

FTD COMPANIES, INC. BANKRUPTCY CASE STUDY

FILED ON 06/03/2019



CreditRiskMonitor's warning of FTD Companies, Inc.'s ("FTD") 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
Annual Statement of Cash Flows	11
News Alerts: A Timeline of Concerning News Items	12
Management Discussion and Analysis	13
About This Report/Contact CreditRiskMonitor	14

MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at FTD Companies, Inc. (NASDAQ: FTD) for more than a year.

We issued a special High Risk Report, dated March 27, 2019, as conditions continued to deteriorate and become more troubling.

The company ultimately filed for bankruptcy on June 3, 2019.

Business Name	2018	2018	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2019
Dusilless Name	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
FTD Companies, Inc.	1	1	1	1	1	1	1	1	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.

	EDICV [®]	Probability of bankru	ptcy within 12 months
	rkisk	From	To
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage 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.

^{*} 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, & Morningstar

Crowdsourced CreditRiskMonitor Usage Data

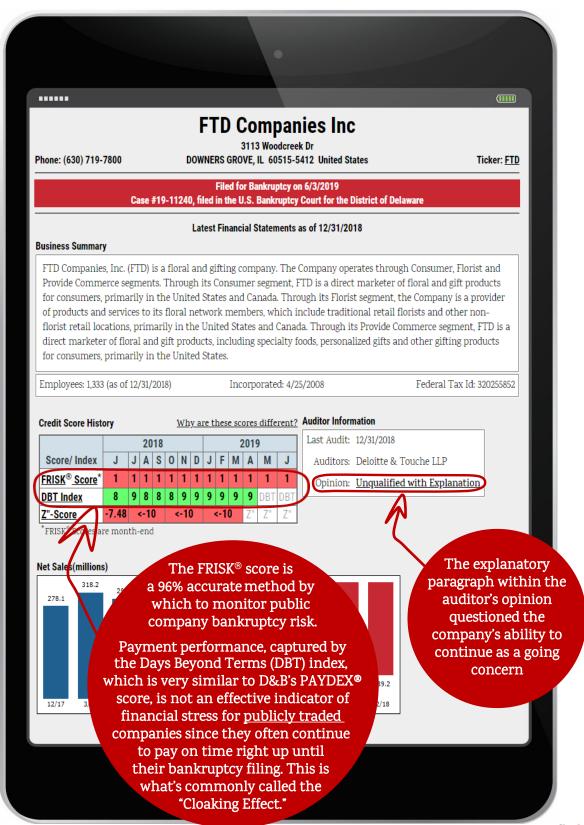
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

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

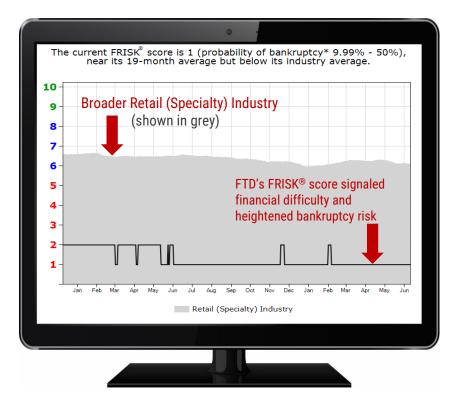
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their 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



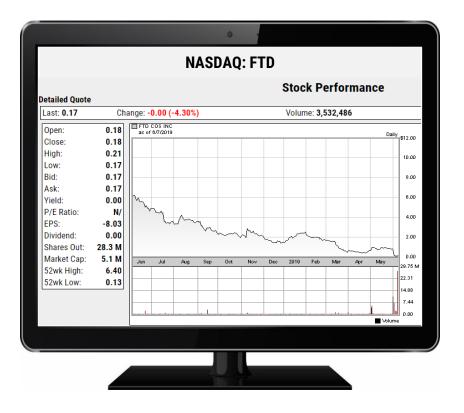
FRISK® DEEP DIVE



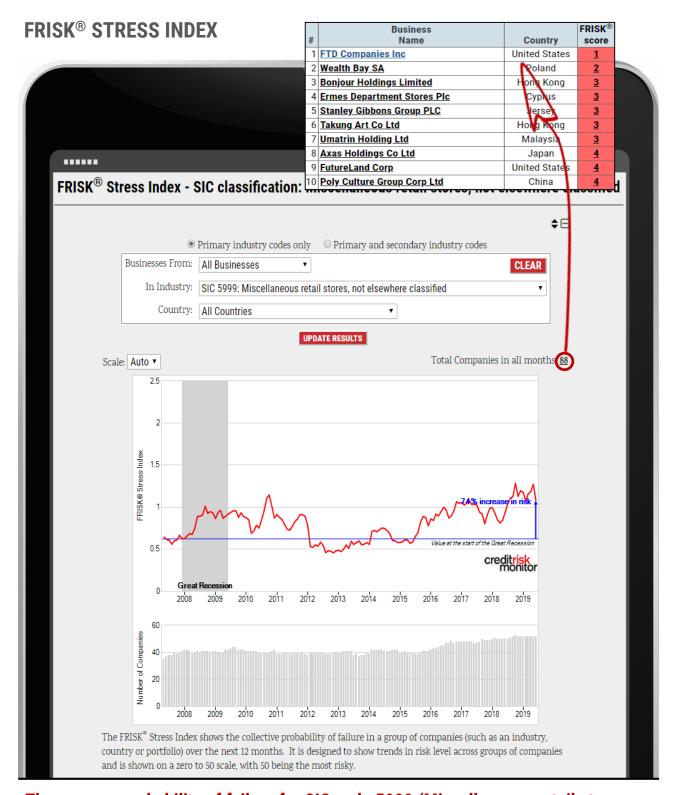
The FRISK® score relative to the broader Retail (Specialty) industry raised an additional red flag signaling heightened risk relative to peers, as well...

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 5999 (Miscellaneous retail stores, not elsewhere classified) has increased 74% since 2007. FTD was among the weakest names in the industry as evidenced by its FRISK® score of 1.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



QUARTERLY PERFORMANCE RATIOS

Operating and net losses in each of the last five fiscal quarters Interest
coverage ratio
signaled that there
were insufficient
earnings to
service debt

Performance Ratios - Sequential Quarters

Performa	(Thousands	of U.S. Dollars)	iai Quartei	5	
	3 mos	3 mos	3 mos	3 mos	3 mos
Period Ended	12/31/2018	9/30/2018	6/30/2018	3/31/2018	12/31/2017
Net Sales \$	\$247,532	\$148,621	\$299,921	\$318,170	\$278,085
% change	66.55%	-50.45%	-5.74%	14.41%	72.40%
Gross Margin \$	\$89,113	\$51,820	\$105,439	\$107,423	\$106,239
% change	71.97%	-50.85%	-1.85%	1.11%	82.76%
% of sales	36.00%	34.87%	35.16%	33.76%	38.20%
change as % of incremental sales	37.70%	n/m	n/m	2.95%	41.20%
SG&A \$	\$86,217	\$61,451	\$94,200	\$107,983	\$97,175
% change	40.30%	-34.77%	-12.76%	11.12%	51.58%
% of sales	34.83%	41.35%	31.41%	33.94%	34.94%
change as % of incremental sales	25.04%	n/m	n/m	26.96%	28.32%
Operating margin \$	(\$64,644)	(\$28,453)	(\$127,117)	(\$4,417)	(\$187,673)
% change	-127.20%	77.62%	-2,777.90%	97.65%	-67.40%
% of sales	-26.12%	-19.14%	-42.38%	-1.39%	-67.49%
change as % of incremental sales	-36.59% (\$50.460)	n/m	n/m (\$122.820)	457.17%	-60.82%
EBITDA \$ % change	(\$ 59,469) -143.68%	(\$24,405) 80.13%	(\$122,839) -36,135.69%	(\$339) 99.81%	(\$1 81,990) -69.57%
% change % of sales	-143.08% -24.02%	-16.42%	-30,135.09% -40.96%	-0.11%	-65.44%
change as % of incremental sales	-35.45%	-10.42% n/m	-40.90% n/m	453.16%	-63.94%
EBIT \$	(\$62,846)	(\$27,747)	(\$126,957)	(\$4,441)	(\$187,686)
% change	-126.50%	78.14%	-2,758.75%	97.63%	-61.08%
% of sales	-120.30%	-18.67%	-2,736.73%	-1.40%	-67.49%
change as % of incremental sales	-25.39%	-10.07% n/m	-42.33% n/m	457.14%	-60.94%
Pre-tax income \$	(\$71,832)	(\$33,438)	(\$131,346)	(\$6,927)	(\$190,171)
% change	-114.82%	74.54%	-1,796.15%	96.36%	-59.65%
% of sales	-29.02%	-22.50%	-43.79%	-2.18%	-68.39%
change as % of incremental sales	-38.82%	n/m	n/m	457.14%	-60.84%
Net income (loss) \$	(\$68,838)	(\$31,210)	(\$118,085)	(\$6,596)	(\$153,461)
% change	-120.56%	73.57%	-1,690.25%	95.70%	-54.51%
% of sales	-27.81%	-21.00%	-39.37%	-2.07%	-55.18%
change as % of incremental sales	-38.04%	n/m	n/m	366.38%	-46.36%
Tax expense \$	(\$2,994)	(\$2,228)	(\$13,261)	(\$331)	(\$22,910)
Effective tax rate	4.17%	6.66%	10.10%	4.78%	12.05%
Depreciation expense \$	\$3,064	\$3,028	\$2,623	\$2,600	\$3,688
% of sales	1.24%	2.04%	0.87%	0.82%	1.33%
% of capital expenses	41.39%	30.06%	28.45%	36.83%	83.33%
% of PP&E, net (annualized)	27.56%	26.22%	25.17%	28.71%	38.59%
Capital expenditures \$	\$7,402	\$10,074	\$9,221	\$7,059	\$4,426
% change	-26.52%	9.25%	30.63%	59.49%	2.76%
% of PP&E, net (annualized)	66.59%	87.24%	88.50%	77.94%	46.31%
% of working capital (annualized)	-10.28%	-14.68%	-13.92%	-10.67%	-12.12%
Interest coverage ratio	(6.54)	(4.20)	(27.24)	(0.13)	(69.89)
% change	-55.42%	84.57%	-20,856.23%	99.81%	-77.19%
Free cash flow \$	\$37,450	(\$64,579)	(\$9,763)	(\$8,103)	\$66,535
% change	157.99%	-561.47%	-20.49%	-112.18%	258.19%
		10.0	10-Q	100	10.1/
Source:	10-K 3/18/2019	10-Q 11/8/2018	8/9/2018	10-Q 5/9/2018	10-K 4/2/2018

QUARTERLY LEVERAGE RATIOS

Negative tangible net worth suggested that the company had exhausted all of its loanable collateral

Creditors' degree of protection from loss declined as the total debt to assets ratio worsened

Leverage Ratios - Sequential Quarters

	(Thousands o	f U.S. Dollars)			
Period Ended	12/31/2018	9/30/2018	6/30/2018	3/31/2018	12/31/2017
Total debt \$	\$208,076	\$255,904	\$189,690	\$194,201	\$189,666
% change	-18.69%	34.91%	-2.32%	2.39%	-24.83%
Stockholders' equity \$	(\$1,400)	\$67,963	\$92,964	\$214,322	\$214,524
% change	-102.06%	-26.89%	-56.62%	-0.09%	-41.00%
Total debt to equity ratio	n/a	3.77	2.04	0.91	0.88
% change	n/a	84.53%	125.20%	2.49%	27.41%
Tangible net worth \$	(\$255,119)	(\$247,121)	(\$223,972)	(\$246,840)	(\$244,482)
% change	-3.24%	-10.34%	9.26%	-0.96%	10.90%
Total assets \$	\$386,980	\$461,495	\$450,302	\$619,733	\$610,325
% change	-16.15%	2.49%	-27.34%	1.54%	-23.34%
Total debt to assets ratio	0.54	0.55	0.42	0.31	0.31
% change	-3.03%	31.62%	34.43%	0.84%	-1.92%
Tangible assets \$	\$133,261	\$146,411	\$133,366	\$158,571	\$151,319
% change	-8.98%	9.78%	-15.90%	4.79%	-4.31%
Short-term debt \$	\$208,076	\$255,904	\$189,690	\$194,201	\$189,666
% change	-18.69%	34.91%	-2.32%	2.39%	848.33%
Short-term debt % of total debt	100.00%	100.00%	100.00%	100.00%	100.00%
% change	0.00%	0.00%	0.00%	A11 -3	62%
Short-term debt % of working capital	-71.94%	-89.28%	-72.34%		lebt was ssified to
% change	19.42%	-23.42%	0.33		n due to credi
Total liabilities \$	\$388,380	\$393,532	\$357,3		nt defaults –
% change	-1.31%	10.13%	-11.8	one of wl	nich was the
Total liabilities to equity ratio	n/a	5.79	3		n of a going
% change	n/a	50.64%	103.20		uncertainty
Source:	10-K	10-Q	10-Q		in the 12/31/1 opinion
	3/18/2019	11/8/2018	8/9/2018	audit	opinion -

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Recurring negative working capital	Liquidity Ratio			C	Meager cash quick, and urrent ratio
Period Ended	(Thou 12/31/2018	sands of U.S. Dol 9/30/2018	lars) 6/30/2018	3/31/2018	12/31/2017
Current assets \$	\$82,878	\$88,785	\$78,276	\$98,615	\$95,791
% change	-6.65%	13.43%	-20.62%	2.95%	1.73%
% of short-term debt	39.83%	34.69%	41.27%	50.78%	50.51%
Current liabilities \$	\$372,098	\$375,405	\$340,489	\$366,174	\$357,617
% change	-0.88%	10.25%	-7.01%	2.39%	187.47%
Working capital \$	(\$289,220)	(\$286,620)	(\$262,213)	(\$267,559)	(\$261,826)
% change	-0.91%	-9.31%	2.00%	-2.19%	-765,77%
% of sales (annualized)	-29.21%	-48.21%	-21.86%	-21.02%	-23.54%
Cash \$	\$16,227	\$23,124	\$20,436	\$25,576	\$29,496
% change	-29.83%	13.15%	-20.10%	-13.29%	5.93%
% of short-term debt	7.80%	9.04%	10.77%	13.17%	15.55%
Cash ratio	0.04	0.06	0.06	0.07	0.08
% change	-29.22%	2.67%	-14.04%	-15.39%	-63.14%
Quick assets \$	\$41,147	\$46,953	\$41,755	\$55,404	\$55,524
% change	-12.37%	12.45%	-24.64%	-0.22%	6.02%
% of short-term debt	19.78%	18.35%	22.01%	28.53%	29.27%
Quick ratio	0.11	0.13	0.12	0.15	0.16
% change	-11.59%	2.04%	-18.97%	-2.58%	-63.11%
Current ratio	0.22	0.24	0.23	0.27	0.27
% change	-5.84%	2.87%	-14.63%	0.52%	-64.61%
Source:	10-K	10-Q	10-Q	10-Q	10-K
	3/18/2019	11/8/2018	8/9/2018	5/9/2018	4/2/2018

nable to enerate					(
y positive returns	Rate of Return	- Sequent ands of U.S. Dolla		s	
Period Ended	3 mos 12/31/2018	3 mos 9/30/2018	3 mos 6/30/2018	3 mos 3/31/2018	3 mos 12/31/2017
Return on equity	-101.29%	-33.57%	-55.10%	-3.07%	-42.20%
% change	-201.70%	39.07%	-1,691.95%	92.71%	-94.38%
Return on total assets	-16.23%	-6.85%	-22.07%	-1.07%	-21.82%
% change	-137.03%	68.98%	-1,957.92%	95.09%	-91.33%
Return on tangible assets	-49.23%	-22.31%	-80.90%	-4.26%	-99.18%
% change	-120.65%	72.42%	-1,800.34%	95.71%	-84.25%
Source:	10-K 3/18/2019	10-Q 11/8/2018	10-Q 8/9/2018	10-Q 5/9/2018	10-K 4/2/2018

ANNUAL STATEMENT OF CASH FLOWS

Negative					
ash from		•			
pperating					(IIII)
activities					(11111)
State	ment of Cas	h Flows - An	nual - Stand	lardized	
		nousands of U.S. Do			
Period Ended	12 mos 12/31/2018	12 mos 12/31/2017	12 mos 12/31/2016	12 mos 12/31/2015	12 mos 12/31/2014
			Reclassified 12/31/2017	Reclassified 12/31/2017	Reclassified 12/31/2016
Cash Flows from Operating Act	ivities:				
Net income	(\$224,729)	(\$234,041)	(\$83,191)	(\$80,142)	\$21,528
Depreciation/depletion	14,939	33,474	85,099	85,251	21,759
Deferred taxes	(21,802)	(56,177)	(25,992)	(17,984)	(9,637)
Non-cash Items	226,120	314,866	105,041	102,289	9,727
Changes in working capital	(5,767)	(5,305)	(4,713)	(6,820)	4,007
Total cash from operating activities	(11,239)	52,817	76,244	82,594	47,384
Cash Flows from Investing Acti	vities.				
Capital expenditures	(33,756)	(15,103)	(18,503)	(18,255)	(7,486)
Other investing cash flow	12,189	(2,469)	1,946	(9,935)	(106,616)
items, total	.2,.05	(2,100)	.,5.10	(5,500)	(100,010)
Total cash from investing	(21,567)	(17,572)	(16,557)	(28,190)	(114,102)
activities					
Cash Flows from Financing Act					
Financing cash flow items	(5,763)	n/a	n/a	n/a	(3,480)
Issuance/retirement of stock, net	20	(483)	(15,286)	(50,961)	(1,619)
Issuance/retirement of debt, net	25,654	(88,000)	(20,000)	(40,000)	120,000
Total cash from financing activities	19,911	(88,483)	(35,286)	(90,961)	114,901
Foreign exchange effects	(374)	1,732	(1,291)	(1,146)	(750)
Net change in cash	(13,269)	(51,506)	23,110	(37,703)	47,433
Net cash-beginning balance	29,496	81,002	57,892	95,595	48,162
Net cash-ending balance	\$16,227	\$29,496	\$81,002	\$57,892	\$95,595
Supplemental Disclosures:					
Cash interest paid	\$16,280	\$8,215	\$7,556	\$7,948	n/a
Cash taxes paid, supplemental	\$4,930	\$13,315	\$13,972	\$21,277	n/a
Auditor/Opinion:	Deloitte & Touche LLP Unqualified				
Source:	10-K 3/18/2019	10-K 4/2/2018	10-K 4/2/2018	10-K 4/2/2018	10-K 3/16/2017

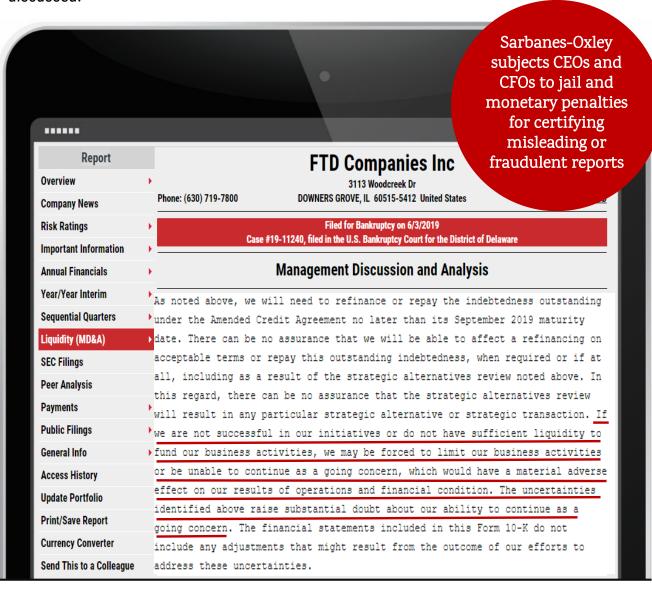
NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS

6/1/2018	CRMZ News Service	FTD COMPANIES, INC. FILES (8-K) Disclosing Entry into a Material Definitive Agreement
		hese included hiring restructuring advisors and key officer changes I distress and bankruptcy possibility.
7/19/2018	GLOBE NEWSWIRE	FTD Companies, Inc. Announces Review of Strategic Alternatives, Corporate Restructuring and Cost Savings Plan and Preliminary Second Quarter Financia Results
income of \$10 n	nillion for the same perio	e for Q2 2018 decreased to negative \$118 million compared with ne d last year. Net income for the year-to-date period decreased to t income of \$19 million for the equivalent 6 months last year.
8/10/2018	CRMZ News Service	FTD Companies Inc updated financials available
	year-to-date period endir quivalent 9 months last y	ng 9/30/18 increased to \$156 million compared with net loss of \$81 year.
11/9/2018	CRMZ News Service	FTD Companies Inc updated financials available
•	es in net losses for the 3 es of \$69 million and \$23	month period ending 12/31/18 and the year-to-date period, FTD 84 million respectively.
3/16/2019	CRMZ News Service	FTD Companies Inc updated financials available
	•	es about FTD's ability to execute its strategic initiatives ty to fund its business activities, raised substantial doubt about the
successfully, or	generate enough liquidity to continue as a going	
successfully, or		
successfully, or Company's abili 03/18/2019 FTD's notificatio complete its int	CRMZ News Service on of late filing for its Q1 erim impairment analysis	concern. FTD Companies Inc Receives Going Concern Opinion 2019 results was attributed to the additional time required to
successfully, or Company's abili 03/18/2019 FTD's notification complete its interpretation	CRMZ News Service on of late filing for its Q1 erim impairment analysis	FTD Companies Inc Receives Going Concern Opinion 2019 results was attributed to the additional time required to sof the Company's reporting units. It was stated that the workload cesses exceeded available capacity.
successfully, or Company's ability 03/18/2019 FTD's notification complete its into needed to review 5/13/2019	CRMZ News Service on of late filing for its Q1 erim impairment analysis v and complete such proc	FTD Companies Inc Receives Going Concern Opinion 2019 results was attributed to the additional time required to sof the Company's reporting units. It was stated that the workload cesses exceeded available capacity. FTD Companies, Inc. Files Notification of Late Filing for its Form 10-Q with the Securities and Exchange Commission.

MANAGEMENT DISCUSSION AND ANALYSIS

One 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