

Haverty Furniture Cos. (HVT) / 10-Q / 2023 Q2 Quarterly report

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[Filing menu](#)**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 June 30, 2023****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: 1-14445

**HAVERTY FURNITURE COMPANIES, INC.**
(Exact name of registrant as specified in its charter)**Maryland**

(State or other jurisdiction of incorporation or organization)

**780 Johnson Ferry Road, Suite 800
Atlanta, Georgia**

(Address of principal executive offices)

58-0281900

(I.R.S. Employer Identification No.)

30342

(Zip Code)

(404) 443-2900

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Securities Exchange Act of 1934

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	HVT	NYSE
Class A Common Stock	HVTA	NYSE

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, a smaller reporting company or an emerging growth company. See the 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 accounting 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

The numbers of shares outstanding of the registrant's two classes of \$1 par value common stock as of August 1, 2023, were: Common Stock – 15,091,349; Class A Common Stock – 1,281,395.

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PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

**HAVERTY FURNITURE COMPANIES, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(Unaudited)**

<i>(In thousands)</i>	June 30, 2023	December 31, 2022
Assets		
Current assets		
Cash and cash equivalents	\$ 109,143	\$ 123,126
Restricted cash and cash equivalents	6,959	6,804
Inventories	114,722	118,333
Prepaid expenses	11,734	9,707
Other current assets	14,914	18,283
Total current assets	257,472	276,253
Property and equipment, net	169,091	137,475
Right-of-use lease assets	199,698	207,390
Deferred income taxes	16,829	15,501
Other assets	13,100	12,430
Total assets	<u>\$ 656,190</u>	<u>\$ 649,049</u>
Liabilities and Stockholders' Equity		
Current liabilities		
Accounts payable	\$ 20,289	\$ 23,345
Customer deposits	45,589	47,969
Accrued liabilities	41,798	48,676
Current lease liabilities	36,799	34,442
Total current liabilities	144,475	154,432
Noncurrent lease liabilities	178,835	186,845
Other liabilities	27,297	18,373
Total liabilities	<u>350,607</u>	<u>359,650</u>
Stockholders' equity		
Capital Stock, par value \$1 per share		
Preferred Stock, Authorized – 1,000 shares; Issued: None		
Common Stock, Authorized – 50,000 shares; Issued: 2023 – 30,218; 2022 – 30,006	30,218	30,006
Convertible Class A Common Stock, Authorized – 15,000 shares; Issued: 2023 – 1,806; 2022 – 1,806	1,806	1,806
Additional paid-in capital	109,731	108,706
Retained earnings	413,143	398,393
Accumulated other comprehensive loss	(756)	(756)
Less treasury stock at cost – Common Stock (2023 – 15,128 and 2022 – 15,140 shares) and Convertible Class A Common Stock (2023 and 2022 – 522 shares)	(248,559)	(248,756)
Total stockholders' equity	<u>305,583</u>	<u>289,399</u>
Total liabilities and stockholders' equity	<u>\$ 656,190</u>	<u>\$ 649,049</u>

See notes to these condensed consolidated financial statements.

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**HAVERTY FURNITURE COMPANIES, INC.
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(Unaudited)**

(In thousands, except per share data)	Three Months Ended		Six Months Ended June 30,	
	June 30,			
	2023	2022	2023	2022
Net sales	\$ 206,289	\$ 253,216	\$ 431,042	\$ 492,162
Cost of goods sold	81,394	106,608	173,363	204,593
Gross profit	124,895	146,608	257,679	287,569
Expenses:				
Selling, general and administrative	110,016	118,129	228,377	233,283
Other (income) expense, net	14	(45)	9	115
Total expenses	110,030	118,084	228,386	233,398
Income before interest and income taxes	14,865	28,524	29,293	54,171
Interest income, net	973	144	1,983	218
Income before income taxes	15,838	28,668	31,276	54,389
Income tax expense	4,046	6,960	7,112	13,319
Net income	\$ 11,792	\$ 21,708	\$ 24,164	\$ 41,070
Other comprehensive income				
Adjustments related to retirement plans; net of tax expense of \$13 and \$27 in 2022	\$ —	\$ 41	\$ —	\$ 81
Comprehensive income	\$ 11,792	\$ 21,749	\$ 24,164	\$ 41,151
Basic earnings per share:				
Common Stock	\$ 0.73	\$ 1.31	\$ 1.49	\$ 2.45
Class A Common Stock	\$ 0.68	\$ 1.25	\$ 1.41	\$ 2.33
Diluted earnings per share:				
Common Stock	\$ 0.70	\$ 1.27	\$ 1.44	\$ 2.37
Class A Common Stock	\$ 0.67	\$ 1.22	\$ 1.38	\$ 2.27
Cash dividends per share:				
Common Stock	\$ 0.30	\$ 0.28	\$ 0.58	\$ 0.53
Class A Common Stock	\$ 0.28	\$ 0.26	\$ 0.54	\$ 0.49

See notes to these condensed consolidated financial statements.

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**HAVERTY FURNITURE COMPANIES, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)**

	Six Months Ended	
	June 30,	
	2023	2022
<i>(In thousands)</i>		
Cash Flows from Operating Activities:		
Net income	\$ 24,164	\$ 41,070
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	9,017	8,664
Share-based compensation expense	4,439	4,196
Other	(256)	(1,444)
Changes in operating assets and liabilities:		
Inventories	3,611	(22,022)
Customer deposits	(2,380)	(8,135)
Other assets and liabilities	11,637	(966)
Accounts payable and accrued liabilities	(10,104)	4,942
Net cash provided by operating activities	<u>40,128</u>	<u>26,305</u>
Cash Flows from Investing Activities:		
Capital expenditures	(40,482)	(13,548)
Proceeds from sale of land, property and equipment	23	52
Net cash used in investing activities	<u>(40,459)</u>	<u>(13,496)</u>
Cash Flows from Financing Activities:		
Dividends paid	(9,414)	(8,819)
Common stock repurchased	—	(25,001)
Taxes on vested restricted shares	(4,083)	(1,675)
Net cash used in financing activities	<u>(13,497)</u>	<u>(35,495)</u>
Decrease in cash, cash equivalents and restricted cash equivalents during the period	(13,828)	(22,686)
Cash, cash equivalents and restricted cash equivalents at beginning of period	129,930	172,862
Cash, cash equivalents and restricted cash equivalents at end of period	<u>\$ 116,102</u>	<u>\$ 150,176</u>

See notes to these condensed consolidated financial statements.

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HAVERTY FURNITURE COMPANIES, INC. NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

NOTE A - Business and Basis of Presentation

Haverty Furniture Companies, Inc. ("Havertys," "the Company," "we," "our," or "us") is a retailer of a broad line of residential furniture in the middle to upper-middle price ranges. We operate all of our stores using the Havertys brand and do not franchise our concept. We operate within a single reportable segment. The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and, therefore, do not include all information and footnotes required by United States of America generally accepted accounting principles ("U.S. GAAP") for complete financial statements. The Company believes that the disclosures made are adequate to make the information not misleading. The financial statements include the accounts of the Company and its wholly owned subsidiary. All significant intercompany accounts and transactions have been eliminated in consolidation. We believe all adjustments, normal and recurring in nature, considered necessary for a fair presentation have been included. We suggest that these condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and accompanying footnotes included in our latest Annual Report on Form 10-K.

The preparation of interim condensed consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosures of contingent assets and liabilities, and reported amounts of revenue and expenses. Actual results could differ from those estimates.

The Company is subject to various claims and legal proceedings covering a wide range of matters, including with respect to product liability and personal injury claims, that arise in the ordinary course of its business activities. We currently have no pending claims or legal proceedings that we believe would be reasonably likely to have a material adverse effect on our financial condition, results of operations or cash flows. However, there can be no assurance that either future litigation or an unfavorable outcome in existing claims will not have a material impact on our business, reputation, financial position, cash flows or results of operations.

[INDEX](#)**NOTE B – Stockholders' Equity**

The following outlines the changes in each caption of stockholders' equity for the current and comparative periods and the dividends per share for each class of shares.

For the three months ended June 30, 2023:

<i>(in thousands)</i>	Class A		Additional	Retained	Accumulated Other	Treasury	Total
	Common Stock	Common Stock	Paid-In Capital	Earnings	Comprehensive Loss	Stock	
Balances at March 31, 2023	\$ 30,122	\$ 1,806	\$ 107,759	\$ 406,237	\$ (756)	\$ (248,756)	\$ 296,412
Net income				11,792			11,792
Dividends declared:							
Common Stock, \$0.30 per share				(4,527)			(4,527)
Class A Common Stock, \$0.28 per share				(359)			(359)
Restricted stock issuances	96		(1,390)				(1,294)
Amortization of restricted stock			2,482				2,482
Directors' Compensation Plan			880			197	1,077
Balances at June 30, 2023	\$ 30,218	\$ 1,806	\$ 109,731	\$ 413,143	\$ (756)	\$ (248,559)	\$ 305,583

For the six months ended June 30, 2023:

<i>(in thousands)</i>	Class A		Additional	Retained	Accumulated Other	Treasury	Total
	Common Stock	Common Stock	Paid-In Capital	Earnings	Comprehensive Loss	Stock	
Balances at December 31, 2022	\$ 30,006	\$ 1,806	\$ 108,706	\$ 398,393	\$ (756)	\$ (248,756)	\$ 289,399
Net income				24,164			24,164
Dividends declared:							
Common Stock, \$0.58 per share				(8,721)			(8,721)
Class A Common Stock, \$0.54 per share				(693)			(693)
Restricted stock issuances	212		(4,294)				(4,082)
Amortization of restricted stock			4,439				4,439
Directors' Compensation Plan			880			197	1,077
Balances at June 30, 2023	\$ 30,218	\$ 1,806	\$ 109,731	\$ 413,143	\$ (756)	\$ (248,559)	\$ 305,583

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For the three months ended June 30, 2022:

(in thousands)	Class A		Additional	Retained	Accumulated Other	Treasury	Total
	Common Stock	Common Stock	Paid-In Capital	Earnings	Comprehensive Loss	Stock	
Balances at March 31, 2022	\$ 29,924	\$ 1,809	\$ 104,345	\$ 358,084	\$ (2,253)	\$ (231,509)	\$ 260,400
Net income				21,708			21,708
Dividends declared:							
Common Stock, \$0.28 per share				(4,225)			(4,225)
Class A Common Stock, \$0.26 per share				(333)			(333)
Class A conversion	3	(3)					—
Acquisition of treasury stock						(12,500)	(12,500)
Restricted stock issuances	79		(1,244)				(1,165)
Amortization of restricted stock			1,889				1,889
Directors' Compensation Plan			684			227	911
Other comprehensive income					41		41
Balances at June 30, 2022	\$ 30,006	\$ 1,806	\$ 105,674	\$ 375,234	\$ (2,212)	\$ (243,782)	\$ 266,726

For the six months ended June 30, 2022:

(in thousands)	Class A		Additional	Retained	Accumulated Other	Treasury	Total
	Common Stock	Common Stock	Paid-In Capital	Earnings	Comprehensive Loss	Stock	
Balances at December 31, 2021	\$ 29,907	\$ 1,809	\$ 102,572	\$ 342,983	\$ (2,293)	\$ (219,008)	\$ 255,970
Net income				41,070			41,070
Dividends declared:							
Common Stock, \$0.53 per share				(8,189)			(8,189)
Class A Common Stock, \$0.49 per share				(630)			(630)
Class A conversion	3	(3)					—
Acquisition of treasury stock						(25,001)	(25,001)
Restricted stock issuances	96		(1,778)				(1,682)
Amortization of restricted stock			4,196				4,196
Directors' Compensation Plan			684			227	911
Other comprehensive income					81		81
Balances at June 30, 2022	\$ 30,006	\$ 1,806	\$ 105,674	\$ 375,234	\$ (2,212)	\$ (243,782)	\$ 266,726

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NOTE C – Interim LIFO Calculations

Inventories are measured using the last-in, first-out (LIFO) method of valuation using an annual LIFO index. Accordingly, interim LIFO calculations must necessarily be based on management's estimates of inventory levels and inflation rates. Since these estimates may be affected by factors beyond management's control, interim results are subject to change based upon the final year-end LIFO inventory valuations.

NOTE D – Fair Value of Financial Instruments

The fair values of our cash and cash equivalents, restricted cash and cash equivalents, accounts payable and customer deposits approximate their carrying values due to their short-term nature. The assets related to our self-directed, non-qualified deferred compensation plans for certain executives and employees are valued using quoted market prices multiplied by the number of shares held, a Level 1 valuation technique.

NOTE E – Credit Agreement

We have an \$80.0 million revolving credit facility (the "Credit Agreement") secured primarily by our inventory and maturing on October 24, 2027. Availability fluctuates based on a borrowing base calculation reduced by outstanding letters of credit.

At June 30, 2023 and December 31, 2022, there were no outstanding borrowings under the Credit Agreement. The borrowing base was \$141.4 million at June 30, 2023 and there were no outstanding letters of credit, accordingly, net availability was \$80.0 million.

NOTE F – Revenues

We recognize revenue from merchandise sales and related service fees, net of expected returns and sales tax, at the time the merchandise is delivered to the customer. We record customer deposits when payments are received in advance of the delivery of merchandise. Such deposits totaled \$45.6 million and \$48.0 million at June 30,

2023 and December 31, 2022, respectively. Of the customer deposit liabilities at December 31, 2022, approximately \$1.1 million have not been recognized through net sales in the six months ended June 30, 2023.

The following table presents our revenues disaggregated by each major product category and service:

	Three Months Ended June 30,				Six Months Ended June 30,			
	2023		2022		2023		2022	
	Net Sales	% of Net Sales	Net Sales	% of Net Sales	Net Sales	% of Net Sales	Net Sales	% of Net Sales
<i>(In thousands)</i>								
Merchandise:								
Case Goods								
Bedroom Furniture	\$ 33,935	16.5 %	\$ 41,535	16.4 %	\$ 68,483	15.9 %	\$ 72,885	14.8 %
Dining Room Furniture	22,952	11.1	25,156	9.9	48,537	11.3	51,178	10.4
Occasional	16,301	7.9	20,188	8.0	35,510	8.2	37,007	7.5
	73,188	35.5	86,879	34.3	152,530	35.4	161,070	32.7
Upholstery	86,574	42.0	109,641	43.3	182,420	42.3	220,825	44.9
Mattresses	18,985	9.2	22,010	8.7	37,397	8.7	41,743	8.5
Accessories and Other ⁽¹⁾	27,542	13.4	34,686	13.7	58,695	13.6	68,524	13.9
	\$ 206,289	100.0 %	\$ 253,216	100.0 %	\$ 431,042	100.0 %	\$ 492,162	100.0 %

(1) Includes delivery charges and product protection.

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NOTE G – Leases

We have operating leases for retail stores, offices, warehouses, and certain equipment. Our leases have remaining lease terms of 1 year to 12 years, some of which include options to extend the leases for up to 20 years. We determine if an arrangement is or contains a lease at lease inception. Our leases do not have any residual value guarantees or any restrictions or covenants imposed by lessors. We have lease agreements for real estate with lease and non-lease components, which are accounted for separately.

Certain of our lease agreements for retail stores include variable lease payments, generally based on sales volume. The variable portion of payments are not included in the initial measurement of the right-of-use asset or lease liability due to uncertainty of the payment amount and are recorded as lease expense in the period incurred. Certain of our equipment lease agreements include variable lease costs, generally based on usage of the underlying asset (mileage, fuel, etc.). The variable portions of payments are not included in the initial measurement of the right-of-use asset or lease liability due to uncertainty of the payment amount and are recorded in the period incurred.

As of June 30, 2023, there were no leases for additional retail locations which had not yet commenced.

Lease expense is charged to selling, general and administrative expenses. Components of lease expense were as follows (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Operating lease cost	\$ 12,310	\$ 11,973	\$ 24,098	\$ 23,712
Variable lease cost	978	1,783	2,674	3,478
Total lease expense	\$ 13,288	\$ 13,756	\$ 26,772	\$ 27,190

In May 2023, we purchased our Florida distribution center for approximately \$28.0 million and entered into an early termination agreement of a lease on a retail location in exchange for approximately \$3.0 million. This purchase and lease modification decreased our right of use assets and lease liabilities approximately \$16.0 million.

Supplemental cash flow information related to leases is as follows (in thousands):

	Six Months Ended June 30,	
	2023	2022
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	\$ 21,519	\$ 21,533
Right-of-use assets obtained in exchange for lease obligations:		
Operating leases	\$ 29,334	\$ 15,763

NOTE H – Income Taxes

Our effective tax rate for the six months ended June 30, 2023 and 2022 was 22.7% and 24.5%, respectively. The primary difference in the effective rate and the statutory rate was due to state income taxes and the impact from vested stock awards.

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[INDEX](#)**NOTE I – Stock Based Compensation Plans**

As more fully discussed in Note 12 of the notes to the consolidated financial statements in our 2022 Annual Report on Form 10-K, we have awards outstanding for Common Stock under stock-based employee compensation plans.

The following table summarizes our award activity during the six months ended June 30, 2023:

	Service-Based Restricted Stock Awards		Performance-Based Restricted Stock Awards	
	Shares or Units (#)	Weighted-Average Award Price (\$)	Shares or Units (#)	Weighted-Average Award Price (\$)
Outstanding at December 31, 2022	237,302	\$ 28.16	436,647	\$ 26.56
Granted/Issued	174,998	33.06	106,557	33.08
Awards vested or rights exercised ⁽¹⁾	(146,610)	27.07	(188,980)	20.42
Forfeited	(10,446)	30.26		
Additional units earned due to performance			3,752	28.86
Outstanding at June 30, 2023	255,244	\$ 32.07	357,976	\$ 31.76
Restricted units expected to vest	255,244	\$ 32.07	330,485	\$ 31.66

(1) Includes shares repurchased from employees for employee's tax liability.

The total fair value of service-based restricted stock awards that vested during the six months ended June 30, 2023 was approximately \$3.7 million. The aggregate intrinsic value of outstanding service-based restricted stock awards was approximately \$7.7 million at June 30, 2023. The restrictions on the service-based awards generally lapse or vest annually, primarily over one-year and three-year periods.

The total fair value of performance-based restricted stock awards that vested during the six months ended June 30, 2023 was approximately \$7.1 million. The aggregate intrinsic value of outstanding performance awards at June 30, 2023 expected to vest was approximately \$10.0 million. The performance awards are based on one-year performance periods but cliff vest in approximately three years from grant date.

The compensation for all awards is charged to selling, general and administrative expenses over the respective grants' vesting periods, primarily on a straight-line basis. The amount charged was approximately \$4.4 million and \$4.2 million for the six months ended June 30, 2023 and 2022, respectively. Forfeitures are recognized as they occur. As of June 30, 2023, the total compensation cost related to unvested equity awards was approximately \$9.8 million and is expected to be recognized over a weighted-average period of two years.

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[INDEX](#)**NOTE J – Earnings Per Share**

We report our earnings per share using the two-class method. The income per share for each class of common stock is calculated assuming 100% of our earnings are distributed as dividends to each class of common stock based on the contractual rights of the classes.

The Common Stock of the Company has a preferential dividend rate of at least 105% of the dividend paid on the Class A Common Stock. Holders of the Class A Common Stock have greater voting rights which include voting as a separate class for the election of up to 75% of the total number of directors whereas holders of the Common Stock vote as a separate class for the election of at least 25% of the total number of directors. On all other matters subject to shareholder vote, holders of the Class A Common Stock have ten votes per share as opposed to holders of the Common Stock receiving one vote per share. Class A Common Stock may be converted at any time on a one-for-one basis into Common Stock at the option of the holder of the Class A Common Stock.

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2023	2022	2023	2022
Numerator:				
Common:				
Distributed earnings	\$ 4,527	\$ 4,225	\$ 8,721	\$ 8,189
Undistributed earnings	6,387	15,884	13,637	29,893
Basic	10,914	20,109	22,358	38,082
Class A Common earnings	878	1,599	1,806	2,988
Diluted	\$ 11,792	\$ 21,708	\$ 24,164	\$ 41,070
Class A Common:				
Distributed earnings	\$ 359	\$ 333	\$ 693	\$ 630
Undistributed earnings	519	1,266	1,113	2,358
	\$ 878	\$ 1,599	\$ 1,806	\$ 2,988
Denominator:				
Common:				
Weighted average shares outstanding - basic	15,046	15,327	14,977	15,516
Assumed conversion of Class A Common Stock	1,283	1,283	1,283	1,285
Dilutive options, awards and common stock equivalents	417	482	506	501
Total weighted-average diluted Common Stock	16,746	17,092	16,766	17,302
Class A Common:				
Weighted average shares outstanding	1,283	1,283	1,283	1,285
Basic earnings per share:				
Common Stock	\$ 0.73	\$ 1.31	\$ 1.49	\$ 2.45
Class A Common Stock	\$ 0.68	\$ 1.25	\$ 1.41	\$ 2.33
Diluted earnings per share:				
Common Stock	\$ 0.70	\$ 1.27	\$ 1.44	\$ 2.37
Class A Common Stock	\$ 0.67	\$ 1.22	\$ 1.38	\$ 2.27

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

The following discussion should be read in conjunction with the unaudited condensed consolidated financial statements and accompanying notes contained herein and with the audited consolidated financial statements, accompanying notes, related information and Management's Discussion and Analysis of Financial Condition and Results of Operations included in our Annual Report on Form 10-K for the year ended December 31, 2022 ("Form 10-K").

Forward-Looking Statements

Statements in this Form 10-Q that are not historical facts, including statements about our estimates, expectations, beliefs, intentions, projections or strategies for the future, may be "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from historical experience or our present expectations. Known material risk factors applicable to us that could cause our actual results to differ from these forward-looking statements are described in "Item 1A. Risk Factors" of our Form 10-K and in the subsequent reports we file with the SEC. All forward-looking statements speak only as of the date made, and we undertake no obligation to publicly update or revise any forward-looking statements to reflect events or circumstances that may arise after the date of this report except as required by law.

Net Sales

Our sales are generated by customer purchases of home furnishings. Revenue is recognized upon delivery to the customer. Comparable-store or "comp-store" sales is a measure which indicates the performance of our existing stores and website by comparing the growth in sales in store and online for a particular month over the corresponding month in the prior year. Stores are considered non-comparable if they were not open during the corresponding month in the prior year or if the selling square footage has been changed significantly. The method we use to compute comp-store sales may not be the same method used by other retailers. We record our sales when the merchandise is delivered to the customer. We also track "written sales" and "written comp-store sales," which represent customer orders prior to

delivery. As a retailer, comp-store sales and written comp-store sales are an indicator of relative customer spending and store performance. Comp-store sales, total written sales and written comp-store sales are intended only as supplemental information and none are substitutes for net sales presented in accordance with US GAAP.

The following table outlines our sales and comp-store sales increases and decreases for the periods and from the prior year indicated:

Period	2023					2022				
	Net Sales			Comp-Store Sales		Net Sales			Comp-Store Sales	
	Total	%	\$	%	\$	Total	%	\$	%	\$
	Dollars	Change	Change	Change	Change	Dollars	Change	Change	Change	Change
Q1	\$ 224.8	(5.9)%	\$ (14.2)	(6.7)%	\$ (16.0)	\$ 238.9	1.0 %	\$ 2.5	0.2 %	\$ 0.4
Q2	\$ 206.3	(18.5)%	\$ (46.9)	(19.1)%	\$ (48.0)	\$ 253.2	1.3 %	\$ 3.2	1.1 %	\$ 2.7
YTD Q2	\$ 431.0	(12.4)%	\$ (61.1)	(13.1)%	\$ (64.0)	\$ 492.1	1.2 %	\$ 5.7	0.7 %	\$ 3.2

Total sales for the second quarter of 2023 decreased \$46.9 million, or 18.5%, compared to 2022. Our comp-store sales decreased 19.1% or \$48 million, in the second quarter of 2023 compared to 2022.

Impacting sales were continued inflationary pressures, stock market volatility, and rising interest rates, all of which had a negative effect on discretionary spending. Written business for the second quarter of 2023 compared to the second quarter of 2022 was down 14.7% and written comp-store sales were down 15.2%.

Our free in-home design service is being used by more customers and accordingly, our average ticket has increased. Designers helped drive 28.6% of our total written business for the second quarter of 2023 compared to 24.8% for 2022 and average ticket increased 3.2% for the respective periods.

Gross Profit

Gross profit for the second quarter of 2023 was 60.5%, up 260 basis points compared to the prior year period of 57.9%. The increase is primarily due to reductions in freight and product costs. In 2023, the

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change in the LIFO reserve generated a positive impact on gross profit of \$3.4 million compared to a negative impact of \$2.5 million in 2022.

We expect annual gross profit margins for 2023 will be 59.5% to 60.0%. Gross profit margins fluctuate quarter to quarter in relation to our promotional cadence. Our estimated gross profit margins are based on anticipated changes in product and freight costs and their impact on our LIFO reserve.

Substantially all of our occupancy and home delivery costs are included in selling, general and administrative expenses ("SG&A"), as are a portion of our warehousing expenses. Accordingly, our gross profit may not be comparable to those entities that include these costs in cost of goods sold.

Selling, General and Administrative Expenses

Our SG&A costs as a percent of sales for the second quarter of 2023 were 53.3% versus 46.7% for 2022. SG&A dollars decreased \$8.1 million, or 6.9%, for the second quarter of 2023 compared to the same prior year period. The change is driven by lower costs associated with advertising expense of \$1.1 million, selling expense of \$3.0 million, occupancy costs of \$1.4 million, and a decrease in warehouse and delivery costs of \$1.9 million. Occupancy costs were reduced by \$1.8 million as a result of incentives to vacate a leased property before the end of the lease term.

We classify our SG&A expenses as either variable or fixed and discretionary. Our variable expenses include the costs in the selling and delivery categories and certain warehouse and distribution expenses, as these amounts will generally move in tandem with our level of sales. The remaining categories and expenses for occupancy, advertising, and administrative costs are classified as fixed and discretionary because these costs do not fluctuate with sales.

The following table outlines our SG&A expenses by classification:

(In thousands)	Three Months Ended June 30,				Six Months Ended June 30,			
	2023		2022		2023		2022	
	\$	% of Net Sales	\$	% of Net Sales	\$	% of Net Sales	\$	% of Net Sales
Variable	\$ 40,996	19.9 %	\$ 45,955	18.2 %	\$ 85,865	19.9 %	\$ 90,339	18.4 %
Fixed and discretionary	69,020	33.5 %	72,174	28.5 %	142,512	33.1 %	142,944	29.0 %
	\$ 110,016	53.3 %	\$ 118,129	46.7 %	\$ 228,377	53.0 %	\$ 233,283	47.4 %

The variable expenses in dollars were higher in the second quarter of 2023 compared to 2022 primarily due to the increase in third-party credit costs partly offset by a reduction in warehouse temporary labor.

Fixed and discretionary expenses were impacted in the second quarter of 2023 primarily by decreases in occupancy costs and administrative expenses compared to the prior year quarter.

Our variable expenses within SG&A for the full year of 2023 are anticipated to be 19.5% to 19.7%. Fixed and discretionary expenses are expected to be approximately \$286.0 to \$289.0 million for the full year of 2023, a decrease from our previous guidance based on changes in our marketing spend and warehouse and delivery costs.

Liquidity and Capital Resources

Cash and Cash Equivalents at End of Year

At June 30, 2023, we had \$109.1 million in cash and cash equivalents, and \$7.0 million in restricted cash equivalents. We believe that our current cash position, cash flow generated from operations, funds available from our credit agreement, and access to the long-term debt capital markets should be sufficient for our operating