

# DESTINATION MATERNITY CORPORATION BANKRUPTCY CASE STUDY

FILED ON 10/21/2019



CreditRiskMonitor's warning of Destination Maternity Corporation's ("Destination Maternity") bankruptcy risk was determined by a combination of factors:

Monthly Average FRISK® Score	Page 2
The FRISK® Score Components	3
Company Report Detail	4
FRISK® Deep Dive and Adjusted Market Cap Volatility	5
FRISK® Stress Index	6
Peer Analysis on Alternate Suppliers and Customers	7
Quarterly Performance Ratios	8
Quarterly Leverage Ratios	9
Quarterly Liquidity Ratios and Rates of Return	10
News Alerts: A Timeline of Concerning News Items	11
Management Discussion and Analysis	12
About This Report/Contact CreditRiskMonitor	13

# MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at Destination Maternity Corporation (OTC: DESTQ) for more than a year.

The company ultimately filed for bankruptcy on October 21, 2019.

Rucinace Nama		2018		2019										
	Business Name	0	N	D	J	F	M	Α	М	J	J	Α	S	0
	Destination Maternity Corporation	4	4	3	3	3	3	3	2	1	1	1	1	1

BANKRUPT!

The FRISK® score is 96% accurate\* in predicting the risk of corporate failure/bankruptcy over a 12-month horizon.

All FRISK® scores are recalculated every night for each subsequent 12-month period.

FDICK® Cooks	BANKRUPTCY RISK RELATIVE	TO THE HISTORICAL AVERAGE
FRISK® Score	FROM	ТО
10	0.00x	0.12x
9	0.12x	0.27x
8	0.27x	0.34x
7	0.34x	0.55x
6	0.55x	0.87x
5	0.87x	1.40x
<u>ys</u> 4	1.40x	2.10x
3 3	2.10x	4.00x
₹ 2	4.00x	9.99x
1	9.99x	50.00x

While the risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

<sup>\*</sup>FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

# THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility

Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's, Fitch, & DBRS

# Crowdsourced CreditRiskMonitor Usage Data

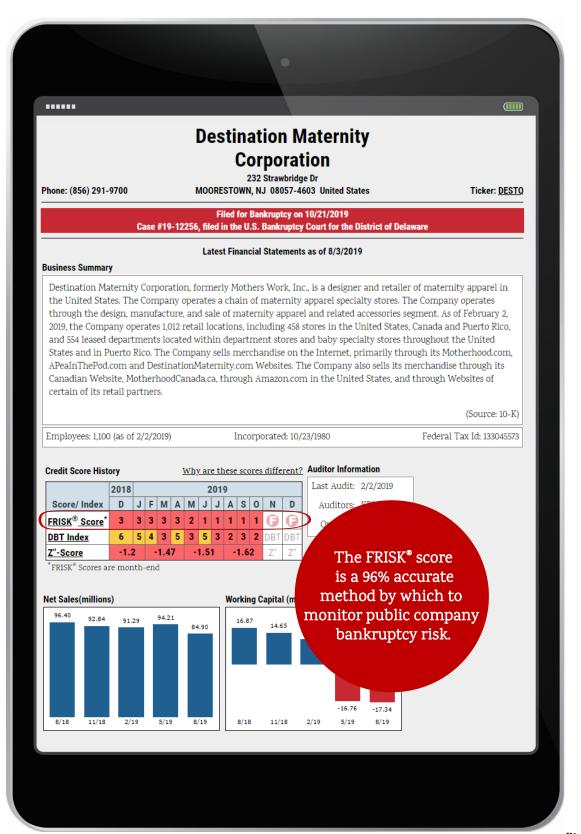
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

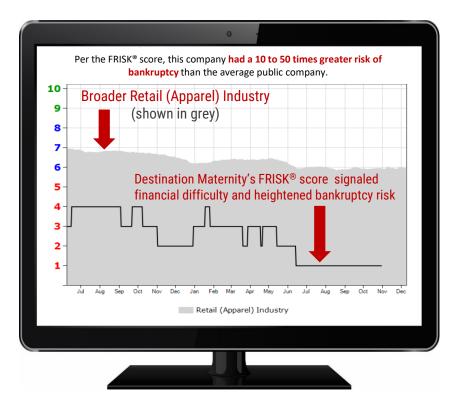
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

#### **COMPANY REPORT DETAIL**



# FRISK® DEEP DIVE



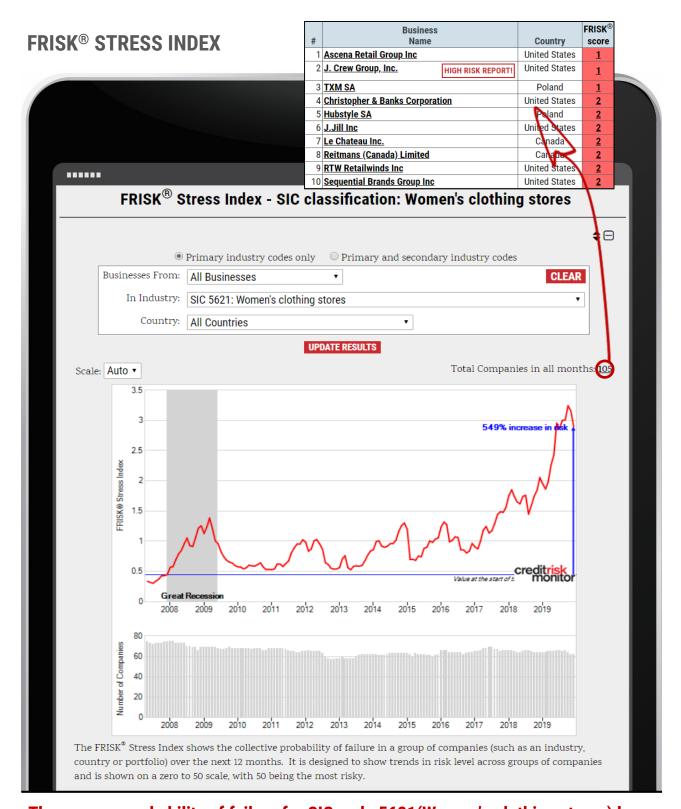
The FRISK® score relative to the broader Retail Apparel industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

## ADJUSTED MARKET CAP VOLATILITY

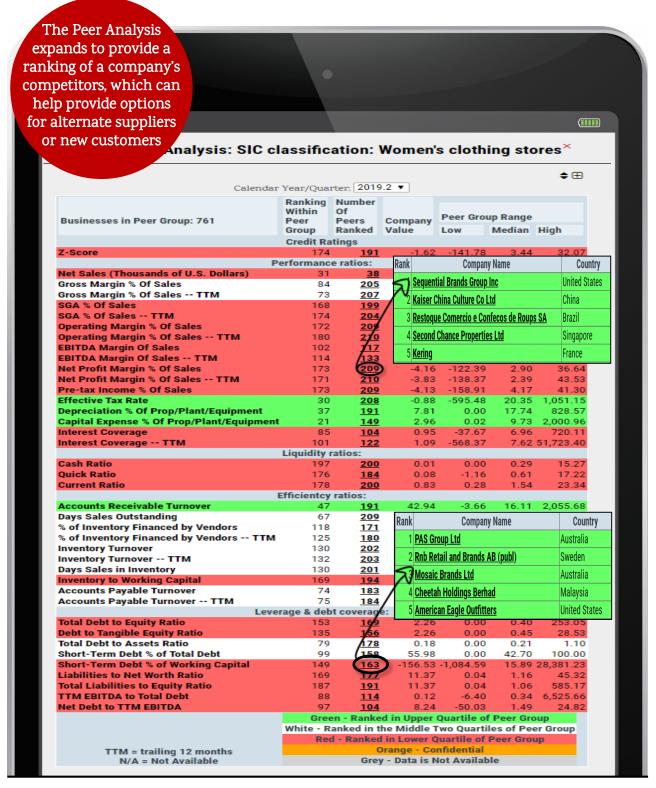


One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 5621(Women's clothing stores) has increased 549% since 2007. Destination Maternity was among the weakest names in the industry as evidenced by its FRISK® score of 1.

## PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



Destination Maternity demonstrated bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

# **QUARTERLY PERFORMANCE RATIOS**

Operating and net losses in all but one of the last five fiscal quarters Recurring
poor interest
coverage ratio
signaled
heightened
default risk

# **Performance Ratios - Sequential Quarters**

Terrorman	(Thousands o	of U.S. Dollars)	ui Quai tei	"	
	3 mos	3 mos	3 mos	3 mos	3 mos
Period Ended	8/3/2019	5/4/2019	2/2/2019	11/3/2018	8/4/2018
Net Sales \$	\$84,901	\$94,213	\$91,291	\$92,837	\$96,395
% change	-9.88%	3.20%	-1.67%	-3.69%	-6.62%
Gross Margin \$	\$43,648	\$51,597	\$44,223	\$48,656	\$49,865
% change	-15.41%	16.67%	-9.11%	-2.42%	-10.00%
% of sales	51.41%	54.77%	48.44%	52.41%	51.73%
change as % of incremental sales	n/m	252.36%	n/m	n/m	n/m
SG&A \$	\$45,153	\$48,490	\$47,750	\$48,629	\$50,095
% change	-6.88%	1.55%	-1.81%	-2.93%	-3.40%
% of sales	53.18%	51.47%	52.31%	52.38%	51.97%
change as % of incremental sales	n/m	25.33%	n/m	n/m	n/m
Operating margin \$	(\$2,164)	\$1,576	(\$5,378)	(\$2,826)	(\$2,825)
% change	-237.31%	129.30%	-90.30%	-0.04%	-297.97%
% of sales	-2.55%	1.67%	-5.89%	-3.04%	-2.93%
change as % of incremental sales	n/m	237.99%	n/m	n/m	n/m
EBITDA \$	\$1,275	\$5,129	(\$1,662)	\$1,002	\$1,086
% change	-75.14%	408.60%	-265.87%	-7.73%	-80.17%
% of sales	1.50%	5.44%	-1.82%	1.08%	1.13%
change as % of incremental sales	n/m	232.41%	n/m	n/m	n/m
EBIT \$	(\$2,164)	\$1,576	(\$5,378)	(\$2,826)	(\$2,825)
% change	-237.31%	129.30%	-90.30%	-0.04%	-297.97%
% of sales	-2.55%	1.67%	-5.89%	-3.04%	-2.93%
change as % of incremental sales	n/m	237.99%	n/m	n/m	n/m
Pre-tax income \$	(\$3,504)	\$161	(\$6,673)	(\$4,058)	(\$3,969)
% change	-2,276.40%	102.41%	-64.44%	-2.24%	-1,570.00%
% of sales	-4.13%	0.17%	-7.31%	-4.37%	-4.12%
change as % of incremental sales	n/m	233.88%	n/m	n/m	n/m
Net income (loss) \$	(\$3,535)	\$130	(\$6,402)	(\$4,114)	(\$4,025)
% change	-2,819.23%	102.03%	-55.62%	-2.21%	-1,980.84%
% of sales	-4.16%	0.14%	-7.01%	-4.43%	-4.18%
change as % of incremental sales	n/m	223.55%	n/m	n/m	n/m
Tax expense \$	\$31	\$31	(\$271)	\$56	\$56
Effective tax rate	-0.88%	19.25%	4.06%	-1.38%	-1.41%
Depreciation expense \$	\$3,439	\$3,553	\$3,716	\$3,828	\$3,911
% of sales	4.05%	3.77%	4.07%	4.12%	4.06%
% of capital expenses	264.13%	143.38%	321.45%	436.49%	271.98%
% of PP&E, net (annualized)	7.81%	12.36%	27.88%	26.78%	25.72%
Capital expenditures \$	\$1,302	\$2,478	\$1,156	\$877	\$1,438
% change	-47.46%	114.36%	31.81%	-39.01%	26.03%
% of PP&E, net (annualized)	2.96%	8.62%	8.67%	6.14%	9.46%
% of working capital (annualized)	-30.55%	-391.55%	35.10%	22.26%	33.61%
Interest coverage ratio	<b>0.95</b> -73,75%	3.62 382.45%	(1.28)	0.81 -14.32%	<b>0.95</b> -79.95%
% change Free cash flow \$			-257.80%		
% change	\$4,711	(\$7,074)	\$4,445	(\$14,135)	<b>\$6,867</b> 290.75%
3	166.60%	-259.15% 10-0	131.45% 10-K	-305.84% 10-Q	290.75% 10-Q
Source:	10-Q 9/17/2019	6/12/2019	4/16/2019	10-Q 12/11/2018	9/10/2018

# **QUARTERLY LEVERAGE RATIOS**

Increasing total debt in relation to tangible net worth signaled heightened risk

Short-term debt as a percentage of working capital was negative in the last two quarters

# Leverage Ratios - Sequential Quarters (Thousands of U.S. Dollars)

	(Thousands of 0.5. Donars)				
Period Ended	8/3/2019	5/4/2019	2/2/2019	11/3/2018	8/4/2018
Total debt \$	\$48,484	\$52,751	\$46,556	\$49,133	\$35,983
% change	-8.09%	13.31%	-5.24%	36.55%	-15.73%
Stockholders' equity \$	\$21,426	\$24,816	\$27,151	\$33,361	\$37,415
% change	-13.66%	-8.60%	-18.61%	-10.84%	-9.17%
Total debt to equity ratio	2.26	2.13	1.71	1.47	0.96
% change	6.45%	23.97%	16.42%	53.15%	-7.23%
Tangible net worth \$	\$21,426	\$24,816	\$26,338	\$32,498	\$36,536
% change	-13.66%	-5.78%	-18.96%	-11.05%	-9.27%
Total debt to tangible net worth	2.26	2.13	1.77	1.51	0.98
% change	6.45%	20.26%	16.91%	53.51%	-7.12%
Total assets \$	\$265,139	\$275,795	\$146,174	\$160,105	\$152,739
% change	-3.86%	88.68%	-8.70%	4.82%	-3.07%
Total debt to assets ratio	0.18	0.19	0.32	0.31	0.24
% change	-4.39%	-39.94%	3.78%	30.26%	-13.06%
Tangible assets \$	\$265,139	\$275,795	\$145,361	\$159,242	\$151,860
% change	-3.86%	89.73%	-8.72%	4.86%	-3.05%
Short-term debt \$	\$27,141	\$30,457	\$24,772	\$26,429	\$12,181
% change	-10.89%	22.95%	-6.27%	116.97%	-39.83%
Short-term debt % of total debt	55.98%	57.74%	53.21%	53.79%	33.85%
% change	-3.04%	8.51%	-1.08%	58.90%	-28.60%
Short-term debt % of working capital	-156.53%	-181.74%	211.80%	180.43%	72.21%
% change	13.87%	-185.81%	17.39%	149.88%	-38.10%
Total liabilities \$	\$243,713	\$250,979	\$119,023	\$126,744	\$115,324
% change	-2.90%	110.87%	-6.09%	9.90%	-0.90%
Total liabilities to equity ratio	11.37	10.11	4.38	3.80	3.08
% change	12.47%	130.71%	15.38%	23.26%	9.10%
Total liabilities to tangible net worth ratio	11.37	10.11	4.52	3.90	3.16
% change	12.47%	123.80%	15.87%	23.56%	9.21%
Total debt to EBITDA ratio (annualized)	9.51	2.57	n/a	12.26	8.28
% change		n/a	n/a	47.99%	324.99%
Source:			10-K	10-Q	10-Q
	Total liabi	lities	4/16/2019	12/11/2018	9/10/2018

to tangible net worth ratio substantially worsened

# **QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN**

Working capital turned negative	Liquidity Ratio	os - Sequen		ke	Declining a meager y liquidity ratios	
Period Ended	8/3/2019	5/4/2019	2/2/2019	11/3/2018	8/4/2018	
Current assets \$	\$85,806	\$91,988	\$89,378	\$97,832	\$86,950	
% change	-6.72%	2.92%	-8.64%	12.52%	-2.40%	
% of short-term debt	316.15%	302.03%	360.80%	370.17%	713.82%	
Current liabilities \$	\$103,145	\$108,747	\$77,682	\$83,184	\$70,080	
% change	-5.15%	39.99%	-6.61%	18.70%	-2.30%	
Working capital \$	(\$17,339)	(\$16,759)	\$11,696	\$14,648	\$16,870	
% change	-3.46%	-243.29%	-20.15%	-13.17%	-2.81%	
% of sales (annualized)	-5.11%	-4.45%	3.20%	3.94%	4.38%	
Cash \$	\$1,142	\$1,193	\$1,154	\$1,247	\$1,317	
% change	-4.27%	3.38%	-7.46%	-5.32%	-34.31%	
% of short-t <u>erm</u> debt	4.21%	3.92%	4.66%	4.72%	10.81%	
Cash ratio	0.01	0.01	0.01	0.02	0.02	
% change	0.91%	-26.17%	-0.67%	-20.21%	-32.86%	
Quick assets \$	\$8,154	\$10,000	\$9,099	\$8,508	\$8,154	
% change	-18.46%	9.90%	6.95%	4.34%	-25.15%	
% of short-term debt	30.04%	32.83%	36.73%	32.19%	66.94%	
Quick ratio	0.08	0.09	0.12	0.10	0.12	
% change	-14.02%	-21.43%	14.47%	-12.11%	-23.37%	
Current ratio	0.83	0.85	1.15	1.18	1.24	
% change	-1.66%	-26.48%	-2.17%	-5.21%	-0.10%	
Source:	10-Q 9/17/2019	10-Q 6/12/2019	10-K 4/16/2019	10-Q 12/11/2018	10-Q 9/10/2018	

Inable to generate					
eaningful returns	Rate of Return -	Sequentia ds of U.S. Dollars			
Period Ended	3 mos 8/3/2019	3 mos 5/4/2019	3 mos 2/2/2019	3 mos 11/3/2018	3 mos 8/4/2018
Return on equity	-14.24%	0.48%	-19.19%	-11.00%	-9.77%
% change	-3,075.10%	102.50%	-74.53%	-12.53%	-1,956.96%
Return on net tangible equity	-14.24%	0.49%	-19.70%	-11.26%	-10.00%
% change	-2,985.90%	102.51%	-74.95%	-12.65%	-1,955.14%
Return on total assets	-1.31%	0.06%	-4.18%	-2.63%	-2.59%
% change	-2,221.75%	101.47%	-58.95%	-1.38%	-2,040.31%
Return on tangible assets	-1.31%	0.06%	-4.20%	-2.64%	-2.61%
% change	-2,218.31%	101.47%	-58.93%	-1.36%	-2,040.07%
Source:	10-Q 9/17/2019	10-Q 6/12/2019	10-K 4/16/2019	10-Q 12/11/2018	10-Q 9/10/2018

## **NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS**

Destination Maternity reported Q4 2018 declines in sales and gross profit compared to the same period last year. These declines were attributed to soft e-commerce site conversion results, challenging in-store trends, and an aggressive approach to rightsizing total inventory which negatively impacted margin performance.

4/26/2019 CRMZ News Service Destination Maternity Corp -- updated financials available

In a decision designed to improve performance and deliver profitable growth, Destination Maternity's Board of Directors unanimously determined that the Company would benefit from new CEO leadership. This was the Company's fifth CEO change in the past five years!

6/12/2019 Business Wire Destination Maternity Corporation Announces Senior Leadership Transition and Appoints New Board Member

Destination Maternity's working capital turned substantially negative indicating that the Company could face difficulty in meeting its short-term financial obligations.

6/18/2019 CRMZ News Service Destination Maternity Corp -- updated financials available

Destination Maternity announced that the company would be cutting jobs as part of the company's efficiency and profitability initiatives. Such spending cuts are a financial distress red flag indicator.

6/25/2019 CRMZ News Service Destination Maternity to cut jobs

Destination Maternity received notice from Nasdaq that it was no longer in compliance with listing share price minimums and had 180 days to regain compliance. Violation of share price minimums is often a serious sign of financial or managerial trouble.

9/18/2019 CRMZ News Service DESTINATION MATERNITY CORP FILES (8-K) Disclosing Notice of Delisting or Failure to Satisfy a Continued Listing Rule or Standard; Transfer of Listing

Grim Q2 2019 financial results, associated liquidity restraints, and a going concern opinion prompted Destination Maternity to explore a possible sale or merger.

9/18/2019 CRMZ News Service Destination Maternity Considers Sale After Bleak Quarter

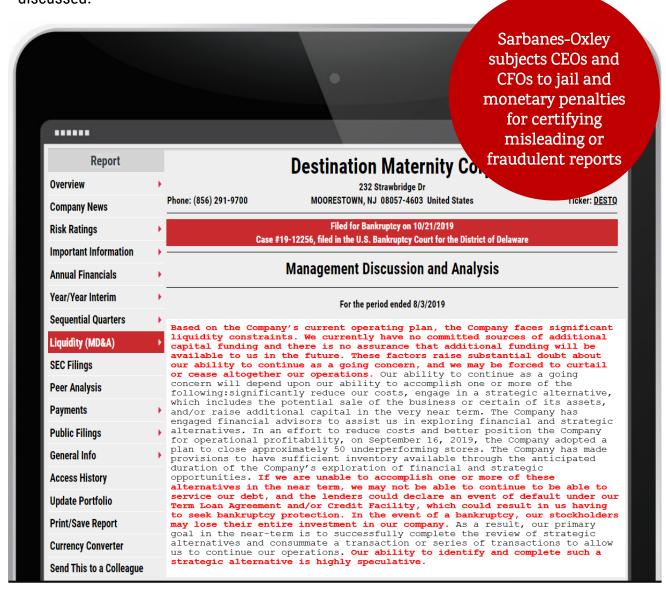
Faced with better-capitalized competition and an onerous debt load, Destination Maternity Corporation filed for bankruptcy.

10/21/2019 CRMZ News Service Destination Maternity Files For Chapter 11 Bankruptcy

#### MANAGEMENT DISCUSSION AND ANALYSIS

One key feature of the CreditRiskMonitor service is the ability to quickly access a Company's Management Discussion and Analysis (MD&A) history.

The MD&A represents the thoughts and opinions of management, and provides a forecast of future operations, and therefore these statements can't typically be falsified. According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."



# ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 58,000 global public companies.

CreditRiskMonitor Bankruptcy Case Studies provide post-filing analyses of public company bankruptcies. Our case studies educate subscribers about methods they can apply to assess bankruptcy risk using CreditRiskMonitor's proprietary FRISK® score, robust financial database and timely news alerts.

Request a Personalized Demo and Risk Assessment

Read more Bankruptcy Case Studies, High Risk Reports and other resources

Contact us at: 845.230.3000 creditriskmonitor.com/contact-us