiaries files income tax returns in the U.S. federal, state and local taxing jurisdictions. With few exceptions, the Company and its subsidiaries are no longer subject to state and local income tax examinations for years through fiscal 2013. The Internal Revenue Service has concluded an examination of the Company for years ending on or before June 30, 2010.

The effective tax rates for the quarters ended March 31, 2019 and March 31, 2018 were (1.6%) and 0.3%, respectively. The effective tax rates for the nine months ended March 31, 2019 and March 31, 2018 were (8.6%) and 3.6%, respectively. The income tax benefit in the prior year included a favorable tax impact of approximately \$0.6 million resulting from the release of a valuation allowance on deferred taxes due to enactment of the Tax Cuts and Jobs Act of 2017 (“TCJA”), as discussed further below. A full valuation allowance is currently recorded against substantially all of the Company’s other deferred tax assets. A deviation from the customary relationship between income tax expense/(benefit) and pretax income/(loss) results from the effects of the valuation allowance.

We have completed our accounting for the impact of the enactment of the TCJA, within the one year measurement period ending December 22, 2018, as required under the rules issued by the SEC. Through the third quarter of fiscal 2018, we applied the provisions of the newly enacted TCJA, resulting in an approximate \$0.6 million income tax benefit connected with future refunds of alternative minimum tax credits no longer requiring a valuation allowance. The impact of the new tax law, including the remeasurement of our deferred taxes at the new corporate tax rate, did not have a material impact on our deferred taxes as substantially all of our other deferred tax assets have corresponding valuation allowances. The Company currently expects the effect of the TCJA to have a nominal impact on its annual effective tax rate, given its cumulative loss position and the related valuation allowance.

9. Cash and cash equivalents — Cash and cash equivalents include credit card receivables and all highly liquid instruments with original maturities of three months or less. Cash equivalents are carried at cost, which approximates fair value. At March 31, 2019 and June 30, 2018, credit card receivables from third party consumer credit card providers were \$11.3 million and \$7.9 million, respectively. Such receivables are generally collected within one week of the balance sheet date.

10. Intellectual property — Our intellectual property primarily consists of indefinite lived trademarks. We evaluate annually whether the trademarks continue to have an indefinite life. Trademarks and other intellectual property are reviewed for impairment annually in the fourth fiscal quarter, and may be reviewed more frequently if indicators of impairment are present. As of March 31, 2019, the carrying value of the intellectual property, which included indefinite-lived trademarks, was \$1.3 million, and no impairment was identified or recorded.

11. Cease use liability — Amounts in “Accrued liabilities” in the Consolidated Balance Sheet at March 31, 2019 include the current portions of accruals for the net present value of future minimum lease payments, net of estimated sublease income, attributable to closed stores with remaining lease obligations. There was no cease use liability at March 31, 2019. The cease use liability at June 30, 2018 was \$77 thousand, and was all classified as short-term. Expenses related to store closings are included in “Selling, general and administrative expenses” in the Consolidated Statements of Operations.

12. Sale-leaseback — During the fourth quarter of fiscal 2016, we entered into a sale-leaseback transaction to sell two buildings and land utilized in our Dallas distribution center operations, which we did not consider part of our long-term distribution network, and leased back these facilities through December 2017. We subsequently exercised our option to extend the related lease through March 2018, which was accounted for as an operating lease and has now expired. We had no continuing involvement with the properties sold other than a normal leaseback.

The consideration received for the sale, as reduced by closing and transaction costs, was \$8.8 million, and the net book value of properties sold was \$5.2 million, resulting in a \$3.6 million gain. The gain recognized in fiscal 2016 was \$2.5 million, which included the portion of the gain in excess of the present value of the minimum lease payments for the leaseback, and was included in “Other income” in our Consolidated Statement of Operations. During fiscal 2017, we recognized \$0.7 million of the gain. During the first three months of fiscal 2018, we recognized \$0.2 million of the gain. The final \$0.2 million gain deferred on the Consolidated Balance Sheet at September 30, 2017 was classified as short-term and was recognized in the second quarter of fiscal 2018.

13. Capital lease — During fiscal 2017, we entered into a 5-year capital lease maturing on January 31, 2022 for equipment and software. At March 31, 2019, the capital lease asset balance was \$0.5 million, the current lease liability was \$0.2 million and the long-term lease liability was \$0.3 million. The capital lease asset is amortized on a straight-line basis. Capital lease amortization was less than \$0.1 million in the third quarter of both fiscal 2019 and 2018.

14. Recent accounting pronouncements — In December 2017, the SEC staff issued Staff Accounting Bulletin No. 118, “Income Tax Accounting Implications of the Tax Cuts and Jobs Act (SAB 118),” which allows the Company to record provisional amounts during a measurement period not to extend beyond one year of the enactment date. As discussed in Note 8, the Company has completed its analysis of the effects of the TCJA within the measurement period in accordance with SAB 118.

In August 2016, the Financial Accounting Standards Board (the “FASB”) issued Accounting Standards Update (“ASU”) No. 2016-15, “Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments” (“ASU 2016-15”), which provides guidance on eight specific cash flow issues in regard to how cash receipts and cash payments are presented and classified in the statement of cash flows. ASU 2016-15 is effective for fiscal years beginning after December 15, 2017, including interim periods within those years, and required adoption on a retrospective basis. The Company adopted ASU 2016-15 in the first quarter of fiscal 2019. The adoption of this standard did not materially impact our consolidated financial statements and disclosures.

In February 2016, the FASB issued ASU No. 2016-02, “Leases (Topic 842)” (“ASU 2016-02”), which is intended to improve financial reporting in connection with leasing transactions. ASU 2016-02 will require entities (“lessees”) that lease assets with lease terms of more than twelve months to recognize on the balance sheet the assets and liabilities for the rights and obligations created by those leases. Under ASU 2016-02, a right-of-use asset and lease obligation will be recorded for all leases, whether operating or finance, while the income statement will reflect lease expense for operating leases and amortization/interest expense for finance leases. Accounting by entities that own the assets leased by lessees (“lessors”) will remain largely unchanged from current GAAP. In addition, ASU 2016-02 requires disclosures to help investors and other financial statement users better understand the amount, timing and uncertainty of cash flows arising from leases. For public companies, ASU 2016-02 is effective for fiscal years beginning after December 15, 2018 and interim periods within those fiscal years. A modified retrospective approach is required for all leases existing or entered into after the beginning of the earliest comparative period in the financial statements. In July 2018, the FASB issued ASU No. 2018-11, “Leases (Topic 842): Targeted Improvements” (“ASU 2018-11”), which provided an additional transition option that allows companies to continue applying the guidance under the current lease standard in the comparative periods presented in the consolidated financial statements. Companies that elect this option would record a cumulative-effect adjustment to the opening balance of retained earnings on the date of adoption. The Company currently plans to elect this transition option. The Company will

adopt this standard in the first quarter of fiscal 2020. While the Company is currently evaluating the provisions of ASU 2016-02, including which practical expedients to apply and assessing the impact on the Company's consolidated financial statements and disclosures, the primary effect of adopting the new standard will be to record assets and obligations for current operating leases.

In May 2014, the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers (Topic 606)" ("ASU 2014-09"), an updated standard on revenue recognition, and has since modified the standard with additional ASUs. The new guidance provides enhancements to the quality and consistency of how revenue is reported while also improving comparability in the financial statements of companies reporting using IFRS and GAAP. The core principle of the new standard is for companies to recognize revenue to depict the transfer of goods or services to customers in amounts that reflect the consideration, or payment, to which the company expects to be entitled in exchange for those goods or services. The Company adopted this standard in the first quarter of fiscal 2019 using the modified retrospective method, and the adoption did not have a material impact on its consolidated financial statements and disclosures. See Note 2 for further information.

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

The following discussion should be read in conjunction with our unaudited interim consolidated financial statements and the notes thereto included in Part I, Item 1 of this Quarterly Report on Form 10-Q and our Annual Report on Form 10-K for the fiscal year ended June 30, 2018.

**Business Overview**

- We are one of the original off-price retailers and a leading destination for unique home and lifestyle goods. We are a closeout retailer, selling high-quality products at prices generally below those found in boutique, specialty and department stores, catalogs and on-line retailers. Our customers come to us for an ever-changing, exceptional assortment of brand names at great prices. Our strong value proposition has established a loyal customer base, who we engage regularly with social media, email, direct mail, digital media and newspaper circulars.
- During the third quarter of fiscal 2019, we continued to implement our strategy of improving store locations and the in-store experience for our customers, which includes (i) closing less productive stores with limited foot traffic and relocating some of these stores to, or opening new stores in, better locations with footprints that are on average four to six thousand square feet larger, (ii) expanding some existing stores to a larger footprint, and (iii) improving the finishes in these relocated, new and expanded stores.
- We operated 712 stores in 40 states as of March 31, 2019. As part of the implementation of our real estate strategy, our store base decreased from 724 stores in 40 states as of March 31, 2018.
- Net sales for the third quarter of fiscal 2019 were \$211 million, a decrease of 5.5% compared to \$223.3 million for the same period last year, primarily due to a decrease in sales from comparable stores (stores open at least five quarters, including stores relocated in the same market and renovated stores) of 5.3%. The decrease in comparable store sales was due to a 2.6% decrease in customer transactions along with a 2.8% decrease in average ticket. Sales at stores relocated during the past 12 months increased approximately 42% on average for the third quarter of fiscal 2019 as compared to the same period last year and contributed approximately 120 basis points of comparable store sales growth. Net sales for the first nine months of fiscal 2019 were \$776.7 million, an increase of \$0.9 million, from \$775.8 million for the same period last year. Comparable store sales for the nine months ended March 31, 2019 increased by 0.3%, compared to the same period last year, which was due to a 0.3% increase in customer transactions as well as a 0.1% increase in average ticket. Sales at stores relocated during the past 12 months increased approximately 49% on average for the first nine months of fiscal 2019 as compared to the same period last year and contributed approximately 190 basis points of comparable store sales growth. Sales per square foot for the rolling 12 month period ended March 31, 2019 were \$115, consistent with the rolling 12 month period ended March 31, 2018.
- Cost of sales, as a percentage of net sales, for the third quarter of fiscal 2019 was 63.7%, compared to 64.0% for the same period last year. Cost of sales, as a percentage of net sales, for the first nine months of fiscal 2019 was 64.5%, compared to 66.0% for the same period last year.
- For the third quarter of fiscal 2019, selling, general and administrative expenses decreased \$3.8 million to \$84.3 million, from \$88.1 million for the same quarter last year. For the first nine months of fiscal 2019, selling, general and administrative expenses decreased \$0.7 million to \$274.7 million, from \$275.4 million for the same period last year.
- Our operating loss for the third quarter of fiscal 2019 was \$7.8 million, consistent with our operating loss of \$7.8 million for the same period last year. Our operating income for the nine months ended March 31, 2019 was \$0.9 million compared to an operating loss of \$11.5 million for the same period last year.
- Our net loss for the third quarter of fiscal 2019 was \$8.3 million, or \$0.18 per share, compared to a net loss of \$8.1 million, or \$0.18 per share, for the same period last year. Our net loss for the nine months ended March 31, 2019 was \$0.4 million, or \$0.01 per share, compared to a net loss of \$11.6 million, or \$0.26 per share, for the same period last year.
- As shown under the heading "Non-GAAP Financial Measures" below, EBITDA for the third quarter of fiscal 2019 was negative \$1.2 million compared to negative \$1.3 million for the same period last year. Adjusted EBITDA for the third quarter of fiscal 2019 was negative \$0.4 million compared to negative \$0.9 million for the same period last year. EBITDA for the first nine months of fiscal 2019 was \$21.2 million compared to \$8.5 million for the prior year period. Adjusted EBITDA for the first nine months of fiscal 2019 was \$24.0 million compared to \$11.6 million for the same period last year, as shown below.
- Inventory levels at March 31, 2019 increased \$3.9 million to \$238.3 million from \$234.4 million at June 30, 2018. Compared to the same date last year, inventories decreased \$6.7 million from \$245.0 million at March 31, 2018. The decrease in inventory as compared to March 31, 2018 was driven primarily by lower inventory in our distribution centers and lower in-transit inventory. Inventory turnover for the trailing five quarters as of March 31, 2019 was 2.6 turns, a decrease from the trailing five quarter turnover as of March 31, 2018 of 2.7 turns.

Cash and cash equivalents at March 31, 2019 increased \$4.3 million to \$13.8 million from \$9.5 million at June 30, 2018. Compared to the same date last year, cash and cash equivalents increased \$1.5 million from \$12.3 million at March 31, 2018.

## Results of Operations

Our business is highly seasonal, with a significant portion of our net sales and most of our operating income generated in the quarter ending December 31.

There can be no assurance that the trends in sales or operating results will continue in the future.

## Non-GAAP Financial Measures

We define EBITDA as net income or net loss before interest, income taxes, depreciation, and amortization. Adjusted EBITDA reflects further adjustments to EBITDA to eliminate the impact of certain items, including certain non-cash items and other items that we believe are not representative of our core operating performance. These measures are not presentations made in accordance with GAAP. EBITDA and Adjusted EBITDA should not be considered as alternatives to net income or loss as a measure of operating performance. In addition, EBITDA and Adjusted EBITDA are not presented as, and should not be considered as alternatives to cash flows as a measure of liquidity. EBITDA and Adjusted EBITDA should not be considered in isolation, or as substitutes for analysis of our results as reported under GAAP and Adjusted EBITDA should not be construed as an inference that our future results will be unaffected by such adjustments. We believe it is useful for investors to see these EBITDA and Adjusted EBITDA measures that management uses to evaluate our operating performance. These non-GAAP financial measures are included to supplement our financial information presented in accordance with GAAP and because we use these measures to monitor and evaluate the performance of our business as a supplement to GAAP measures and we believe the presentation of these non-GAAP measures enhances investors' ability to analyze trends in our business and evaluate our performance. EBITDA and Adjusted EBITDA are also frequently used by analysts, investors and other interested parties to evaluate companies in our industry. The non-GAAP measures presented may not be comparable to similarly titled measures used by other companies.

The following table reconciles net income/(loss), the most directly comparable GAAP financial measure, to EBITDA and Adjusted EBITDA, each of which is a non-GAAP financial measure (in thousands):

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2019	2018	2019	2018
Net loss (GAAP)	\$ (8,289)	\$ (8,080)	\$ (391)	\$ (11,642)
Depreciation and amortization	6,444	6,363	19,727	19,087
Interest expense, net	510	485	1,846	1,450
Income tax provision/(benefit)	130	(23)	31	(431)
EBITDA (non-GAAP)	\$ (1,205)	\$ (1,255)	\$ 21,213	\$ 8,464
Share based compensation expense (1)	839	784	2,671	2,729
Cease-use rent expense (2)	(3)	(396)	68	398
Stockholder nominations related expenses (3)	—	—	—	408
Gain on sale of assets (4)	—	—	—	(371)
Adjusted EBITDA (non-GAAP)	\$ (369)	\$ (867)	\$ 23,952	\$ 11,628

(1) Adjustment includes charges related to share-based compensation programs, which vary from period to period depending on volume and vesting timing of awards. We adjust for these charges to facilitate comparisons from period to period.

(2) Adjustment includes accelerated rent expense recognized in relation to closing stores prior to lease termination. A favorable lease buyout agreement was negotiated and executed in the third quarter of fiscal 2018, resulting in the reversal of previously recorded accelerated cease-use rent expense. While accelerated rent expense may occur in future periods, the amount and timing of such expenses will vary from period to period.

(3) Adjustment includes only certain incremental expenses which relate to the stockholder nominations as described in our Preliminary and Definitive Proxy Statements filed with the SEC on September 25, 2017 and October 5, 2017.

(4) Adjustment includes the deferred gain recognized from the sale-leaseback transaction which occurred in the fourth quarter of fiscal 2016.

**Three Months Ended March 31, 2019**  
**Compared to the Three Months Ended March 31, 2018**

Net sales for the third quarter of fiscal 2019 were \$211.0 million, a decrease of \$12.3 million from \$223.3 million in the third quarter of fiscal 2018. Comparable store sales decreased 5.3% compared to the same period a year ago, and was comprised of a 2.6% decrease in customer transactions along with a 2.8% decrease in average ticket. New stores are included in the same store sales calculation starting with the sixteenth month following the date of the store opening. A store that relocates within the same geographic market or modifies its available retail space is generally considered the same store for purposes of this computation. Non-comparable store sales decreased by a total of \$0.7 million and resulted in a 30 basis point negative impact on net sales. Non-comparable store sales include the net effect of sales from new stores and sales from stores that have closed. The non-comparable store sales decrease was driven by 20 store closures, partially offset by 8 store openings, which have occurred since the end of the third quarter of fiscal 2018. Factors that contributed to the sales decline include a reduction in the number of traditional promotional events to one in the third quarter of fiscal 2019 compared to three events in the prior year, comping against the highest quarterly comparable sales increase from fiscal 2018 of 9.1%, and a calendar shift of Easter into our fourth fiscal quarter of fiscal 2019.

	Store Openings/Closings		
	Three Months Ended March 31, 2019	Three Months Ended March 31, 2018	Fiscal Year Ended June 30, 2018
Stores open at beginning of period	720	724	731
Stores opened during the period	2	5	15
Stores closed during the period	(10)	(5)	(20)
Stores open at end of period	<u>712</u>	<u>724</u>	<u>726</u>

We ended the third quarter of fiscal 2019 with 712 stores open at March 31, 2019, compared to 724 stores open at March 31, 2018. We relocated one existing store during the third quarter of fiscal 2019 and 10 stores in the third quarter of the prior fiscal year.

Gross profit for the third quarter of fiscal 2019 was \$76.5 million, a decrease of 4.7% compared to \$80.3 million in gross profit for the third quarter of fiscal 2018. Gross profit as a percentage of net sales was 36.3% for the third quarter of fiscal 2019, compared to 36.0% for the third quarter of fiscal 2018. The increase in gross margin was driven by continued improvements in initial merchandise mark-up and lower supply chain costs. Partially offsetting these improvements were increased markdowns, inventory shrink, and freight costs, largely due to transportation cost headwinds.

Selling, General & Administrative (SG&A) expenses for the third quarter of fiscal 2019 decreased 4.3% to \$84.3 million, compared to \$88.1 million in the same period last year. As a percentage of net sales, SG&A expenses were 40.0% for the third quarter of fiscal 2019 compared to 39.5% in the same period last year, deleveraging approximately 50 basis points. The decrease in SG&A expenses was driven primarily by lower store labor costs, workers' compensation expenses, and advertising, due to our reduction in traditional promotional events in the current quarter, partially offset by increased incentive compensation and retention costs along with increased store rent, due in part to our strategy to improve store real estate.

Our operating loss was \$7.8 million for the third quarter of fiscal 2019, consistent with an operating net loss of \$7.8 million during the third quarter of fiscal 2018.

Interest expense remained flat at \$0.5 million compared to the third quarter of fiscal 2018. Other income was \$0.2 million in the third quarter of fiscal 2019 compared to \$0.2 million in the third quarter of fiscal 2018.

Income tax expense for the third quarter of fiscal 2019 was \$0.1 million compared to an income tax benefit of \$23 thousand for the same period last year. The income tax benefit for the third quarter of fiscal 2018 included a favorable tax impact of approximately \$0.1 million resulting from the release of a valuation allowance on deferred taxes due to enactment of the TCJA. The effective tax rates for the third quarter of fiscal 2019 and fiscal 2018 were (1.6%) and 0.3%, respectively. We expect the effects of the TCJA tax law change to have a nominal impact on our annual effective tax rate, given our cumulative loss position and the related valuation allowance. We currently believe the expected effects on future year effective tax rates to continue to be nominal until the cumulative losses and valuation allowance are fully utilized. A full valuation allowance is currently recorded against substantially all of our other deferred tax assets at March 31, 2019. A deviation from the customary relationship between income tax expense and pretax income results from the effects of the valuation allowance.

**Nine Months Ended March 31, 2019  
Compared to the Nine Months Ended March 31, 2018**

Net sales for the first nine months of fiscal 2019 were \$776.7 million, an increase of \$0.9 million from \$775.8 million in the same period last year. Comparable store sales increased 0.3% compared to the same period in fiscal 2018, and were comprised of a 0.3% increase in customer transactions along with a 0.1% increase in average ticket. New stores are included in the same store sales calculation starting with the sixteenth month following the date of the store opening. A store that relocates within the same geographic market or modifies its available retail space is generally considered the same store for purposes of this computation. Non-comparable store sales decreased by a total of \$1.6 million and resulted in a 20 basis point negative impact on net sales. Non-comparable store sales include the net effect of sales from new stores and sales from stores that have closed. The non-comparable store sales decrease was driven by 40 store closures, partially offset by 21 store openings, which have occurred since the beginning of the prior fiscal year.

	Store Openings/Closings		
	Nine Months Ended March 31, 2019	Nine Months Ended March 31, 2018	Fiscal Year Ended June 30, 2018
Stores open at beginning of period	726	731	731
Stores opened during the period	6	13	15
Stores closed during the period	(20)	(20)	(20)
Stores open at end of period	<u>712</u>	<u>724</u>	<u>726</u>

We ended the first nine months of fiscal 2019 with 712 stores, compared to 724 stores at the end of the first nine months of the prior year. We relocated 11 existing stores during the first nine months of fiscal 2019 and 36 stores in the first nine months of the prior fiscal year. We expanded one store during the first nine months of fiscal 2019 and seven stores in the first nine months of the prior fiscal year.

Gross profit for the first nine months of fiscal 2019 was \$275.6 million, an increase of 4.5% compared to \$263.9 million in gross profit for the same period of fiscal 2018. Gross profit as a percentage of net sales was 35.5% for the first nine months of fiscal 2019, compared to 34.0% for the same period of fiscal 2018. The increase in gross margin for the nine months was driven by continued improvements in initial merchandise mark-up, lower supply chain costs, and reduced markdowns. Partially offsetting these improvements were increased freight costs, largely due to transportation cost headwinds along with increased volumes year over year.

SG&A expenses for the first nine months of fiscal 2019 decreased 0.3% to \$274.7 million, compared to \$275.4 million in the same period of fiscal 2018. As a percentage of net sales, SG&A expenses were 35.4% for the first nine months of fiscal 2019 compared to 35.5% in the same period last year. This decrease in SG&A was driven primarily by lower store labor costs, workers' compensation expenses, and advertising, which leveraged as a percentage of net sales, and was partially offset by higher store rent and depreciation, due in part to our strategy to improve store real estate, along with increased incentive compensation and retention costs.

Our operating income was \$0.9 million for the first nine months of fiscal 2019 as compared to an operating loss of \$11.5 million during the same period in fiscal 2018.

Interest expense increased \$0.4 million to \$1.9 million in the first nine months of fiscal 2019 compared to \$1.5 million in the same period of fiscal 2018, as a result of increased borrowings, as well as higher interest rates on our Revolving Credit Facility, during the first nine months of fiscal 2019. Other income was \$0.6 million in the first nine months of fiscal 2019 compared to \$0.9 million in the first nine months of fiscal 2018.

Income tax expense for the first nine months of fiscal 2019 was \$31 thousand compared to \$0.4 million tax benefit for the same period last year. The income tax benefit in the prior year included a favorable tax impact of approximately \$0.6 million resulting from the release of a valuation allowance on deferred taxes due to enactment of the TCJA. The effective tax rates for the first nine months of fiscal 2019 and fiscal 2018 were (8.6%) and 3.6%, respectively. We expect the effects of the TCJA tax law change to have a nominal impact on our annual effective tax rate, given our cumulative loss position and the related valuation allowance. We currently believe the expected effects on future year effective tax rates to continue to be nominal until the cumulative losses and valuation allowance are fully utilized. A full valuation allowance is currently recorded against substantially all of our other deferred tax assets at March 31, 2019. A deviation from the customary relationship between income tax expense and pretax income results from the effects of the valuation allowance.



## Liquidity and Capital Resources

### *Cash Flows from Operating Activities*

Net cash provided by operating activities for the nine months ended March 31, 2018 was \$10.0 million compared to \$17.8 million for the nine months ended March 31, 2018. The \$10.0 million of cash provided by operating activities for the nine months ended March 31, 2019 was primarily due to an increase in accrued liabilities of \$5.1 million, a decrease in prepaid and other assets of \$0.9 million, along with our net loss of \$0.4 million, as adjusted for non-cash items, including depreciation and amortization of \$19.7 million, and share based compensation of \$2.7 million, partially offset by an increase in inventory of \$3.9 million and a decrease in accounts payable of \$15.3 million. In the first nine months of fiscal 2019, we received \$1.1 million in construction allowances from landlords related to our real estate improvement strategy. There were no significant changes to our vendor payments policy during the nine months ended March 31, 2019.

The \$17.8 million of cash provided by operating activities for the nine months ended March 31, 2018 was primarily due to an increase in accounts payable of \$19.4 million primarily due to increased merchandise purchases in the third fiscal quarter, an increase in accrued liabilities of \$2.2 million, and an increase in deferred rent of \$1.9 million, partially offset by an increase in inventory of \$23.1 million. In the first nine months of fiscal 2018, we received \$6.7 million in construction allowances from landlords related to our real estate improvement strategy. Also impacting net cash used in operating activities were our net loss of \$11.6 million, adjusted for non-cash items, including depreciation and amortization of \$19.1 million, and share based compensation of \$2.7 million.

### *Cash Flows from Investing Activities*

Net cash used in investing activities for the nine months ended March 31, 2019 and 2018 related primarily to capital expenditures. Our capital expenditures are generally associated with store relocations, expansions and new store openings, capital improvements to existing stores, as well as enhancements to our distribution center facilities, equipment, and systems along with improvements related to our corporate office and equipment. Cash used in investing activities totaled \$11.2 million and \$25.5 million for the nine months ended March 31, 2019 and 2018, respectively, primarily related to our store real estate strategy.

We currently expect to incur capital expenditures, net of construction allowances received from landlords, in the range of \$12 million to \$15 million in fiscal year 2019.

### *Cash Flows from Financing Activities*

Net cash provided by financing activities of \$5.5 million for the nine months ended March 31, 2019 related primarily to a \$9.4 million cash overdraft provision, along with \$156.2 million of borrowings on our Revolving Credit Facility, offset by repayments of \$159.5 million, and \$0.5 million of financing fees paid related to the January 2019 amendment and extension of our Revolving Credit Facility. Net cash provided by financing activities of \$13.7 million for the nine months ended March 31, 2018 related to \$153.9 million of borrowings on our Revolving Credit Facility, offset by repayments of \$140.0 million.

### *Revolving Credit Facility*

We are party to a credit agreement providing for an asset-based, five year senior secured revolving credit facility in the amount of up to \$180.0 million that originally was scheduled to mature on August 18, 2020. On January 29, 2019, we entered into an amendment to the Revolving Credit Facility to extend the maturity date to January 29, 2024. The availability of funds under the Revolving Credit Facility is limited to the lesser of a calculated borrowing base and the lenders' aggregate commitments under the Revolving Credit Facility. Our indebtedness under the Revolving Credit Facility is secured by a lien on substantially all of our assets. The Revolving Credit Facility contains certain restrictive covenants, which affect, among others, our ability to incur liens or incur additional indebtedness, change the nature of our business, sell assets or merge or consolidate with any other entity, or make investments or acquisitions unless they meet certain requirements. The Revolving Credit Facility requires that we satisfy a fixed charge coverage ratio at any time that our availability is less than the greater of 10% of our calculated borrowing base or, \$12.5 million. Our Revolving Credit Facility may, in some instances, limit our ability to pay cash dividends and repurchase our common stock. In order for the borrower under the Revolving Credit Facility, our subsidiary, to make a restricted payment to us for the payment of a dividend or a repurchase of shares, we must, among other things, maintain availability of 20% of the lesser of our calculated borrowing base or our lenders' aggregate commitments under the Revolving Credit Facility on a pro forma basis for a specified period prior to and immediately following the restricted payment.

At March 31, 2019, we had \$35.2 million outstanding under the Revolving Credit Facility, \$11.0 million of outstanding letters of credit and availability of \$71.1 million. Letters of credit under the Revolving Credit Facility are generally for self-insurance purposes. We incur commitment fees of up to 0.25% on the unused portion of the Revolving Credit Facility, payable quarterly. Any borrowing under the Revolving Credit Facility incurs interest at the prime rate, or LIBOR, plus an applicable margin, at our election

(except with respect to swing loans, which incur interest solely at the prime rate plus the applicable margin), subject to a floor of one month LIBOR plus an applicable margin in the case of loans based on the prime rate. Interest expense for the third quarter of the current fiscal year from the Revolving Credit Facility of \$0.5 million was comprised of interest of \$0.3 million, commitment fees of \$0.1 million and the amortization of financing fees of \$0.1 million. Interest expense for the third quarter of the prior fiscal year from the Revolving Credit Facility of \$0.5 million was comprised of interest of \$0.3 million, commitment fees of \$0.1 million and the amortization of financing fees of \$0.1 million. Interest expense for the nine months ended March 31, 2019 of \$1.9 million was comprised of interest of \$1.3 million, commitment fees of \$0.3 million, and the amortization of financing fees of \$0.3 million. Interest expense for the nine months ended March 31, 2018 of \$1.5 million was comprised of interest of \$0.8 million, commitment fees of \$0.4 million, and the amortization of financing fees of \$0.3 million.

#### *Liquidity*

We have financed our operations with funds generated from operating activities, available cash and cash equivalents, and borrowings under our Revolving Credit Facility. Cash and cash equivalents as of March 31, 2019 and 2018, were \$13.8 million and \$12.3 million, respectively. Our cash flows will continue to be utilized for the operation of our business and the use of any excess cash will be determined by the Board of Directors. Given the seasonality of our business, the amount of borrowings under our Revolving Credit Facility may fluctuate materially depending on various factors, including the time of year, our strategic investment needs and the opportunity to acquire merchandise inventory. Our primary uses for cash provided by operating activities relate to funding our ongoing business activities and planned capital expenditures. We may also use available cash to repurchase shares of our common stock. We believe funds generated from our operations, available cash and cash equivalents and borrowings under our Revolving Credit Facility will be sufficient to fund our operations for the next year. If our capital resources are not sufficient to fund our operations, we may seek additional debt or equity financing. However, we can offer no assurances that we will be able to obtain additional debt or equity financing on reasonable terms.

#### **Off-Balance Sheet Arrangements and Contractual Obligations**

We had no off-balance sheet arrangements as of March 31, 2019.

As of March 31, 2019, there have been no material changes outside the ordinary course of business from the disclosures relating to contractual obligations contained under "Contractual Obligations" in Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations," included in our Annual Report on Form 10-K for the fiscal year ended June 30, 2018.

#### **Critical Accounting Policies**

This Management's Discussion and Analysis of Financial Condition and Results of Operations is based upon our unaudited interim consolidated financial statements, which have been prepared pursuant to the rules and regulations of the SEC. The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of certain assets, liabilities, sales and expenses, and related disclosure of contingent assets and liabilities. On a recurring basis, we evaluate our significant estimates which are based on historical experience and on various other assumptions that we believe are reasonable under the circumstances. Actual results may differ materially from these estimates.

Other than as described in Note 14 of our unaudited condensed consolidated financial statements, as of March 31, 2019, there were no changes to our critical accounting policies from those listed in our Annual Report on Form 10-K for the fiscal year ended June 30, 2018.

Under the retail inventory method, permanent markdowns result in cost reductions in inventory at the time the markdowns are taken. We also utilize promotional markdowns for specific marketing efforts used to drive higher sales volume and customer transactions for a specified period of time. Promotional markdowns do not impact the value of unsold inventory and thus do not impact cost of sales until the merchandise is sold. Markdowns and damages during the third quarter of fiscal 2019 were 4.6% of sales compared to 4.1% of sales for the same period last year. If our sales forecasts are not achieved, we may be required to record additional markdowns that could exceed historical levels. The effect of a 0.5% markdown in the value of our inventory at March 31, 2019 would result in a decline in gross profit and earnings per share for the second quarter of fiscal 2019 of \$1.2 million and \$0.03, respectively.

For a further discussion of the judgments we make in applying our accounting policies, see Item 7, Management's Discussion and Analysis of Financial Condition and Results of Operations, in our Annual Report on Form 10-K for the fiscal year ended June 30, 2018.

## Recent Accounting Pronouncements

Please refer to Note 14 of our unaudited condensed consolidated financial statements for a summary of recent accounting pronouncements.

## Forward-Looking Statements

This Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of the federal securities laws and the Private Securities Litigation Reform Act of 1995, which are based on management's current expectations, estimates and projections. These statements may be found throughout this Quarterly Report on Form 10-Q, particularly in this "Management's Discussion and Analysis of Financial Condition and Results of Operations," among others. Forward-looking statements typically are identified by the use of terms such as "may," "will," "should," "expect," "anticipate," "believe," "estimate," "intend" and similar words, although some forward-looking statements are expressed differently. You should consider statements that contain these words or words that state other "forward-looking" information carefully because they describe our current expectations, plans, strategies and goals and our beliefs concerning future business conditions, future results of operations, future financial positions, and our current business outlook. Forward looking statements also include statements regarding our sales and growth expectations, our liquidity, capital expenditure plans, our inventory management plans, our real estate strategy and merchandising and marketing strategies.

Readers are referred to Part 1, Item 1A "Risk Factors" of our Annual Report on Form 10-K for the fiscal year ended June 30, 2018 for examples of risks, uncertainties and events that could cause our actual results to differ materially from the expectations expressed in our forward-looking statements. These risks, uncertainties and events also include, but are not limited to, the following:

- our ability to successfully implement our long-term business strategy;
- changes in economic and political conditions which may adversely affect consumer spending;
- our ability to identify and respond to changes in consumer trends and preferences;
- our ability to mitigate reductions of customer traffic in shopping centers where our stores are located;
- our ability to continuously attract buying opportunities for off-price merchandise and anticipate consumer demand;
- our ability to successfully manage our inventory balances profitably;
- our ability to effectively manage our supply chain operations;
- loss of, disruption in operations, or increased costs in the operation of our distribution center facilities;
- unplanned loss or departure of one or more members of our senior management or other key management;
- increased or new competition;
- our ability to successfully execute our strategy of opening new stores and relocating and expanding existing stores;
- increases in fuel prices and changes in transportation industry regulations or conditions;
- our ability to generate strong cash flows from operations and to continue to access credit markets;
- increases in the cost or a disruption in the flow of our imported products;
- changes in federal tax policy including tariffs;
- the success of our marketing, advertising and promotional efforts;
- our ability to attract, train and retain quality employees in appropriate numbers, including key employees and management;
- increased variability due to seasonal and quarterly fluctuations;
- our ability to maintain and protect our information technology systems and technologies and related improvements to support our growth;

- our ability to protect the security of information about our business and our customers, suppliers, business partners and employees;
- our ability to comply with existing, changing and new government regulations;
- our ability to manage litigation risks from our customers, employees and other third parties;
- our ability to manage risks associated with product liability claims and product recalls;
- the impact of adverse local conditions, natural disasters and other events;
- our ability to manage the negative effects of inventory shrinkage;
- our ability to manage exposure to unexpected costs related to our insurance programs; and
- increased costs or exposure to fraud or theft resulting from payment card industry related risk and regulations.

The forward-looking statements made in this Form 10-Q relate only to events as of the date on which the statements are made. Except as may be required by law, we disclaim obligations to update any forward-looking statements to reflect events or circumstances after the date on which the statements were made or to reflect the occurrence of unanticipated events. Investors are cautioned not to place undue reliance on any forward-looking statements.

**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

There have been no material changes to the Company's market risks as disclosed in our Annual Report on Form 10-K filed for the fiscal year ended June 30, 2018.

**Item 4. Controls and Procedures**

**Disclosure Controls and Procedures**

Based on our management's evaluation (with participation of our principal executive officer and our principal financial officer), our principal executive officer and our principal financial officer have concluded that our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities Exchange Act of 1934, as amended) were effective as of March 31, 2019 to provide reasonable assurance that information required to be disclosed by us in reports that we file or submit under the Securities Exchange Act of 1934, as amended, is (1) recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms and (2) accumulated and communicated to our management, including our principal executive and principal financial officers, as appropriate, to allow timely decisions regarding required disclosure.

A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Because of inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, if any, within a company have been detected. Accordingly, our disclosure controls and procedures are designed to provide reasonable, not absolute, assurance that their objectives are met and, as set forth above, our chief executive officer and chief financial officer have concluded, based on their evaluation as of the end of the period covered by this report, that our disclosure controls and procedures were effective to provide reasonable assurance that their objectives were met.

**Changes in Internal Control Over Financial Reporting**

There were no changes in our internal control over financial reporting that occurred during the quarter ended March 31, 2019 that have materially affected or are reasonably likely to materially affect our internal control over financial reporting.

**Item 1. Legal Proceedings**

We are involved in legal and governmental proceedings as part of the normal course of our business. Reserves have been established when a loss is considered probable and are based on management's best estimates of our potential liability in these matters. These estimates have been developed in consultation with internal and external counsel and are based on a combination of litigation and settlement strategies. Management believes that such litigation and claims will be resolved without material effect on our financial position or results of operations.

**Item 1A. Risk Factors**

We believe there have been no material changes from our risk factors previously disclosed in Part 1, Item 1A "Risk Factors" of our Annual Report on Form 10-K for the fiscal year ended June 30, 2018.

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds**

Information regarding our repurchases of equity securities during the three months ended March 31, 2019 is provided in the following table:

<u>Period</u>	<u>Total Number of Shares Repurchased</u>	<u>Average Price Paid per Share</u>	<u>Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs</u>	<u>Approximate Dollar Value of Shares That May Yet Be Purchased Under the Plans or Programs (1)</u>
January 1 through January 31, 2019	—	\$ —	—	\$ 3,187,746
February 1 through February 28, 2019	—	\$ —	—	\$ 3,187,746
March 1 through March 31, 2019	—	\$ —	—	\$ 3,187,746
Total	—	\$ —	—	\$ 3,187,746

- (1) On August 22, 2011, our Board of Directors adopted a share Repurchase Program pursuant to which we are authorized to repurchase from time to time shares of Common Stock, up to a maximum of \$5.0 million in aggregate purchase price for all such shares (the "Repurchase Program"). On January 20, 2012, our Board of Directors increased the authorization for stock repurchases under the Repurchase Program from \$5.0 million to a maximum of \$10.0 million. The Repurchase Program does not have an expiration date and may be amended, suspended or discontinued at any time. The Board will periodically evaluate the Repurchase Program and there can be no assurances as to the number of shares of Common Stock we will repurchase. During the nine months ended March 31, 2019, no shares were repurchased under the Repurchase Program.

**Item 6. Exhibits**

<b>Exhibit Number</b>	<b>Description</b>
3.1.1	<a href="#">Certificate of Incorporation of Tuesday Morning Corporation (the "Company")</a> , (incorporated by reference to Exhibit 3.1 to the Company's Registration Statement on Form S-4 (File No. 333-46017) as filed with the Securities and Exchange Commission (the "Commission") on February 10, 1998)
3.1.2	<a href="#">Certificate of Amendment to the Certificate of Incorporation of the Company dated March 25, 1999</a> (incorporated by reference to Exhibit 3.3 to the Company's Registration Statement on Form S-1/A (File No. 333-74365) as filed with the Commission on March 29, 1999)
3.1.3	<a href="#">Certificate of Amendment to the Certificate of Incorporation of the Company dated May 7, 1999</a> (incorporated by reference to Exhibit 3.1.3 to the Company's Form 10-Q (File No. 000-19658) as filed with the Commission on May 2, 2005)
3.2	<a href="#">Amended and Restated Bylaws of the Company dated September 16, 2014</a> (incorporated by reference to Exhibit 3.2 to the Company's Form 8-K (File No. 000-19658) as filed with the Commission on September 19, 2014)
31.1	<a href="#">Certification by the Chief Executive Officer of the Company pursuant to Section 302 of the Sarbanes-Oxley Act of 2002</a>
31.2	<a href="#">Certification by the Chief Financial Officer of the Company pursuant to Section 302 of the Sarbanes-Oxley Act of 2002</a>
32.1	<a href="#">Certification of the Chief Executive Officer of the Company pursuant to 18 U.S.C. §1350, adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 *</a>
32.2	<a href="#">Certification of the Chief Financial Officer of the Company pursuant to 18 U.S.C. §1350, adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 *</a>
101.INS	XBRL Instance Document
101.SCH	XBRL Taxonomy Schema Document
101.CAL	XBRL Taxonomy Calculation Linkbase Document
101.DEF	XBRL Taxonomy Definition Linkbase Document
101.LAB	XBRL Taxonomy Label Linkbase Document
101.PRE	XBRL Taxonomy Presentation Linkbase Document

\* The certifications attached hereto as Exhibit 32.1 and Exhibit 32.2 are furnished with this Quarterly Report on Form 10-Q and shall not be deemed "filed" by the Company for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

† Management contract or compensatory plan or arrangement

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**TUESDAY MORNING CORPORATION**

(Registrant)

DATE: May 7, 2019

By: /s/ Stacie R. Shirley  
Stacie R. Shirley  
Executive Vice President and Chief Financial Officer  
(Principal Financial Officer)

DATE: May 7, 2019

By: /s/ Kelly J. Munsch  
Kelly J. Munsch  
Vice President, Chief Accounting Officer and Controller  
(Principal Accounting Officer)

## CERTIFICATION

I, Steven R. Becker, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Tuesday Morning Corporation;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 7, 2019

By: /s/ Steven R. Becker  
Steven R. Becker  
Chief Executive Officer



## CERTIFICATION

I, Stacie R. Shirley, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Tuesday Morning Corporation;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 7, 2019

By: /s/ Stacie R. Shirley  
Stacie R. Shirley  
Executive Vice President and Chief Financial Officer

CERTIFICATION OF THE CHIEF EXECUTIVE OFFICER OF TUESDAY MORNING CORPORATION PURSUANT TO  
18 U.S.C. §1350

I, Steven R. Becker, the Chief Executive Officer of Tuesday Morning Corporation, hereby certify that to the best of my knowledge and belief:

1. The quarterly report on Form 10-Q of Tuesday Morning Corporation for the period ended March 31, 2019 fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the above-mentioned report fairly presents, in all material respects, the financial condition and results of operations of Tuesday Morning Corporation.

Date: May 7, 2019

By: /s/ Steven R. Becker  
Steven R. Becker  
Chief Executive Officer

CERTIFICATION OF THE CHIEF FINANCIAL OFFICER OF TUESDAY MORNING CORPORATION PURSUANT TO  
18 U.S.C. §1350

I, Stacie R. Shirley, the Chief Financial Officer of Tuesday Morning Corporation, hereby certify that to the best of my knowledge and belief:

1. The quarterly report on Form 10-Q of Tuesday Morning Corporation for the period ended March 31, 2019 fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the above-mentioned report fairly presents, in all material respects, the financial condition and results of operations of Tuesday Morning Corporation.

Date: May 7, 2019

By: /s/ Stacie R. Shirley  
Stacie R. Shirley  
Executive Vice President and Chief Financial Officer