

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

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): September 7, 2023**

**Zumiez Inc.**

(Exact name of registrant as specified in its charter)

**Washington**

(State or Other Jurisdiction of Incorporation)

**000-51300**

(Commission File Number)

**91-1040022**

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

**4001 204th Street SW**

**Lynnwood, Washington 98036**

(Address of Principal Executive Offices) (Zip Code)

**(425) 551-1500**

(Registrant's telephone number, including area code)

**Not Applicable**

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	ZUMZ	Nasdaq Global Select

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

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.

**Item 2.02. Results of Operations and Financial Condition.**

On September 7, 2023, Zumiez Inc. issued a press release (the "Press Release") reporting its financial results for the second quarter ended July 29, 2023, a copy of which is attached hereto as Exhibit 99.1 and the contents of which are incorporated herein by this reference.

In accordance with General Instruction B.2. of Form 8-K, the information contained in this report and the Press Release shall not be deemed "Filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

**Item 9.01. Financial Statements and Exhibits.**

[99.1](#) [Press Release dated September 7, 2023](#)

104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

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**SIGNATURE**

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

**Zumiez Inc.**

Date: September 7, 2023

By: /s/ Richard M. Brooks  
Richard M. Brooks  
Chief Executive Officer

## Zumiez Inc. Announces Fiscal 2023 Second Quarter Results

LYNNWOOD, Wash., Sept. 07, 2023 (GLOBE NEWSWIRE) -- Zumiez Inc. (NASDAQ: ZUMZ) a leading specialty retailer of apparel, footwear, equipment and accessories for young men and women, today reported results for the second quarter ended July 29, 2023.

Net sales for the second quarter ended July 29, 2023 (13 weeks) decreased 11.6% to \$194.4 million from \$220.0 million in the second quarter ended July 30, 2022 (13 weeks). Net loss in the second quarter of fiscal 2023 was \$8.5 million, or \$0.44 per diluted share, compared to net income of \$3.1 million, or \$0.16 per diluted share, in the second quarter of the prior fiscal year.

Total net sales for the six months (26 weeks) ended July 29, 2023 decreased 14.4% to \$377.3 million from \$440.7 million reported for the six months (26 weeks) ended July 30, 2022. Net loss for the first six months of fiscal 2023 was \$26.9 million, or \$1.40 per diluted share, compared to net income for the first six months of fiscal 2022 of \$2.7 million, or \$0.14 per diluted share.

At July 29, 2023, the Company had cash and current marketable securities of \$140.0 million compared to cash and current marketable securities of \$166.2 million at July 30, 2022. The decrease was primarily driven by capital expenditures.

Rick Brooks, Chief Executive Officer of Zumiez Inc., stated, "While our North American business remains under pressure, second quarter sales trends improved month-to-month and our year-over-year top-line performance was meaningfully better compared with the first quarter. With continued headwinds facing consumer discretionary spending combined with a heightened promotional marketplace, we are pleased with the progress we've made positioning our business for the second half of 2023. The back-to-school season, which is historically a good indicator for holiday demand, is continuing to show improvement from the last few quarters. Despite the challenges year-to-date, we are confident that the global consumer centric operating model we have built and refined over the past four decades will continue to deliver great long-term value for our shareholders."

### Third Quarter To-Date

Total third quarter-to-date sales for the 37 days ending September 4, 2023 decreased 7.7%, compared with the same 37-day time period in the prior year ended September 5, 2022. Total comparable sales for the 37-day period ending September 4, 2023 were down 8.6% from the comparable period in the prior year.

### Fiscal 2023 Third Quarter Outlook

The Company is introducing guidance for the three months ending October 28, 2023. Net sales are projected to be in the range of \$211 to \$216 million. Consolidated operating margins are expected to be between negative 1.5% and negative 2.5% resulting in a loss per diluted share of approximately \$0.15 to \$0.25.

The Company currently intends to open approximately 19 new stores in fiscal 2023, including up to 5 stores in North America, 10 stores in Europe and 4 stores in Australia.

### Conference call Information

To access the conference call, please pre-register using this link (registration link). Registrants will receive confirmation with dial-in details. The conference call will also be available to interested parties through a live webcast at <https://ir.zumiez.com>. To avoid delays, we encourage participants to dial into the conference call fifteen minutes ahead of the scheduled start time. A replay of the webcast will also be available for a limited time at <https://ir.zumiez.com>.

### About Zumiez Inc.

Zumiez is a leading specialty retailer of apparel, footwear, accessories and hardgoods for young men and women who want to express their individuality through the fashion, music, art and culture of action sports, streetwear, and other unique lifestyles. As of August 26, 2023, we operated 761 stores, including 609 in the United States, 49 in Canada, 81 in Europe and 22 in Australia. We operate under the names Zumiez, Blue Tomato and Fast Times. Additionally, we operate ecommerce web sites at [zumiez.com](http://zumiez.com), [zumiez.ca](http://zumiez.ca), [blue-tomato.com](http://blue-tomato.com) and [fasttimes.com.au](http://fasttimes.com.au).

### Safe Harbor Statement

Certain statements in this press release and oral statements relating thereto made from time to time by representatives of the Company may constitute forward-looking statements for purposes of the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. These statements include, without limitation, predictions and guidance relating to the Company's future financial performance, brand and product category diversity, ability to adjust product mix, integration of acquired businesses, growing customer demand for our products and new store openings. In some cases, you can identify forward-looking statements by terminology such as, "may," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," "continue," or the negative of these terms or other comparable terminology. These forward-looking statements are based on management's current expectations but they involve a number of risks and uncertainties. Actual results and the timing of events could differ materially from those anticipated in the forward-looking statements as a result of risks and uncertainties, which include, without limitation, those described in the Company's annual report on Form 10-K for the fiscal year ended January 28, 2023 as filed with the Securities and Exchange Commission and available at [www.sec.gov](http://www.sec.gov). You are urged to consider these factors carefully in evaluating the forward-looking statements herein and are cautioned not to place undue reliance on such forward-looking statements, which are qualified in their entirety by this cautionary statement. The forward-looking statements

speak only as of the date on which they are made and the Company undertakes no obligation to publicly update such forward-looking statements to reflect subsequent events or circumstances.

**ZUMIEZ INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
(In thousands, except per share amounts)  
(Unaudited)

	<b>Three Months Ended</b>			
	<b>July 29, 2023</b>	<b>% of Sales</b>	<b>July 30, 2022</b>	<b>% of Sales</b>
Net sales	\$ 194,438	100.0%	\$ 219,993	100.0%
Cost of goods sold	132,760	68.3%	144,929	65.9%
<b>Gross profit</b>	61,678	31.7%	75,064	34.1%
Selling, general and administrative expenses	72,171	37.1%	70,109	31.8%
<b>Operating (loss) profit</b>	(10,493)	-5.4%	4,955	2.3%
Interest income, net	775	0.4%	358	0.1%
Other income, net	423	0.2%	233	0.1%
<b>(Loss) earnings before income taxes</b>	(9,295)	-4.8%	5,546	2.5%
(Benefit from) provision for income taxes	(786)	-0.4%	2,479	1.1%
<b>Net (loss) income</b>	\$ (8,509)	-4.4%	\$ 3,067	1.4%
Basic (loss) earnings per share	\$ (0.44)		\$ 0.16	
Diluted (loss) earnings per share	\$ (0.44)		\$ 0.16	
Weighted average shares used in computation of (loss) earnings per share:				
Basic	19,311		19,084	
Diluted	19,311		19,262	

	<b>Six Months Ended</b>			
	<b>July 29, 2023</b>	<b>% of Sales</b>	<b>July 30, 2022</b>	<b>% of Sales</b>
Net sales	\$ 377,325	100.0%	\$ 440,679	100.0%
Cost of goods sold	266,290	70.6%	293,242	66.5%
<b>Gross profit</b>	111,035	29.4%	147,437	33.5%
Selling, general and administrative expenses	142,881	37.8%	141,985	32.3%
<b>Operating (loss) profit</b>	(31,846)	-8.4%	5,452	1.2%
Interest income, net	1,632	0.4%	850	0.2%
Other (expense) income, net	(118)	0.0%	405	0.1%
<b>(Loss) earnings before income taxes</b>	(30,332)	-8.0%	6,707	1.5%
(Benefit from) provision for income taxes	(3,441)	-0.9%	4,037	0.9%
<b>Net (loss) income</b>	\$ (26,891)	-7.1%	\$ 2,670	0.6%
Basic (loss) earnings per share	\$ (1.40)		\$ 0.14	
Diluted (loss) earnings per share	\$ (1.40)		\$ 0.14	
Weighted average shares used in computation of (loss) earnings per share:				
Basic	19,254		19,308	
Diluted	19,254		19,592	

**ZUMIEZ INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(In thousands)

	<b>July 29, 2023</b>	<b>January 28,</b>	<b>July 30, 2022</b>
	<b>(Unaudited)</b>	<b>2023</b>	<b>(Unaudited)</b>
<b>Assets</b>			
<b>Current assets</b>			

Cash and cash equivalents	\$ 57,854	\$ 81,503	\$ 59,144
Marketable securities	82,128	91,986	107,036
Receivables	23,910	20,613	24,201
Inventories	156,654	134,824	151,071
Prepaid expenses and other current assets	14,523	11,252	14,053
<b>Total current assets</b>	<b>335,069</b>	<b>340,178</b>	<b>355,505</b>
Fixed assets, net	94,193	93,746	91,196
Operating lease right-of-use assets	221,538	222,240	228,243
Goodwill	56,889	56,566	54,017
Intangible assets, net	14,409	14,443	13,679
Deferred tax assets, net	12,161	8,205	6,546
Other long-term assets	11,575	12,525	11,425
<b>Total long-term assets</b>	<b>410,765</b>	<b>407,725</b>	<b>405,106</b>
<b>Total assets</b>	<b>\$ 745,834</b>	<b>\$ 747,903</b>	<b>\$ 760,611</b>

### Liabilities and Shareholders' Equity

<b>Current liabilities</b>			
Trade accounts payable	\$ 69,773	\$ 40,379	\$ 72,915
Accrued payroll and payroll taxes	14,608	16,321	16,970
Operating lease liabilities	66,087	65,460	67,411
Other liabilities	19,312	23,649	23,951
<b>Total current liabilities</b>	<b>169,780</b>	<b>145,809</b>	<b>181,247</b>
Long-term operating lease liabilities	184,439	188,835	196,073
Other long-term liabilities	6,191	5,931	4,995
<b>Total long-term liabilities</b>	<b>190,630</b>	<b>194,766</b>	<b>201,068</b>
<b>Total liabilities</b>	<b>360,410</b>	<b>340,575</b>	<b>382,315</b>
<b>Shareholders' equity</b>			
Preferred stock, no par value, 20,000 shares authorized; none issued and outstanding	—	—	—
Common stock, no par value, 50,000 shares authorized; 19,809 shares issued and outstanding at July 29, 2023, 19,489 shares issued and outstanding at January 28, 2023, and 19,474 shares issued and outstanding at July 30, 2023	192,169	188,418	184,619
Accumulated other comprehensive loss	(18,557)	(19,793)	(26,662)
Retained earnings	211,812	238,703	220,339
<b>Total shareholders' equity</b>	<b>385,424</b>	<b>407,328</b>	<b>378,296</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 745,834</b>	<b>\$ 747,903</b>	<b>\$ 760,611</b>

**ZUMIEZ INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(In thousands)  
(Unaudited)

	<b>Six Months Ended</b>	
	<b>July 29, 2023</b>	<b>July 30, 2022</b>
<b>Cash flows from operating activities:</b>		
Net (loss) income	\$ (26,891)	\$ 2,670
Adjustments to reconcile net (loss) income to net cash used in operating activities:		
Depreciation, amortization and accretion	10,881	10,598
Noncash lease expense	34,380	33,040
Deferred taxes	(4,060)	3,035
Stock-based compensation expense	3,476	3,513
Impairment of long-lived assets	338	65
Other	84	(115)
Changes in operating assets and liabilities:		
Receivables	(1,113)	(5,496)

Inventories	(21,721)	(24,671)
Prepaid expenses and other assets	(3,807)	(3,946)
Trade accounts payable	30,150	17,084
Accrued payroll and payroll taxes	(1,676)	(13,958)
Income taxes payable	(1,044)	(4,128)
Operating lease liabilities	(38,783)	(37,239)
Other liabilities	(4,480)	(4,611)
<b>Net cash used in operating activities</b>	<b>(24,266)</b>	<b>(24,159)</b>
<b>Cash flows from investing activities:</b>		
Additions to fixed assets	(11,879)	(10,253)
Purchases of marketable securities and other investments	(1,850)	(1,914)
Sales and maturities of marketable securities and other investments	12,284	67,890
<b>Net cash (used in) provided by investing activities</b>	<b>(1,445)</b>	<b>55,723</b>
<b>Cash flows from financing activities:</b>		
Proceeds from revolving credit facilities	25,682	19,844
Payments on revolving credit facilities	(25,682)	(19,844)
Proceeds from issuance and exercise of stock-based awards	460	781
Payments for tax withholdings on equity awards	(185)	(499)
Common stock repurchased	—	(87,860)
<b>Net cash provided by (used in) financing activities</b>	<b>275</b>	<b>(87,578)</b>
<b>Effect of exchange rate changes on cash, cash equivalents, and restricted cash</b>	<b>179</b>	<b>(2,367)</b>
<b>Net decrease in cash, cash equivalents, and restricted cash</b>	<b>(25,257)</b>	<b>(58,381)</b>
<b>Cash, cash equivalents, and restricted cash, beginning of period</b>	<b>88,453</b>	<b>124,052</b>
<b>Cash, cash equivalents, and restricted cash, end of period</b>	<b>\$ 63,196</b>	<b>\$ 65,671</b>
<b>Supplemental disclosure on cash flow information:</b>		
Cash paid during the period for income taxes	\$ 1,520	\$ 5,027
Accrual for purchases of fixed assets	1,784	2,466

**Company Contact:**

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