

# HIGH RISK REPORT FTD COMPANIES, INC.

March 27, 2019



CreditRiskMonitor's assessment of FTD Companies, Inc.'s ("FTD") "high risk" status has been 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
About This Report/Contact CreditRiskMonitor	12

## MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's proprietary FRISK® score has FTD Companies, Inc. (NASDAQ: FTD) at a 1, the highest probability of bankruptcy in the next 12 months.

Business Name	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2019	2019	2019
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR
FTD Companies, Inc.	2	2	2	1	1	1	1	1	1	1	1	1	1

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.

	EDISK® PI	robability of bankru	ptcy within 12 months
	IKISK	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.

<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, & Morningstar

## Crowdsourced CreditRiskMonitor Usage Data

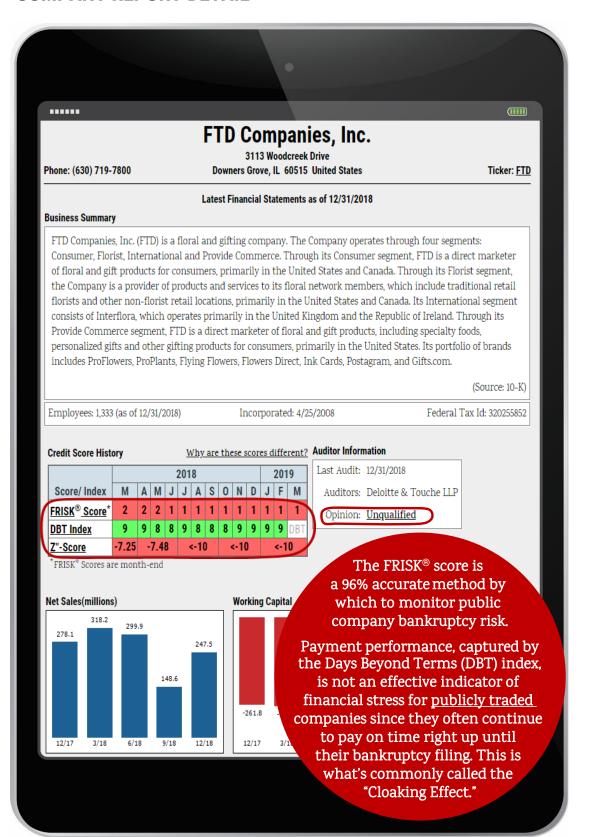
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

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

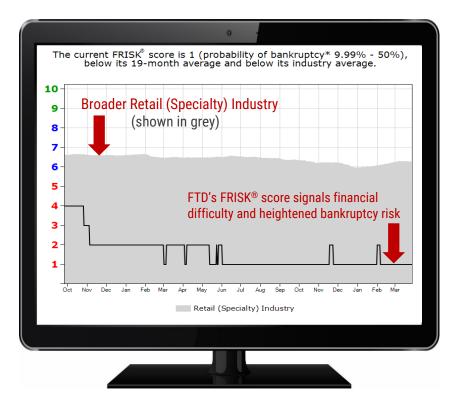
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their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



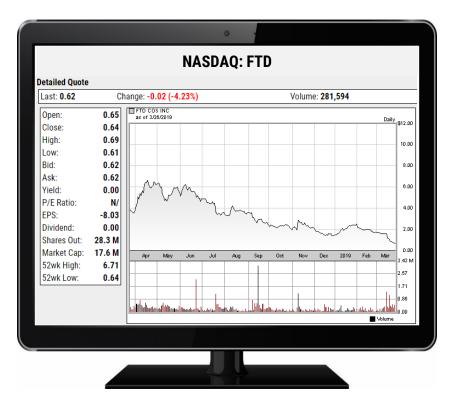
#### FRISK® DEEP DIVE



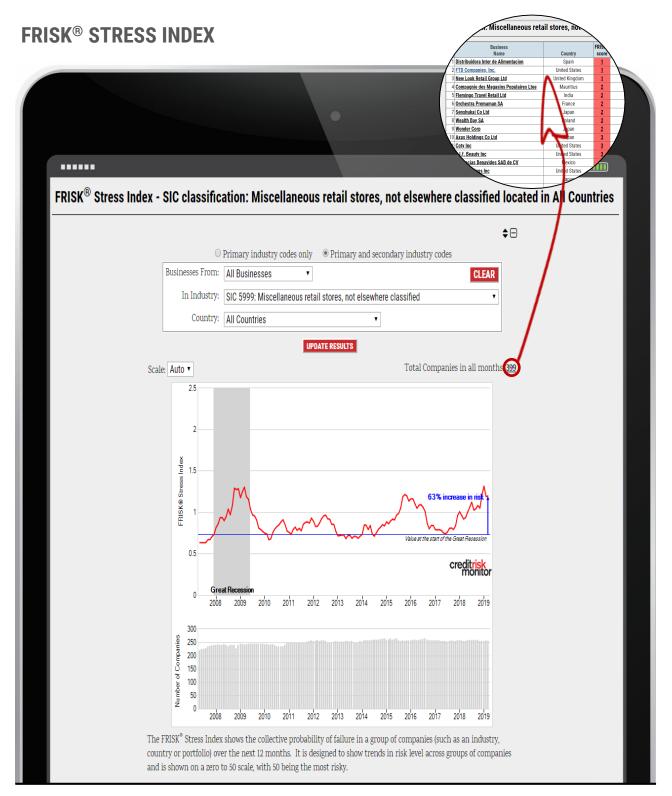
The FRISK® score relative to the broader Retail (Specialty) industry raises an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

#### ADJUSTED MARKET CAP VOLATILITY

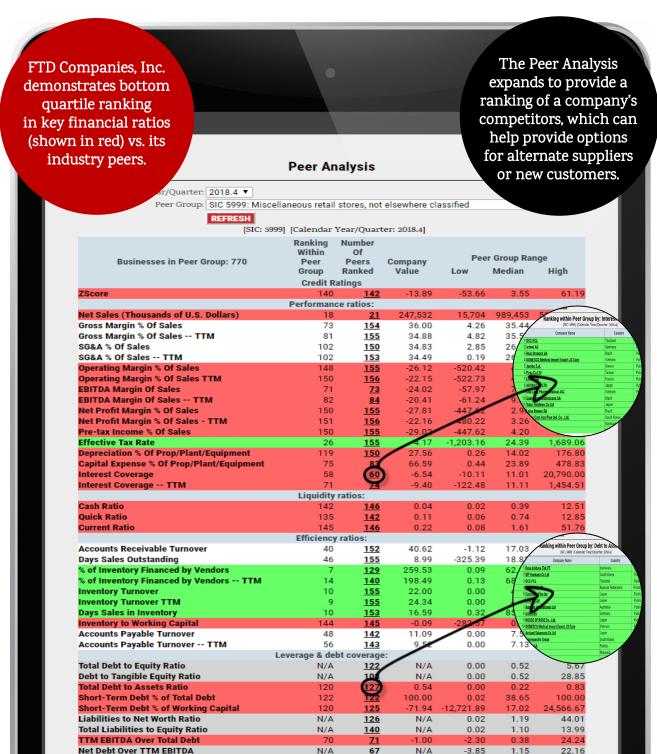


One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they 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 63% since 2007. FTD is among the weakest names in the industry as evidenced by its FRISK® score of 1.

#### PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



ked in Upper Quartile of Peer Group

White - Ranked in the Middle Two Quartiles of Peer Group Red - Ranked in Lower Quartile of Peer Group Orange - Confidential

Grey - Data is Not Available

TTM = trailing 12 months

N/A = Not Available

## **QUARTERLY PERFORMANCE RATIOS**

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

#### Performance Ratios - Sequential Quarters

(Thousands of U.S. Dollars) 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 \$299,921 \$278,085 Net Sales \$ \$247,532 \$148,621 \$318,170 % change 66.55% -50.45% -5.74% 14.41% 72.40% Gross Margin \$ \$51,820 \$105,439 \$106,239 \$89,113 \$107,423 % change 71.97% -50.85% -1.85% 1.11% 82.76% 35.16% 33.76% % of sales 36.00% 34.87% 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 -34.77% -12.76% 40.30% 11.12% 51.58% % of sales 34.83% 41.35% 31.41% 33.94% 34.94% change as % of incremental sales 25.04% 26.96% 28.32% n/m n/m (\$28,453) (\$187,673) Operating margin \$ (\$64,644) (\$127,117) (\$4,417) % change -127.20% 77.62% -2,777.90% 97.65% -60.89% % of sales -26.12% -19.14% -42.38% -1.39% -67.49% change as % of incremental sales -36.59% n/m n/m 457.17% -60.82% EBITDA \$ (\$339) (\$59,469)(\$24,405)(\$122.839)(\$181,990) % change -143.68% 80.13% -36.135.69% 99.81% -69.57% % of sales -24.02% -16.42%-40.96% -0.11%-65.44% change as % of incremental sales -35.45% n/m 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% -25.39% -67.49% % of sales -18.67% -42.33% -1.40% 457.14% change as % of incremental sales -35 49% n/m n/m -60.94% Pre-tax income \$ (\$190,171) (\$71.832)(\$33,438)(\$131,346)(\$6,927)% 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) -1,690.25% % change -120 56% 73.57% 95.70% -54 51% % of sales -27.81% -21.00% -39.37% -55.18% -2.07%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 30.06% 28.45% 41.39% 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 (4.20)(27.24)(69.89)(6.54)(0.13)% 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% Source: 10-K 10-0 10-0 10-0 10-K 3/18/2019 11/8/2018 8/9/2018 5/9/2018 4/2/2018

# **QUARTERLY LEVERAGE RATIOS**

Negative tangible net worth suggests that the company has exhausted all of its loanable collateral

Creditors' degree of protection from loss declines as the total debt to assets ratio worsens

# 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%	133	1 62%
Short-term debt % of working capital	-71.94%	-89.28%	-72.34%	-	lebt has classified 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		hich 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/
	3/18/2019	11/8/2018	8/9/2018	audit	opinion

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

Recurring negative working capital	Liquidity Patie	os Soguen	tial Quarto	C	Meager cash quick, and urrent ratio
	Liquidity Ratio	isands of U.S. Dol		5	
Period Ended	12/31/2018	9/30/2018	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	r - Sequent ands of U.S. Dolla		3	
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					
eash from					
operating					
activities		$\overline{}$			
State	ment of Casl	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:				12,01,2010
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	(11,239)	52,817	76,244	82,594	47,384
activities		,			
Cash Flows from Investing Acti		(45.400)	(4.0.500)	(40.055)	(7.404)
Capital expenditures	(33,756)	(15,103)	(18,503)	(18,255)	(7,486)
Other investing cash flow items, total	12,189	(2,469)	1,946	(9,935)	(106,616)
Total cash from investing	(21,567)	(17,572)	(16,557)	(28,190)	(114,102)
activities Cash Flows from Financing Act	ivities:				
Financing cash flow items	(5,763)	n/a	n/a	n/a	(3,480)
Issuance/retirement of	(3,703)	(483)	(15,286)	(50,961)	(1,619)
stock, net	20	(400)	(10,200)	(00,501)	(1,019)
Issuance/retirement of debt,	25,654	(88,000)	(20,000)	(40,000)	120,000
Total cash from financing	19,911	(88,483)	(35,286)	(90,961)	114,901
activities			_		
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:	616 200	60.015	67 554	67.040	n/a
Cash interest paid	\$16,280 \$4,930	\$8,215	\$7,556 \$13,972	\$7,948	n/a
Cash taxes paid, supplemental	\$4,930	\$13,315	\$13,972	\$21,277	n/a
Auditor/Opinion:	Deloitte &	Deloitte &	Deloitte &	Deloitte &	Deloitte &
Addition opinion.	Touche LLP	Touche LLP	Touche LLP	Touche LLP	Touche LLP
	Unqualified	Unqualified	Unqualified	Unqualified	Unqualified
Source:	10-K	10-K	10-K	10-K	10-K
	3/18/2019	4/2/2018	4/2/2018	4/2/2018	3/16/2017

## 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 56,000 global public companies.

CreditRiskMonitor's High Risk Reports feature companies that are exhibiting a significantly high level of financial distress, as indicated by our proprietary FRISK® score. The ultimate goal of the High Risk Report series is two-part: provide an early warning for those doing business with an increasingly distressed company and inform of the many signals that should be examined when assessing financial risks.

## 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