## Ready

Shoe Carnival, Inc. 2001 Annual Report


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#### Abstract




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## Tallk about a fun experience

The essence of Shoe Carnival is having fun while you shop for shoes. There is no shopping experience comparable to it. The focal point of the Shoe Carnival experience is the "mike" person, who runs the show, greets customers, organizes contests and games, monitors sales and margins, and controls the pace of the daily promotions. We involve the customer in a variety of ways to create a sense of urgency - to buy now during this special price offer, or to win a contest for an individual discount. Shoe Carnival is a UNIQUE retail shoe store.

## Step inside the Money Machine

People love sales. They love paying less for brand name shoes. Everyday at Shoe Carnival is a sale day. For those lucky people who get to try our "Money Machine," it's an even better day. They get a chance at real cash and "Carnival Cash." The resulting excitement is typical of all the games and contests at Shoe Carnival. When you add bold graphics, brand name displays, large product selection and upbeat music - you create a unique shopping experience. One that entices customers to buy and keeps them coming back.


Shoe Carnival is value-priced, brand name footwear for the whole family. Quality shoes, boots, sandals and athletic wear at great prices. Games like our Spin-N-Win ${ }^{\text {nw }}$ create a fun, exciting and engaging atmosphere for shoppers. Our in-season promotions increase inventory turns and yield higher gross profits. Our customers win and we win, too.

## Turn shopping into fun and excitement



Athletic footwear is a big deal at Shoe Carnival. And so are brand names. Together they are a potent combination. A large store format with 30,000 pairs of shoes means the whole family can find the shoes they want, at the prices Mom and Dad can afford. Divided into athletic, men's, women's and children's and grouped by style everything is easy to find. Games for the kids help make the experience one that is fun for the entire family. Everybody loves new shoes!

## Score big value for your money



Walk away
totally satisfied
Our concept encourages impulse buying and multiple pair sales. In fact, customers often buy more than they intended. Our valuepriced shoes and promotional events leave them feeling satisfied. And that's helped make Shoe Carnival one of the targest and fastest-growing,-independent family footwear retail chains in the U.S.

Financial Highlights

Shoe Carnival, Inc.

|  | Fiscal Years |  |  | Percent Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 | 2000 | 1999 | 2001/00 | 2000/99 | 1999/98 |
| Sales (000's) | \$476,556 | \$418,164 | \$339,929 | 14.0\% | 23.0\% | 21.3\% |
| Net Income (000's) | \$ 12,575 | \$ 9,723 | \$ 11,961 | 29.3\% | (18.7)\% | 17.0\% |
| Per Share: |  |  |  |  |  |  |
| Net Income (diluted) | \$ 1.01 | \$ . 78 | \$ . 88 | 29.5\% | (11.4)\% | 15.8\% |
| Shareholders' Equity | \$ 9.07 | \$ 8.05 | \$ 7.15 | 12.6\% | 12.6\% | 14.0\% |
| Stores at year-end | 182 | 165 | 138 | 10.3\% | 19.6\% | 24.3\% |

New Balance Liz Claiborne
Reebok ${ }^{\circ}$ Clarks ${ }^{\circ}$ Rockport ${ }^{\circ}$
Dockers ${ }^{\circ}$ K-Swiss
Stacy Adams
S
teve Madden
Lugz"
MII Dr. Martens" Fila


Mootsies Tootsies Bostonian
Keds ${ }^{\circ}$ Nicole ${ }^{\circ}$
Vans ${ }^{\circ}$
Villaser ${ }^{\circ}$
Buffalino
easyspirit White Mountain
Aerology by Aerosoles
Prima Royale ${ }^{\circ}$ Columbia

Many negative factors impacted the softgoods retail scene last year; a weakened U.S. economy, terrorist activities, unseasonable weather patterns in the spring and winter seasons, and, with the exception of denim, the lack of a strong fashion direction in women's apparel. Region-specific issues either exacerbated or alleviated poor economic conditions on a relative, store-for-store basis.

While all of these factors had an effect on our business, the combination of our unique store concept and the ability of our management team to react to changing market conditions resulted in Shoe Carnival's most profitable year ever.

We recognize that heavy, in-season markdowns and clearance sales of slow-selling product negatively impact gross margins on a short-term basis. However, we firmly believe that our continued success over the last five years is at least partially attributable to keeping our inventory fresh from one selling season to the next.

We expect the 2002 gross profit margin to improve slightly over last year. Our merchants are going to buy more conservatively in the highfashion categories with the intent of reducing markdown exposure.

In the Letter to Shareholders from our 1996 Annual Report, we told you that a "...highly focused and tightly controlled inventory consisting of more desirable name brand merchandise - will result in higher comparable store sales and enhanced gross profit margins." Adherence to this principle resulted in compounded growth in earnings per share of 25 percent for the last five years. We are just as committed to this principle today as we were five years ago. Thus, we are intent on narrowing our product assortments, eliminating product lines that do not generate adequate returns on investment and turning our inventory even faster than last year.

Selling, general and administrative expenses fell to 23.7 percent of sales in 2001 from 24.1 percent of sales in 2000 . We slowed our store expansion in 2001 due to the uncertain economic outlook. We made the right decision, as you can see by our 30 percent earnings improvement. By opening only 18 new stores in 2001 versus the 32 stores opened in 2000, we decreased new store pre-opening expenses by $\$ 1.2$ million, or 0.3 percent of total sales.

Our plan of approximately 25 new store openings this coming year infers higher pre-opening costs. However, we expect to leverage administrative costs against a higher sales base, and therefore, we are planning to slightly reduce total selling, general and administrative costs as a percent of sales.

Annual operating earnings for 2001 grew to $\$ 22.4$ million, or 4.7 percent of sales from $\$ 19.2$ million, or 4.6 percent of sales in the year prior. We plan to drive the operating margin back above five percent in 2002 and, if the economy improves and the competitive pressure on the gross margin eases somewhat, we could see the operating margin climb towards the six percent level within the next two years.

During 2001, we restructured our buying organization and revamped our information systems, providing a platform for our
merchants to better tailor product assortments for each store. This year, we should begin to see significant benefits from these changes as we get past the initial hurdles we faced from this huge undertaking.

We will increase the funding of technology investments in 2002, including those associated with our point-of-sale systems, merchandise planning systems, distribution center and information systems platforms. A special emphasis will be placed on upgrading and evolving the Shoe Carnival concept in 2002.

We welcome James Aschleman to the Shoe Carnival Board of Directors. Jim is a partner with the law firm of Baker \& Daniels and his legal expertise has been instrumental in guiding Shoe Carnival through the many legal challenges of securities regulations, corporate finance matters and corporate governance issues since Shoe Carnival became a publicly-held company. We feel Jim's knowledge and experience adds a unique dimension to our existing Board of Directors.

We would like to thank and congratulate our Shoe Carnival associates on their accomplishments during the last year and, more importantly, their consistent performance over the last five years. Since 1996, our management group has transformed the Shoe Carnival concept from a private-label, deep-discount operation into a highly respected, family-oriented retailer of top quality, branded footwear. In five years, we have:

1. Doubled the number of stores in operation to 182 at year-end 2001;
2. Achieved a 15 percent compounded annual growth rate in sales
3. Generated comparable store sales increases in each of those years;
4. Achieved a 25 percent compounded annual growth rate in earnings per share; and
5. Almost tripled Shoe Carnival's total Market Value.

Owing to these accomplishments, both short-term and long-term, your company was recognized as the "2001 Chain Retailer of the Year" by Footwear News, a leading trade publication. Additionally, Shoe Carnival was named by Forbes Magazine as one of the " 200 Best Small Companies." We are very proud of this particular designation because it recognizes a very high-performance level over a five-year period.

We intend to use this five-year performance as a springboard for the next five years. Our current plans include buying more conservatively, turning our inventory faster and tightly controlling overhead costs. Thus, we have positioned ourselves to be even more competitive in 2002 than 2001, even if the U.S. economy continues to be weak. When the economy rebounds, competitive pressures ease and the gross margin improves, we believe this strategy will lead to even greater profitability.

## Sincerely,



Mark L. Lemond
Chief Executive Officer

## Sales <br> $\underset{\text { in millions }}{\text { Sale }}$

\$418

| $\$ 234$ | $\$ 247$ | $\$ 280$ | $\$ 340$ |
| :---: | :---: | :---: | :---: |
| 1996 | 1997 | 1998 | 1999 |

2000
2001

\section*{Net Income <br> in millions <br> $\$ 12.0$ <br> \$9.7 <br> \$1.4 <br> | $\$ 4.1$ |
| :---: |
| 1996 | <br> 1997 <br> 1998 <br> 1999 <br> 2001}



Shoe Carnival, Inc

| Fiscal years ${ }^{(1)}$ | 2001 | 2000 | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement Data |  |  |  |  |  |
| Net sales | \$476,556 | \$418,164 | \$339,929 | \$280,157 | \$246,520 |
| Cost of sales lincluding buying, distribution and occupancy costs) | 341,425 | 298,233 | 238,097 | 196,141 | 173,953 |
| Gross profit <br> Selling, general and administrative expenses | 135,131 | 119,931 | 101,832 | 84,016 | 72,567 |
|  | 112,736 | 100,692 | 80,888 | 66,464 | 59,438 |
| Operating income | 22,395 | 19,239 | 20,944 | 17,552 | 13,129 |
| Interest expense | 2,275 | 3,168 | 1,010 | 507 | 912 |
| Income before income taxes | 20,120 | 16,071 | 19,934 | 17,045 | 12,217 |
| Income tax expense | 7,545 | 6,348 | 7,973 | 6,818 | 4,826 |
| Net income | \$ 12,575 | \$ 9,723 | \$ 11,961 | \$ 10,227 | \$ 7,391 |
| Net income per share: |  |  |  |  |  |
| Basic | \$ 1.04 | \$ . 79 | \$ . 90 | \$ . 78 | \$ . 57 |
| Diluted | \$ 1.01 | \$ . 78 | \$ . 88 | \$ . 76 | \$ . 56 |
| Average shares outstanding: |  |  |  |  |  |
| Basic | 12,124 | 12,354 | 13,284 | 13,150 | 13,049 |
| Diluted | 12,483 | 12,455 | 13,578 | 13,429 | 13,238 |
| Selected Operating Data ${ }^{(2)}$ |  |  |  |  |  |
| Stores open at end of year | 182 | 165 | 138 | 111 | 92 |
| Square footage of store space at year-end ( 000 's) | 2,104 | 1,911 | 1,590 | 1,274 | 1,021 |
| Average sales per store (000's) | \$ 2,743 | \$ 2,744 | \$ 2,744 | \$ 2,791 | \$ 2,720 |
| Average sales per square foot | \$ 237 | \$ 237 | \$ 238 | \$ 250 | \$ 245 |
| Comparable store sales | 3.0\% | 2.5\% | 1.4\% | 3.6\% | 6.1\% |
| Balance Sheet Data |  |  |  |  |  |
| Working capital | \$ 91,276 | \$ 87,691 | \$ 68,346 | \$ 47,668 | \$ 48,889 |
| Total assets | 201,919 | 187,351 | 162,853 | 120,761 | 96,201 |
| Long-term debt and other |  |  |  |  |  |
| Total shareholders' equity | 112,102 | 96,313 | 93,345 | 82,667 | 71,609 |

(1) The Company's fiscal year is a 52 2/53 week year ending on the Saturday closest to January 31. Unless otherwise stated, references to years 2001, 2000 , 1999, 1998, and 1997 relate erspectively to the fiscal years ended February 2, 2002, February 3 ,
1998. Fiscal year 2000 consisted of 53 weeks and the other fiscal years consisted of 52 weeks.
(2) Selected Operating Data has been adjusted to a comparable 52 week basis for 2000 .

The Company's fiscal year consists of a $52 / 53$ week period ending on the Saturday closest to January 31. Unless otherwise stated, references to the years 2001, 2000 and 1999 relate respectively to the fiscal years ended February 2, 2002, February 3, 2001, and January 29, 2000. Fiscal years 2001 and 1999 consisted of 52 weeks and fiscal year 2000 consisted of 53 weeks.

## Critical Accounting Policie

It is necessary for management to include certain judgements in the reported financial results of the Company. These judgements involve estimates that are inherently uncertain and actual results could differ materially from these estimates. The accounting policies that require the more significant judgements by management are

Merchandise Inventories - Merchandise inventories are stated at the lower of cost or market using the first-in, first-out (FIFO) method. In determining market value, management estimates the future sales price of items of merchandise contained in the inventory as of the balance sheet date. Factors considered in this determination include among others, current and recently recorded sales prices, the length of time product has been held in inventory and quantities of various product styles contained in inventory. he ultimate amount realized from the sale of certain product could differ materially from management's estimates.

Valuation of Long-lived Assets - The Company reviews long-lived assets whenever events or circumstances indicate the carrying value of an asset may not be recoverable. In evaluating whether an asset has been impaired, the Company projects the anticipated future cash flows expected to be generated by the assets. While we believe that our estimates of future cash flows are reasonable, different assumptions regarding such cash flows could materially affect our evaluations.

Deferred Income Taxes - Estimates are made by management for deferred income taxes and the significant items giving rise to deferred assets and liabilities. These estimates include assessments of future taxes to be paid on items reflected in the financial statements, giving consideration to both timing and probability of realization. Actual income taxes could vary
from these estimates due to among other factors future changes in the income tax laws or changes resulting from audit of tax returns by taxing authorities.

## Results of Operations

The following table sets forth the Company's results of operations expressed as a percentage of net sales for the following fiscal years:

|  | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
| Net sales | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales (including buying, distribution and occupancy costs) | 71.6 | 71.3 | 70.0 |
| Gross profit | 28.4 | 28.7 | 30.0 |
| Selling, general and administrative expenses | 23.7 | 24.1 | 23.8 |
| Operating income | 4.7 | 4.6 | 6.2 |
| Interest expense | 0.5 | 0.8 | 0.3 |
| Income before income taxes | 4.2 | 3.8 | 5.9 |
| Income tax expense | 1.6 | 1.5 | 2.4 |
| Net income | 2.6\% | 2.3\% | 3.5\% |

## 2001 Compared to 2000

## Net Sales

Net sales increased $\$ 58.4$ million to $\$ 476.6$ million in 2001, a $14.0 \%$ increase over net sales of $\$ 418.2$ million in 2000 . The increase was attributable to the sales generated by the 18 stores opened in 2001, the effect of a full year's worth of sales for the 27 stores opened in 2000 (net of five stores closed) and a comparable store sales increase of $3.0 \%$. Partially offsetting the sales increase was an additional week of sales included in 2000. Excluding the impact of the extra week of sales, total sales increased $15.5 \%$ from the year 2000 to the year 2001. The increase in comparable store sales was generated by athletic footwear and children's non-athletic footwear.

## Gross Profit

Gross profit increased $\$ 15.2$ million to $\$ 135.1$ million in 200 12.7\% increase from gross profit of $\$ 119.9$ million in 2000. The Company's gross profit margin decreased to $28.4 \%$ from $28.7 \%$ in 2000 due to a decrease in the merchandise gross
profit margin. Buying, distribution and occupancy costs, as a percentage of sales, were flat with last year. The decrease in merchandise margins resulted from a decline in the gross profit margins realized from the sale and liquidation of fall and winter product during the fourth quarter. Due to unseasonably warm weather and a very competitive retail environment throughout the fourth quarter, it was necessary to take sub stantial markdowns, particularly in the seasonal dress and casual shoes, and boots.

## Selling, General and Administrative Expenses

Selling, general and administrative expenses increased $\$ 12.0$ million to $\$ 112.7$ million in 2001 from $\$ 100.7$ million in 2000. As a percentage of sales, these expenses decreased . $4 \%$ in 2001 primarily as a result of lower pre-opening costs. The aggregate of pre-opening expenses for the 18 new stores in 2001 was approximately $\$ 1.2$ million, or $0.3 \%$ of sales, and $\$ 2.4$ million, or $0.6 \%$ of sales, for the 32 new stores in 2000.

## nterest Expense

Interest expense decreased to $\$ 2.3$ million (net of interest ncome of $\$ 72,000$ ) in 2001 from $\$ 3.2$ million (net of interest income of $\$ 49,000$ ) in 2000. The decrease was attributable to lower effective interest rate. Partially offsetting the benefit of the lower interest rates was a slight increase in the average borrowings outstanding over last year. The weighted average interest rate on total debt was $5.6 \%$ in 2001 and $8.2 \%$ in 2000.

## Tome

The effective income tax rate decreased to $37.5 \%$ for 200 from $39.5 \%$ for 2000 . The decrease resulted from lower state ncome taxes. The effective income tax rate for both years differed from the statutory rate due primarily to state and local income taxes, net of the federal tax benefit.

## 2000 Compared to 1999

## Set Sales

Net sales increased $\$ 78.2$ million to $\$ 418.2$ million in 2000 , a $23.0 \%$ increase over net sales of $\$ 339.9$ million in 1999. Th increase was attributable to the sales generated by the 27 stores opened in 2000 (net of five stores closed), the effec of a full year's worth of sales for the 27 stores opened in

1999 (net of one store closed), sales in the additional week included in 2000 and a comparable store sales increase of $2.5 \%$. Increases in comparable store sales were realized in al major footwear categories with the exception of the women's non-athletic category.

## Gross Profit

Gross profit increased $\$ 18.1$ million to $\$ 119.9$ million in 2000, a $17.8 \%$ increase from gross profit of $\$ 101.8$ million in 1999. The Company's gross profit margin decreased to $28.7 \%$ from $30.0 \%$ in 1999. As a percentage of sales, the merchandise gross profit margin decreased by $1.0 \%$ and buying, distribution and occupancy costs increased by $.3 \%$. The decrease in merchandise margins resulted from a decline in the gross profit margins realized from the sale and liquidation of spring season product, particularly sandals and dress shoes. This was partially offset by higher gross margins realized on fall season product, especially women's, men's and children's boots. The increase in the buying, distribution and occupancy costs was largely the result of higher occupancy costs.

## Selling, General and Administrative Expenses

Selling, general and administrative expenses increased 19.8 million to $\$ 100.7$ million in 2000 from $\$ 80.9$ million in 1999 s a percentage of sales, these expenses increased $.3 \%$ in 2000 primarily as a result of higher advertising costs. The agregate of pre-opening expenses for the 32 new stores in 2000 was approximately $\$ 2.4$ million, or $.6 \%$ of sales, and $\$ 2.1$ million, or $0.6 \%$ of sales, for the 28 new stores in 1999 .

## Interest Expense

Interest expense increased to $\$ 3.2$ million (net of interest income of $\$ 49,000$ ) in 2000 from $\$ 1.0$ million (net of interest income of $\$ 32,000$ ) in 1999 . The increase was attributable to a higher effective interest rate and increased borrowings used to fund the Company's store expansion and the common share repurchase program. The weighted average interest rate on total debt was $8.2 \%$ in 2000 and $7.3 \%$ in 1999 .

## Income Taxe

The effective income tax rate for 2000 was $39.5 \%$ and $40.0 \%$ for 1999. The effective income tax rate for both years differed from the statutory rate due primarily to state and local income taxes, net of the federal tax benefit.

## iquidity and Capital Resources

The Company's sources and uses of cash are summarized as follows:

| (000's)Fiscal years | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| Net income plus depreciation and amortization | \$23,747 | \$ 20,069 | \$20,339 |
| Deferred income taxes | 116 | 1,237 | 1,131 |
| Working capital increases | $(1,594)$ | $(18,100)$ | $(20,787)$ |
| Other operating activities | 61 | (96) | (328) |
| Net cash provided by operating activities | 22,330 | 3,110 | 355 |
| Net cash used in investing activities | $(9,369)$ | $(12,979)$ | (19,441) |
| Net cash used to repurchase common shares | - | $(7,576)$ | $(2,424)$ |
| Net cash (used in) provided by other financing activities | (10,729) | 18,997 | 21,241 |
| Net increase (decrease) in cash and cash equivalents | 2,232 | 1,552 | (269) |
| Cash and cash equivalents at beginning of year | 3,227 | 1,675 | 1,944 |
| Cash and cash equivalents at end of year | \$ 5,459 | \$ 3,227 | \$ 1,675 |

The Company's primary sources of funds are cash flows from operations and borrowings under its revolving credit facility. Cash provided from operating activities was $\$ 22.3$ million,
$\$ 3.1$ million and $\$ 355,000$ in 2001,2000 and 1999 , respectively. Excluding changes in operating assets and liabilities, $\$ 23.9$ million, $\$ 21.2$ million and $\$ 21.1$ million was provided by operating activities in 2001, 2000 and 1999, respectively. Merchandise inventories increased $\$ 12.6$ million ( $10.3 \%$ ) to $\$ 135.6$ million at February 2, 2002, compared with $\$ 123.0$ million at February 3, 2001. The increase in merchandise inventories resulted primarily from the 17 additional stores operated at February 2, 2002 (a $10.3 \%$ increase).

Working capital was $\$ 91.3$ million at February 2, 2002 and $\$ 87.7$ million at February 3, 2001. The current ratio at February 2, 2002, was 2.7 as compared to 3.1 at February 3 , 2001. The decrease from the prior year was primarily a result of an increase in accounts payable and accrued and other liabilities. Long-term debt as a percentage of total capital (long-term debt plus shareholders' equity) decreased to 19.8\%
at February 2, 2002, as compared to $29.9 \%$ at February 3, 2001. Cash generated by operations in 2001 was used to pay down long-term debt.

Capital expenditures, net of lease incentives, were $\$ 9.8$ million in $2001, \$ 13.8$ million in 2000 and $\$ 20.3$ million in 1999 These amounts include $\$ 440,000, \$ 783,000$ and $\$ 808,000$ of capital lease obligations incurred in 2001, 2000 and 1999, respectively. Of the 2001 expenditures, $\$ 6.6$ million was incurred for new stores and $\$ 1.2$ million was incurred for the remodeling of certain stores. The remaining capital expenditures in 2001 were primarily for various store improvements, loss prevention and technology.

Capital expenditures, including assets acquired through leasing arrangements but net of lease incentives, are expected to be $\$ 13$ million to $\$ 14$ million in fiscal 2002. The actual amount of cash required for capital expenditures depends in part on the number of new stores opened, the amount of lease incentives, if any, received from landlords and the number of stores remodeled. The opening of new stores will be dependent upon, among other things, the availability of desirable locations, the negotiation of acceptable lease terms and general economic and business conditions affecting consumer spending in areas the Company targets fo expansion.

In fiscal 2002, the Company intends to open approximately 25 stores at an expected aggregate cost of between $\$ 8.5$ million and $\$ 9$ million. The remaining capital expenditures are expected to be incurred for store remodels, visual presentation enhancements and various other store improvements along with continued investments in technology.

The Company's current store prototype utilizes between 8,000 and 15,000 square feet depending upon, among other factors, the location of the store and the population base the store is expected to service. Net capital expenditures for a new store are expected to average approximately $\$ 350,000$, including point-of-sale equipment which is generally acquired through equipment leasing transactions. The average inventory investment in a new store is expected to range from $\$ 450,000$ to $\$ 750,000$, depending on the size and sales expectation of the store and the timing of the new store opening. Pre-opening expenses, such as advertising, salaries and supplies, are expected to average approximately $\$ 75,000$ per store. On a per-store basis, for the 18 stores opened during 2001, the
initial inventory investment averaged $\$ 627,000$, capital expenditures averaged $\$ 348,000$ and pre-opening expenses averaged $\$ 67,000$.

The Company's unsecured credit facility provides for up to $\$ 70$ million in cash advances on a revolving basis and commercial letters of credit. Borrowings under the revolving credit line are based on eligible inventory. Cash generated by operations in 2001 was partially used to reduce the outstanding borrowings under this facility by $\$ 13$ miliion. Borrowings outstanding under the credit facility were $\$ 27$ million at February 2,2002 and $\$ 40$ million at February 3, 2001. Letters of credit outstanding at February 2,2002 were $\$ 8.6$ million. On March 18,2002 , the credit agreement was amended to extend the maturity date to March 31, 2004.

The Company anticipates that its existing cash and cash flow from operations, supplemented by borrowings under its evolving credit line will be sufficient to fund its planned expansion and other operating cash requirements for at least the next 12 months.

Significant contractual obligations as of February 2, 2002, and the periods in which payments are due include:

| (000's) | Payments Due By Period |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Contractual |  | Less Than | 1-3 | 4-5 | After 5 |
| Obligations | Total | 1 Year | Years | Years | Years |
| Line of credit | \$ 27,000 |  | \$27,000 |  |  |
| Capital leases | 1,646 | \$ 923 | 676 | \$ 47 |  |
| Operating leases | 179,672 | 25,798 | 47,590 | 40,978 | \$65,306 |
| Total Contractual |  |  |  |  |  |
| Cash Obligations | \$208,318 | \$26,721 | \$75,266 | \$41,025 | \$65,306 |

See Note 5 for a discussion of long-term debt and Note 6 for a discussion of leases.

The Company has other commercial commitments in the form of letters of credit where payment is contingent upon the occurrence of certain events. As of February 2, 2002, letters of credit outstanding were $\$ 8.6$ million.

## Seasonality

The Company's quarterly results of operations have fluctuated, and are expected to continue to fluctuate in the future, primarily as a result of seasonal variances and the timing of sales and costs associated with opening new stores. Non-
capital expenditures, such as advertising and payroll, incurred prior to the opening of a new store are charged to expense as incurred. Therefore, the Company's results of operations may be adversely affected in any quarter in which the Company incurs pre-opening expenses related to the opening of new stores.

The Company has three distinct peak selling periods: Easter, back-to-school and Christmas.

## Factors That May Effect Future Results

This Annual Report contains certain forward looking statements that involve a number of risks and uncertainties. Among the factors that could cause actual results to differ materially are the following: general economic conditions in the areas of the United States in which the Company's stores are located; changes in the overall retail environment and more specifically in the apparel and footwear retail sectors the potential impact of national and international security concerns on the retail environment; the impact of competition and pricing; changes in weather patterns, consumer buying trends and the ability of the Company to identify and respond to emerging fashion trends; risks associated with the seasonality of the retail industry; the availability of desirable store locations at acceptable lease terms and the ability of the Company to open new stores in a timely manner; higher than anticipated costs associated with the closing of underper forming stores; the inability of manufacturers to deliver products in a timely manner; and changes in the political and conomic environments in the People's Republic of China, a major manufacturer of footwear, and the continued favorable trade relationships between China and the United States.

## Market Risk

The Company is exposed to market risk in that the interest payable on the Company's Credit Agreement is based on variable interest rates and therefore is affected by changes in market rates. The Company does not use interest rate derivative instruments to manage exposure to changes in market interest rates. A $1 \%$ change in the weighted average interest rate charged under the Credit Agreement would have resulted in interest expense fluctuating by approximately $\$ 335,000$ in 2001 and $\$ 370,000$ in 2000.

## Report of Management

Management of the Company is responsible for the preparation, integrity and objectivity of the financial information included in this Annual Report. The consolidated financial statements have been prepared in conformity with generally accepted accounting principles and necessarily include amounts which are based upon estimates and judgments by management.

Management maintains internal accounting control systems designed to provide reasonable assurance that assets are safeguarded, transactions are executed in accordance with management's authorization and the accounting records may be relied upon for the preparation of financial statements and other financial information. This system of internal controls has been designed and is maintained in recognition of the concept that the cost of controls should not exceed the benefit derived therefrom.

The Audit Committee of the Board of Directors meets periodically with management and the independent auditors to review matters relating to the Company's financial reporting, the adequacy of internal control systems and the scope and results of the annual audit. Representatives of the independent auditors have free access to the Audit Committee and the Board of Directors

The Company's consolidated financial statements have been audited by Deloitte \& Touche LLP, whose report, which follows, expresses an opinion as to the fair presentation of the financial statements and is based on an independent audit performed in accordance with generally accepted auditing standards.

## Independent Auditors' Report

To the Board of Directors and Shareholders of Shoe Carnival, Inc.:
We have audited the accompanying consolidated balance sheets of Shoe Carnival, Inc., as of February 2, 2002 and February 3 , 2001 and the related consolidated statements of income, shareholders' equity and cash flows for the years ended February 2 , 2002, February 3, 2001 and January 29, 2000. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.
We conducted our audits in accordance with auditing standards generally accepted in the United States of America Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant valuating the overall financial statement presentation. We believe our audits rovide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of Shoe Carnival, Inc., at February 2, 2002 and February 3, 2001 and the results of its operations and its cash flows for the years ended February 2, 2002, February 3, 2001 and January 29, 2000, in conformity with accounting principles generally accepted in the United States of America

Consolidated Balance Sheets

## Shoe Carnival, Inc.

|  | February 2, 2002 | February 3 , 2001 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current Assets: |  |  |
| Cash and cash equivalents | \$ 5,459 | \$ 3,227 |
| Accounts receivable | 1,298 | 1,067 |
| Merchandise inventories | 135,648 | 123,035 |
| Deferred income tax benefit | 449 | 728 |
| Other | 1,816 | 1,434 |
| Total Current Assets | 144,670 | 129,491 |
| Property and equipment-net | 57,249 | 57,860 |
| Total Assets | \$201,919 | \$187,351 |
| Liabilities and Shareholders' Equity |  |  |
| Current Liabilities: |  |  |
| Accounts payable | \$ 42,108 | \$ 33,030 |
| Accrued and other liabilities | 10,452 | 7,896 |
| Current portion of long-term debt | 834 | 874 |
| Total Current Liabilities | 53,394 | 41,800 |
| Long-term debt | 27,672 | 41,137 |
| Deferred lease incentives | 4,197 | 3,651 |
| Deferred income taxes | 4,223 | 4,386 |
| Other | 331 | 64 |
| Total Liabilities | 89,817 | 91,038 |
| Shareholders' Equity: |  |  |
| Common stock, $\$ .01$ par value, 50,000 shares authorized |  |  |
| 13,363 shares issued | 134 | 134 |
| Additional paid-in capital | 64,752 | 64,288 |
| Retained earnings | 54,251 | 41,676 |
| Treasury stock, at cost, 1,000 and 1,406 shares | $(7,035)$ | $(9,785)$ |
| Total Shareholders' Equity | 112,102 | 96,313 |
| Total Liabilities and Shareholders' Equity | \$201,919 | \$187,351 |

[^0]
## (In thousands)

Delorte si Touche LLP
Deloitte \& Touche LLP
San Francisco, California
March 8, 2002
(March 18, 2002 as to Note 5)

| Shoe Carnival, Inc. <br> (In thousands, except per share data) |  |  |  |
| :---: | :---: | :---: | :---: |
| Fiscal years ended | February 2, 2002 | February 3, 2001 | January 29 2000 |
| Net sales | \$476,556 | \$418,164 | \$339,929 |
| Cost of sales (including buying, distribution and occupancy costs) | 341,425 | 298,233 | 238,097 |
| Gross profit | 135,131 | 119,931 | 101,832 |
| Selling, general and administrative expenses | 112,736 | 100,692 | 80,888 |
| Operating income | 22,395 | 19,239 | 20,944 |
| Interest expense | 2,275 | 3,168 | 1,010 |
| Income before income taxes | 20,120 | 16,071 | 19,934 |
| Income tax expense | 7,545 | 6,348 | 7,973 |
| Net income | \$ 12,575 | \$ 9,723 | \$ 11,961 |
| Net income per share: |  |  |  |
| Basic | \$ 1.04 | \$ . 79 | \$ . 90 |
| Diluted | \$ 1.01 | \$ . 78 | \$ . 88 |
| Average shares outstanding: |  |  |  |
| Basic | 12,124 | 12,354 | 13,284 |
| Diluted | 12,483 | 12,455 | 13,578 |

[^1]Consolidated Statements of Shareholders' Equity

| Shoe Carnival, Inc. <br> (In thousands) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Additional |  |  |  |  |  |  |
|  | Issued | Treasury | Amount | Paid-In Capital | Retained Earnings | Treasury Stock | Total |
| Balance at January 30, 1999 | 13,179 | 0 | \$ 132 | \$62,543 | \$19,992 | \$ | \$ 82,667 |
| Exercise of stock options | 153 |  | 1 | 1,002 |  |  | 1,003 |
| Employee stock purchase plan purchases | 13 |  |  | 138 |  |  | 138 |
| Common stock repurchased |  | (292) |  |  |  | $(2,424)$ | $(2,424)$ |
| Net income |  |  |  |  | 11,961 |  | 11,961 |
| Balance at January 29, 2000 | 13,345 | (292) | 133 | 63,683 | 31,953 | $(2,424)$ | 93,345 |
| Exercise of stock options | 18 | 17 | 1 | 605 |  | 90 | 696 |
| Employee stock purchase plan purchases |  | 22 |  |  |  | 125 | 125 |
| Common stock repurchased |  | $(1,153)$ |  |  |  | $(7,576)$ | $(7,576)$ |
| Net income |  |  |  |  | 9,723 |  | 9,723 |
| Balance at February 3, 2001 | 13,363 | $(1,406)$ | 134 | 64,288 | 41,676 | (9,785) | 96,313 |
| Exercise of stock options |  | 392 |  | 464 |  | 2,622 | 3,086 |
| Employee stock purchase plan purchases |  | 14 |  |  |  | 128 | 128 |
| Net income |  |  |  |  | 12,575 |  | 12,575 |
| Balance at February 2, 2002 | 13,363 | $(1,000)$ | \$ 134 | \$64,752 | \$54,251 | \$ 7,035 ) | \$112,102 |

See notes to consolidated financial statements

| Shoe Carnival, Inc. <br> (In thousands) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal years ended | February 2, 2002 |  | February 3, 2001 |  | January 29 , <br> 2000 |  |
| Cash Flows From Operating Activities |  |  |  |  |  |  |
| Net income | \$ | 12,575 | \$ | 9,723 | \$ | 11,961 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |
| Depreciation and amortization |  | 11,172 |  | 10,346 |  | 8,378 |
| Loss on retirement of assets |  | 283 |  | 321 |  | 35 |
| Deferred income taxes |  | 116 |  | 1,237 |  | 1,131 |
| Other |  | (222) |  | (417) |  | (363) |
| Changes in operating assets and liabilities: |  |  |  |  |  |  |
| Merchandise inventories |  | $(12,613)$ |  | $(18,305)$ |  | $(29,340)$ |
| Accounts receivable |  | (231) |  | (373) |  | (128) |
| Accounts payable and accrued liabilities |  | 11,650 |  | 844 |  | 8,628 |
| Other |  | (400) |  | (266) |  | 53 |
| Net cash provided by operating activities |  | 22,330 |  | 3,110 |  | 355 |
| Cash Flows From Investing Activities |  |  |  |  |  |  |
| Purchases of property and equipment |  | $(10,395)$ |  | $(14,029)$ |  | $(20,478)$ |
| Lease incentives |  | 1,026 |  | 1,048 |  | 1,016 |
| Other |  | - |  | 2 |  | 21 |
| Net cash used in investing activities |  | $(9,369)$ |  | $(12,979)$ |  | $(19,441)$ |
| Cash Flows From Financing Activities |  |  |  |  |  |  |
| Borrowings under line of credit |  | 417,525 |  | 413,400 |  | 203,625 |
| Payments on line of credit |  | 430,525) |  | (394,400) |  | 182,625) |
| Payments on long-term debt |  | (943) |  | (824) |  | (899) |
| Proceeds from issuance of stock |  | 3,214 |  | 821 |  | 1,140 |
| Common stock repurchased |  | - |  | $(7,576)$ |  | $(2,424)$ |
| Net cash (used in) provided by financing activities |  | $(10,729)$ |  | 11,421 |  | 18,817 |
| Net increase (decrease) in cash and cash equivalents |  | 2,232 |  | 1,552 |  | (269) |
| Cash and cash equivalents at beginning of year |  | 3,227 |  | 1,675 |  | 1,944 |
| Cash and Cash Equivalents at End of Year | \$ | 5,459 | \$ | 3,227 | \$ | 1,675 |
| Supplemental disclosures of cash flow information: |  |  |  |  |  |  |
| Cash paid during year for interest | \$ | 2,506 | \$ | 2,013 | \$ | 901 |
| Cash paid during year for income taxes |  | 7,226 |  | 4,627 |  | 6,443 |
| Capital lease obligations incurred |  | 440 |  | 783 |  | 808 |

See notes to consolidated financial statements

The consolidated financial statements include the accounts of Shoe Carnival, Inc. and its wholly-owned subsidiary SCHC Inc. (collectively the "Company"). Shoe Carnival, Inc., was incorporated on February 25, 1988 under the name of DAR Shoe Carnival Inc , on January 15,1993 SCHC, Inc, was incorporated on May 1, 2001, and has a wholly-owned subsidiary SCLC, Inc. which was incorporated on February 1, 1999. On May 1, 2001, the ownership of SCLC, Inc. was transferred from Shoe Carnival, Inc. to SCHC, Inc. The Company's primary activity is the sale of footwear and related products hrough Company-operated retail stores in the Midwest, South and Southeastern regions of the United States.

## Note 2 - Summary of Significant Accounting Policies

## iscal Ye

The Company's fiscal year consists of a $52 / 53$ week period ending on the Saturday closest to January 31. Unless otherwise stated, references to the years 2001, 2000 and 1999 relate respectively to the fiscal years ended February 2, 2002, February 3, 2001 and January 29, 2000. Fiscal years 2001 and 1999 consisted of 52 weeks and fiscal 2000 consisted of 3 weeks.

## Cash and Cash Equivalents

The Company considers all certificates of deposit and other short-term investments with an original maturity date of three months or less to be cash equivalents

## Merchandise Inventories

Merchandise inventories are stated at the lower of cost or market using the first-in, first-out (FIFO) method. In determining market value, management estimates the future sales price of items of merchandise contained in the inventory as of the balance sheet date. Factors considered in this determination include among others, current and recently recorded sales prices, the length of time product has been held in inventory and quantities of various product styles contained in inventor The ultimate amount realized from the sale of certain product could differ materially from management's estimates.

## Property and Equipment

Property and equipment is stated at cost. Depreciation and mortization of property, equipment and leasehold improve ments are provided on the straight-line method over the horter of the estimated useful lives of the assets or the appliorizo m . f rintenan repars are medres mprove capacities or extend useful lives are capitalized, Upon sale retirement the costs and rated accumulated depreciation or amortization are eliminated from the respec epreciacion or e accounts and any resulting gain or loss is included in operations.

## eferred Lease Incentive

All incentives received from landlords for leasehold improve-
ents and fixturing of new stores are recorded as deferred income and amortized over the life of the lease on a straightline basis as a reduction of rental expense

## Revenue Recognition

Sales are recorded net of an estimate for returns and allowances.

## Store Opening Cos

Non-capital expenditures, such as advertising, payroll and upplies, incurred prior to the opening of a new store are charged to expense in the period they are incurred.

## Advertising Costs

Print, radio and television communication costs are generally expensed when incurred. Internal production costs are expensed when incurred and external production costs ar expensed in the year the advertisement first takes place. Advertising expenses included in selling, general and adminstrative expenses were $\$ 22.8$ million in 2001, $\$ 19.7$ million in 2000 and $\$ 14.8$ million in 1999

## Comprehensive Income

tatement of Financial Accounting Standards ("SFAS") No 30, "Comprehensive Income," requires the presentation of "Crehensive income in addition to the existing income tatement Comprehensive income is defined as the change in equity during a period from transactions and other events, excluding changes resulting from investments by owners and distributions to owners. For all years presented, there are no ems requiring separate disclosure in accordance with this statement.

Segments of an Enterprise and Related Information
SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information" requires the disclosure of segment related information based on how management makes decisions about allocaing resources to segments and measuring ir ffers the pol Midwest, South and Southeastern regions of the United thes. Based on the current orgenizational structure of the
 ance with this accounting pronouncement.

## Derivative Instruments and Hedging Activities

SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," as amended, establishes accounting and reporting standards for derivative instruments, including cerain derivative instruments embedded in other contracts and hedging activities. The Company has adopted SFAS No. 133 thive Ferif 420 . 1 an fin not have a significant impact on the financial position, results of operations or cash flows of the Company.

## New Accounting Pronouncements

In July 2001, the Financial Accounting Standards Board FASB") issued Statement No. 141, "Business
Combinations," and Statement No. 142, "Goodwill and Other Intangible Assets." Statement 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001. Statement 141 also specifies

## Notes to Consolidated Financial Statements

riteria that must be met in order for intangible assets acquired in a purchase method business combination to be recognized and reported apart from goodwill. Statement 142 equires goodwill and intangible assets with indefinite usefu ment at least annually. SFAS No. 142 is effective for the Company's 2002 fiscal year. Management does not believe any impairment charges will result from the adoption of this statement.
In August 2001, the FASB issued Statement No. 143
"Accounting for Asset Retirement Obligations." Statement 143 requires recording the fair market value of an asset retirement cost as a liability in the period in which a legal obligation associated with the retirement of tangible longlived assets is incurred. The associated asset retirement costs are capitalized as part of the carrying amount of the long-lived asset. SFAS No. 143 is effective for the Company's 2003 fiscal year. Management has not determined the impact f any, that this statement will have on its consolidated inancial position or results of operations.
In October 2001, the FASB issued Statement No. 144, Accounting for Impairment or Disposal of Long-Lived Assets." Statement 144 addresses financial accounting and eporting for the impairment or disposal of long-lived assets. FAS No. 144 is effective for the Company's 2002 fiscal year. anagement does not expect the adoption of SFAS No. 14 results from operations.

## Use of Management Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires that management make certain estimates and labilities and disclosure of contingent assets and liabilitios the date of the financial statements. The reported amount $f$ revenues and expenses during the reporting period may be affected by the estimates and assumptions management e affected by the required to make Actual results could differ from those red to make. Actual results could differ from thos estimates.

## ote 3 - Property and Equipment-net

The following is a summary of property and equipment:

| (000's) | February 2, <br> 2002 | February 3 , <br> 2001 |
| :---: | :---: | :---: |
| Land | \$ 205 | \$ 205 |
| Buildings | 9,034 | 8,953 |
| Furniture, fixtures and equipment | 56,329 | 50,899 |
| Leasehold improvements | 37,607 | 33,913 |
| Equipment under capital leases | 4,259 | 3,818 |
| Total | 107,434 | 97,788 |
| Less accumulated depreciation $\qquad$ | 50,185 | 39,928 |
| Property and equipment-net | \$ 57,249 | \$57,860 |

## Note 4 - Accrued and Other Liabilities

Accrued and other liabilities consisted of the following

| (000's) | February 2, 2002 | February 3 2001 |
| :---: | :---: | :---: |
| Employee compensation and benefits | \$ 4,027 | \$ 2,906 |
| Accrued rent | 2,217 | 1,863 |
| Other | 4,208 | 3,127 |
| Total accrued and other liabilities | \$ 10,452 | \$ 7,896 |

## Note 5 - Long-Term Debt

Long-term debt consisted of the following

| (000's) | $\begin{gathered} \hline \text { February 2, } \\ 2002 \end{gathered}$ | $\begin{gathered} \hline \text { February } 3, \\ 2001 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| Credit agreement | \$ 27,000 | \$ 40,000 |
| Capital lease obligations (see Note 6) | 1,506 | 2,011 |
| Total | 28,506 | 2,011 |
| Less current portion | 834 | 874 |
| Total long-term debt, net of current portion | \$ 27,672 | \$ 41,137 |

The Company has an unsecured credit agreement (the "Credit Agreement") with a bank group, which allows for both cash advances and the issuance of letters of credit. On March 24,2000 , the credit agreement was amended to increase the total facility to $\$ 55$ milion and extend the maturity date to March 31, 2002. On November 8, 2000, the rilt $\$ 70$ mili as 10 dod 1 M 2003. On Mach 18, 2002, the credt a


Borrowings under the amended facility are based on eligible inventory and bear interest, at the Company's option, at the agent bank's prime rate ( $4.75 \%$ at February 2,2002 ) minus $0.5 \%$ or LIBOR plus from $0.75 \%$ to $1.5 \%$, depending on the Company's achievement of certain performance criteria. A commitment fee is charged, at the Company's option, at A per annum on the unused portion of the bank group commiment or $0.15 \%$ per annum of the total commiment. Cial Age ind inding the inacial ratios. At Fibrua 2,2002 , outstanding letters of financial ratios. At February 2, 2002, outstanding letters of

## Note 6 - Lease

The Company leases all of its retail locations and certain quipment under operating leases expiring at various dates through 2015. One hundred and sixty-five leases provide for contingent rental payments of between $2 \%$ and $5 \%$ of sale in excess of stated amounts. Certain leases also contain escalation clauses for increases in minimum rentals, operating costs and taxes. In addition, the Company lease quipment under capitalized leases expiring at various dates through 2005.

Rental expense for the Company's operating leases consisted of (000's)

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| Fiscal years | 2001 | 2000 | 1999 |
| Rentals for real property | \$ 25,670 | \$ 22,102 | \$ 17,394 |
| Equipment rentals | 446 | 419 | 386 |
| Total | \$ 26,116 | \$ 22,521 | \$ 17,780 |
| Future minimum lease payments at February 2, 2002, are as follows: |  |  |  |
| (000's) <br> Fiscal years |  | Operating | Capital Leases |
|  |  | Leases |  |
| 2002 |  | \$ 25,798 | \$ 923 |
| 2003 |  | 24,934 | 454 |
| 2004 |  | 22,656 | 222 |
| 2005 |  | 20,991 | 47 |
| 2006 |  | 19,987 |  |
| Thereatter to 2014 |  | 65,306 |  |
| Minimum lease payments |  | \$179,672 | 1,646 |
| Less imputed interest at rates ranging from $7.5 \%$ to $9.3 \%$ |  |  | 140 |
| Present value of net minimum lease payments of which $\$ 834$ is included in current liabilities |  |  | \$ 1,506 |

The present value of minimum lease payments for equipment der canital lease is included in long-term debt (see Note 5) Investment in equipment under capital lease, which is included in property and equipment, was

| (000's) | February 2, 2002 | February 3 2001 |
| :---: | :---: | :---: |
| Equipment | \$ 4,259 | \$ 3,818 |
| Less accumulated amortization | 2,205 | 1,485 |
| Equipment under capital | \$ 2,054 |  |

Note 7 - Income Taxes
The provision for income taxes consisted of:
(000's)

| (000's) <br> Fiscal years |  |  | 1999 |
| :---: | :---: | :---: | :---: |
|  | 2001 | 2000 |  |
| Current |  |  |  |
| Federal | \$ 6,845 | \$ 4,518 | \$ 5,857 |
| State | 584 | 593 | 985 |
| Total current | 7,429 | 5,111 | 6,842 |
| Deferred: |  |  |  |
| Federal | 109 | 1,096 | 990 |
| State | 7 | 141 | 141 |
| Total deferred | 116 | 1,237 | 1,131 |
| Total provision | S 7.545 | \$ 6.348 | 7.973 |

Included in other current assets are income tax receivables in the amounts of $\$ 263,000$ and $\$ 1,000$ as of February 2, 2002, and February 3, 2001, respectively. The Company realized a tax benefit of $\$ 464,000$ in 2001 and $\$ 38,000$ in 2000 as a result of the exercise of stock options.

A reconciliation between the statutory federal income tax rate and the effective income tax rate is as follows:

| Fiscal years |  |  |  |
| :--- | :---: | :---: | :---: |
|  | $\mathbf{2 0 0 1}$ | 2000 | 1999 |
| U.S. Federal statutory tax rate | $35.0 \%$ | $35.0 \%$ | $35.0 \%$ |
| State and local income taxes, |  |  |  |
| net of federal tax benefit | $\mathbf{1 . 9}$ | 5.0 | 5.1 |
| Other | $\mathbf{0 . 6}$ | $(0.5)$ | $(0.1)$ |
| Effective income tax rate | $\mathbf{3 7 . 5 \%}$ | $39.5 \%$ | $40.0 \%$ |

Deferred income taxes are the result of temporary differin the recognition of revenue and expense for tax and financial reporting purposes. The sources of these differences and the tax effect of each are as follows:

| (000's) | February 2, 2002 | February 2001 |  |
| :---: | :---: | :---: | :---: |
| Deferred tax assets: |  |  |  |
| Accrued rent | 769 | \$ | 653 |
| Accrued compensation | 313 |  | 252 |
| Accrued employee benefits | 246 |  | 122 |
| Federal net operating loss carryforward | 41 |  | 87 |
| Lease incentives | 10 |  | 37 |
| Other | 180 |  | 49 |
| Total deferred tax assets | 1,559 | \$ | 1,200 |
| Deferred tax liabilities: |  |  |  |
| Depreciation | \$ 2,446 | \$ |  |
| Purchase accounting adjustments | 654 |  | 788 |
| Inventory valuation | 1,075 |  | 559 |
| Inventory purchase discounts | 1,358 |  | 1,027 |
| Total deferred tax liabilitie | 5,33 |  | 4.858 |

## Note 8 -Employee Benefit Plans

## Retirement Savings Plan

On February 24, 1994, the Company's Board of Directors proved the Shoe Carnival Retirement Savings Plan (the "Retirement Plan"). The Retirement Plan is open to all employees who have been employed for one year, are at east 21 years of age, and who work at least 1,000 hours per ear. The primary savings mechanism employee may contribute up to $15 \%$ of earnings with the Company matching the first $4 \%$ at a rate of $50 \%$.
Employee and Company contributions are paid to a rustee and invested in up to 16 investment options at the
 ly vested upon completion and to expense in 2001, 2000 and 1999 ere $\$ 304,000, \$ 334,000$ and $\$ 256,000$, respectively

## Stock Purchase Plan

On May 11, 1995, the Company's shareholders approved the Shoe Carnival, Inc. Employee Stock Purchase Plan (the "Stock Purchase Plan") as adopted by the Company's Board
of Directors on February 9, 1995. The Stock Purchase Plan reserves 300,000 shares of the Company's common stock subject to adjustment for any subsequent stock splits, stock dividends and certain other changes in the common stock) for issuance and sale to any employee who has been employe for more than a year at the beginning of the calendar year, and who is not a $10 \%$ owner of the Company's stock, at $85 \%$ alendar year market value up to a maximum of $\mathrm{S}, 00$ or were purchased by participants in the plan and proceeds to the Company for the sale of those shares were approximately $\$ 128,000$.

## eferred Compensation Plan

In 2000, the Company established a non-qualified deferred compensation plan for certain key employees who, due to Internal Revenue Service guidelines, cannot take full advantage of the Company sponsored 401(k) plan. Participants in the plan elect on an annual basis to defer, on a pre-tax basis, portions of their current compensation until retirement, or earlier if so elected. While not required to, the Company can match a portion of the employees' contributions, which would be subject to vesting requirements. The plan is currently unfunded. Compensation expense for the Company's match and earnings on the deferred amounts for 2001 and 2000 were $\$ 65,000$ and $\$ 18,000$, respectively. Total deferred compensation liability at February 2,2002 and February 3, 2001, was $\$ 331,000$ and $\$ 64,000$, respectively.

## Note 9 - Stock Option and Incentive Plans

## 993 Stock Option and Incentive Plan

Effective January 15, 1993, the Company's Board of Directors and shareholders approved the 1993 Stock Option and issuance $1,500,000$ shares of the Che 1993 Plan reserves for ssuaice to 00,00 shars of dividends and certain other changes in the common, stock) pursuant to any incentive awards granted by the Stock Option Committe of the Board of Directors which administers the 993 Plan. The 1993 Plan provides for the grant of incentive awards in the form of stock options or restricted stock to officers and other key employees of the Company. Stock options granted under the plan may be either options intended to qualify for federal income tax purposes as "incentive stock options" or options not qualifying for favorable tax treatment ("non-qualified stock options"). At February 2, 2002, 144,326 shares of unissued common stock were reserved for future grants under the plan.
Outside Directors Stock Option Plan
Effective March 4, 1999, the Company's Board of Directors approved the Outside Directors Stock Option Plan (the Directors Plan"). The Directors Plan reserves for issuance 25,000 shares of the Company's common stock (subject to adjustment for any subsequent stock splits, stock dividends, and certain other changes to the common stock). The
eceive on April 1 st of each year an option to purchase 1,000 shares of the Company's common stock at the market price on the date of grant. The option will vest six months from the grant date and expire ten years from the date of grant. At February 2, 2002, 19,000 shares of unissued common stock were reserved for future grants under the plan.

## 2000 Stock Option and Incentive Plan

Effective June 8, 2000, the Company's Board of Directors and shareholders approved the 2000 Stock Option and Incentive Plan (the "2000 Plan"). The 2000 Plan reserves for issuance $1,000,000$ shares of the Company's common stock (subject to adjustment for any subsequent stock splits, stock dividends, adjustment for any subsequent certain other changes in the common stock) pursuant to any incentive awards granted by the Stock Option Committee of the Board of Directors which administers the 2000 Plan. The 2000 Plan provides for the grant of incentive awards in the form of stock options or restricted stock to officers and other key employees of the Company. Stock options granted under the plan may be either options intended to qualify for federal income tax purposes as "incentive stock options" or options not qualifying for favorable tax treatment
("non-qualified stock options"). At February 2, 2002, 593,500 shares of unissued common stock were reserved for future rants under the plan.
he Company applies Accounting Principles Board Opinio No. 25, "Accounting for Stock Issued to Employees," in ccounting for employee stock options. Accordingly, no compensation expense has been recognized for the 1993 Plan, the Directors Plan or the 2000 Plan.
Pro forma information regarding net income and earnings er share is required by SFAS No. 123, "Accounting for Stoc Based Compensation," and has been determined as if the ompany had accounted for its stock options under SFAS No. 123's fair value method. The fair value of these options was estimated at grant date using Black-Scholes option pricing model with the following weighted average assumptions:

| Fiscal years | 2001 | 2000 | 1999 |
| :---: | :---: | :---: | :---: |
| Risk free interest rate | 4.3 | 5.9\% | 5.4\% |
| Expected dividend yield | 0.0\% | 0.0\% | 0.0\% |
| Expected volatility | 70.8\% | 71.5\% | 72. |
| Expected term | 5 Year | 5 Year | 5 Years |
| For the purpose of pro forma disclosures, the estimated fair value of the options is amortized to expense over the options vesting period. The Company's pro forma information follows: |  |  |  |
| (000's, except per share data) |  |  |  |
| Fiscal years | 2001 | 200 | 1999 |
| Pro forma net income | \$ 11,714 | 8,675 | \$ 11,243 |
| Pro forma net income per share-Basic | \$ 97 | . 70 | \$ . 8 |
| Pro forma net income per share-Diluted |  |  |  |

The weighted-average fair value of options granted was $\$ 6.82, \$ 3.68$ and $\$ 7.03$ for 2001, 2000 and 1999, respectively.

The following table summarizes the transactions pursuant to the stock option plans for the three-year period ended February 2, 2002:

|  | Number <br> of Shares | Weighted <br> Average <br> Exercise Price |
| :---: | :---: | :---: |
| Outstanding at January 30, 1999 | 857,274 | $\$ 7.34$ |
| Granted | 322,750 | 11.09 |
| Cancelled | $(18,094)$ | 10.32 |
| Exercised | $(152,584)$ | 6.58 |
| Outstanding at January 29, 2000 | $1,009,346$ | 8.60 |
| Granted | 579,800 | 5.79 |
| Cancelled | $(66,750)$ | 9.80 |
| Exercised | $(35,735)$ | 8.96 |
| Outstanding at February 3, 2001 | $1,486,661$ | 7.50 |
| Granted | 15,000 | 11.08 |
| Cancelled | $(55,954)$ | 6.97 |
| Exercised | $(392,791)$ | 6.68 |
| Outstanding at February 2,2002 | $\mathbf{1 , 0 5 2 , 9 1 6}$ | $\mathbf{\$ 7 . 8 9}$ |
| Options exercisable |  |  |
| At January 30, |  |  |
| At January | 517,842 | $\$ 6.30$ |
| At February 3, 2000 | 5001 | 534,382 |
| At February 2, 2002 | 656,131 | $\$ 6.68$ |

The following table summarizes information regarding out standing and exercisable options at February 2, 2002:

| Range of Exercise Price | Options Outstanding |  |  |
| :---: | :---: | :---: | :---: |
|  | Number of Options Outstanding | Weighted <br> Average Remaining Life | Weighted Average Exercise Price |
| \$4.38-\$6.00 | 481,003 | 7.0 | \$ 4.91 |
| \$ $6.25-\$ 10.88$ | 177,281 | 6.8 | \$ 8.63 |
| \$11.00-\$11.50 | 372,632 | 6.8 | \$11.08 |
| \$11.63-\$17.25 | 22,000 | 6.2 | \$13.19 |
|  | Options Exercisable |  |  |
|  |  |  | Weighted |
| Range of | Number |  | Average |
| Exercise | of Options |  | Exercise |
| Price | Exercisable |  | Price |
| \$ $4.38-\$ 6.00$ | 302,982 |  | \$ 5.19 |
| \$ 6.25 - \$10.88 | 79.076 |  | \$ 8.60 |
| \$11.00-\$11.50 | 288,017 |  | \$11.07 |
| \$11.63-\$17.25 | 11,666 |  | \$13.40 |
| Note 10 - Shareholders' Equity |  |  |  |

On January 7, 2000, the Company's Board of Directors authorn January 7, 2000, the Company's Board of Directors authorto purchase up to $\$ 10$ million of the outstanding common tock. During 1999 the Company purchased 291,900 shares an approximate cost of $\$ 2.4$ million. An additional $1,153,450$ shares were purchased in 2000 at an approximate cost of $\$ 7.6$ million to complete the repurchase program.

## Note 11 - Contingencies

itigation
The Company is involved in various routine legal proceeding ncidental to the conduct of its business, none of which is expected to have a material adverse effect on the Company's nancial position.

## Note 12 - Other Related Party Transactions

The Company's Chairman and Principal Shareholder and his son are principal shareholders of LC Footwear, LLC and PL Footwear, Inc. The Company purchases name brand merchandise from LC Footwear, LLC, while PL Footwear, Inc. serves as an import agent for the Company. PL Footwea Inc. represents the Company on a commission basis in dealings with shoe factories in mainland China, where most of the Company's private label shoes are manufactured. The Company purchased approximately $\$ 146,000, \$ 352,000$ nd $\$ 798,000$ of merchandise from LC Footwear, LLC in 2001 000 and 1999, respectively. Commissions paid to PL 201, 2000 a 1999 , I respectively.

## Note 13 - Quarterly Results (Unaudited)

Quarterly results are determined in accordance with the accounting policies used for annual data and include certain ems based upon estimates for the entire year. All fiscal quarters in 2001 and 2000 include results for 13 weeks except for the fourth quarter of 2000 which includes results for 14 weeks. The following table summarizes results for 2001 and 2000:
(000's, except per share data)

| 2001 |  |
| :--- | :--- |
| Net sales |  |
| Gross rrofit |  |
| Operating income |  |
| Net income |  |
| Net income per |  |
| share - Basic |  |
| Net income per |  |
| share - Diluted |  |
|  |  |

(000's, except per share data)

|  | First | Second <br> Quarter | Third <br> Quarter | Fourth <br> Quarter |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Quarter |  |  |  |  |

## Directors

## Corporate Information

## J. Wayne Weaver <br> Chairman of the Board

Shoe Carnival, Inc.

## Mark L. Lemon

President and
Chief Executive Offic
Shoe Carnival, Inc.
William E. Bindley ${ }^{12,2,3}$
Chairman and Chief Executive Office
Bindley Capital Partners, LLC
Indianapolis, Indiana

## Officers and

Corporate Management

## J. Wayne Weaver*

hairman

Mark L. Lemond*
President and Chief Executive Officer

## imothy T. Baker*

Executive Vice President -
Store Operations

## Clifton E. Sifford*

Executive Vice President General Merchandise Manager
W. Kerry Jackson*

Senior Vice President,
Chief Financial Officer
and Treasurer

## Bruce C. Boehme <br> Vice President

Loss Prevention
Gregory L. Brown
Vice President - Northern Division
Mitchell A. Chandler
Vice President - Divisional
Merchandise Manager

## erry L. Clements

Vice President - Information Services

## erald W. Schoor ${ }^{12}{ }^{23}$

Merchant Banker
St. Louis, Missour

## James A. Aschleman

Baker \& Daniels
dianapolis, Indiana

## 1) Audit Committee <br> 12) Compensation Committee 3) Stock Otion Committee

3) Stock Option Committe
". Committe Chairman

Sean M. Georges
Vice President - Human Resources

## David M. Groff

Assistant Vice President -
Store Operations
Edward J. Hensel
Vice President - Distribution

## David A. Kapp*

Vice President -
Merchandise Allocation
and Secretary
Paul R. Kinney
Vice President - Real Estat

## William D. Lackey

Vice President - Divisional
Merchandise Manager

## Kirk V. Light

Vice President - Store Planning
Scott A. Mauser
Vice President - Marketing
Steven D. Meyer
Vice President - Southern Division

## Ron A. Derrick

Annual Meeting of Shareholders
The Annual Meeting of Shareholders will be held on Wednesday, June 5, 2002, at 10:00 a.m. local time at the Evansville Airport Marriott in Evansville, Indiana

## Market Information

The Common Stock of Shoe Carnival, Inc. is traded on the asdaq Stock Market under the symbol SCVL. The chart elow sets forth the high and low stock prices for each quarter of the fiscal years 2001 and 2000.

|  | 2001 |  | 2000 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | High | Low | High | Low |
| First Quarter | $\mathbf{\$ 1 1 . 0 0}$ | $\mathbf{\$ 8 . 2 2}$ | $\$ 13.75$ | $\$ 7.22$ |
| Second Quarter | $\mathbf{1 3 . 0 0}$ | $\mathbf{9 . 3 0}$ | 9.75 | 4.81 |
| Third Quarter | $\mathbf{1 3 . 8 5}$ | $\mathbf{8 . 6 0}$ | 7.13 | 4.75 |
| Fourth Quarter | $\mathbf{1 4 . 7 0}$ | $\mathbf{8 . 4 0}$ | 7.00 | 3.94 |

At February 20, 2002, there were approximately 225 shareholders of record of the common stock and approximately 2,072 beneficial owners of the common stock.

## Corporate Office

Shoe Carnival, Inc. Evansville Indiana 477 812-867-6471

## Transfer Agent

Computershare Investor Service
2 North LaSalle Street
Chicago, Illinois 60602
Independent Auditors
Deloitte \& Touche, LLP
San Francisco, California
Corporate Counsel
Baker \& Daniels
Indianapolis, Indiana

## Form 10-K and Investor Contact

The Company's Annual Report on Form 10-K as filed with the Securities and Exchange Commission is available without charge to shareholders, investment professional and securities analysts upon written request. Requests should be addres

## ShOE CARNTYAE

8233 Baumgart Road
Evansville, Indiana 47725
www.shoecarnival.com


[^0]:    See notes to consolidated financial statements

[^1]:    See notes to consolidated financial statements

