

FRED'S, INC. BANKRUPTCY CASE STUDY

FILED ON 09/09/2019



CreditRiskMonitor's warning of Fred's, Inc.'s ("Fred's") bankruptcy risk was determined by a combination of factors:

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MONTHLY AVERAGE FRISK® SCORE

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

The company ultimately filed for bankruptcy on September 9, 2019.

Business		2018						20	19			
Name	0	N	D	J	F	M	Α	M	7	J	Α	S
Fred's, Inc.	2	3	2	3	3	3	2	2	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.

	FRISK	odomic, of odniki	ptcy within 12 months
		From	То
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

Crowdsourced CreditRiskMonitor Usage Data

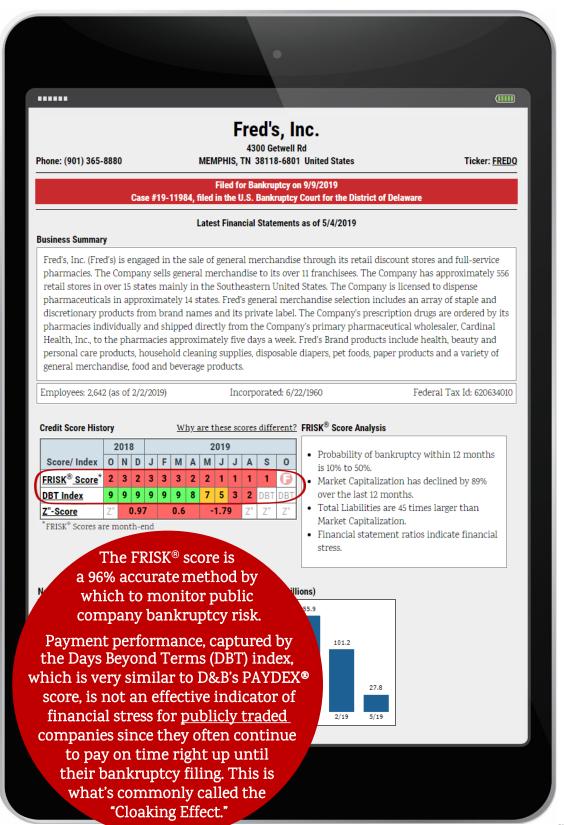
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

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

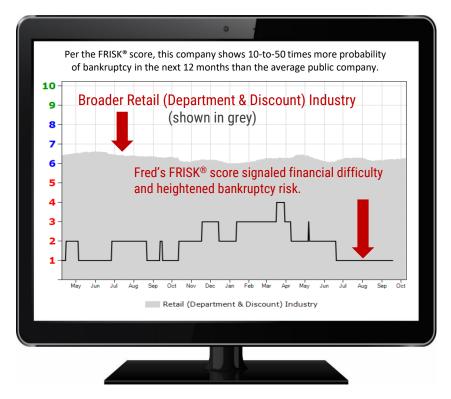
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their 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 (Department & Discount) industry raised an additional red flag signaling heightened risk relative to peers, as well...

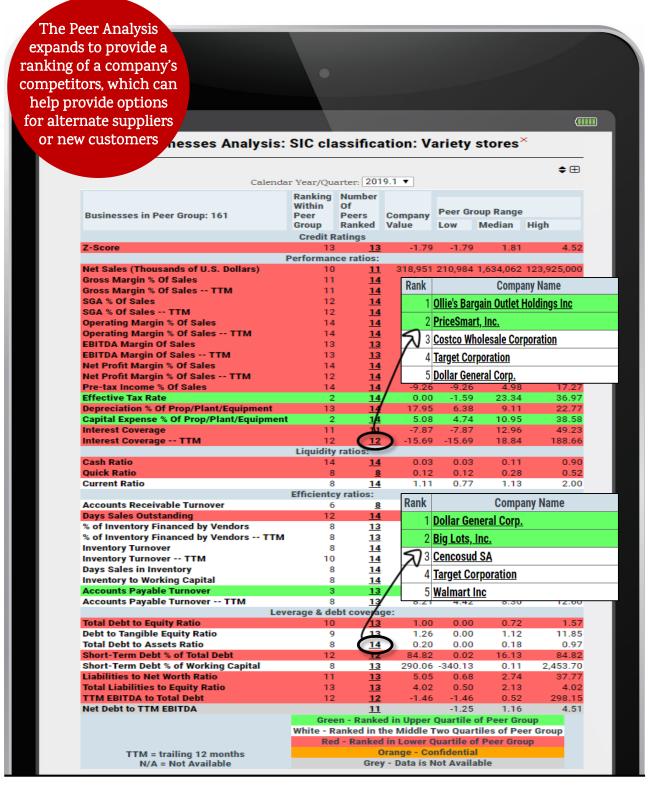
MAKING IMMEDIATE ATTENTION REQUIRED.

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.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



Fred's, Inc. demonstrates bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

QUARTERLY PERFORMANCE RATIOS

Q4 2018					
et income, due to					
sset divestitures,					
was not enough					
					
offset sequential			1000		(IIII)
uarter net losses Perforn	nance Ratios	- Seguenti	al Quarters	•	
	(Thousands o	of U.S. Dollars)			
	13 weeks	13 weeks	13 weeks	26 weeks	13 weeks
Period Ended	5/4/2019	2/2/2019	11/3/2018	8/4/2018	5/5/2018
Net Sales \$	\$318,951	\$307,092	\$306,413	n/a	\$336,399
% change	3.86%	0.22%	n/a	n/a	-9.29%
Gross Margin \$	\$74,599	\$71,713	\$76,967	n/a	\$89,070
% change % of sales	4.02% 23.39%	-6.83% 23.35%	n/a 25.12%	n/a	-3.26% 26.48%
	23.39%	-773.79%		n/a	
change as % of incremental sales SG&A \$	\$96,036	\$96,244	n/a \$98,008	n/a n/a	n/m \$100,941
% change	-0.22%	-1.80%	n/a	n/a	-0.76%
% of sales	30.11%	31.34%	31.99%	n/a	30.01%
change as % of incremental sales	-1.75%	-259.79%	n/a	n/a	n/m
Operating margin \$	(\$26,789)	(\$65,028)	(\$28,673)	n/a	(\$20,171)
% change	58.80%	-126.79%	n/a	n/a	4.40%
% of sales	-8.40%	-21.18%	-9.36%	n/a	-6.00%
change as % of incremental sales	322.45%	-5,354.20%	n/a	n/a	n/m
EBITDA \$	(\$21,685)	(\$57,774)	(\$24,496)	n/a	(\$11,857)
% change	62.47%	-135.85%	n/a	n/a	2.27%
% of sales	-6.80%	-18.81%	-7.99%	n/a	-3.52%
change as % of incremental sales	304.32%	-4,901.03%	n/a	n/a	n/m
EBIT \$	(\$26,789)	(\$65,028)	(\$28,673)	n/a	(\$20,171)
% change	58.80%	-126.79%	n/a	n/a	4.40%
% of sales	-8.40%	-21.18%	-9.36%	n/a	-6.00%
change as % of incremental sales	322.45%	-5,354.20%	n/a	n/a	n/m
Pre-tax income \$	(\$29,543)	(\$66,828)	(\$30,746)	n/a	(\$22,159)
% change % of sales	55.79% -9.26%	-117.36% -21.76%	n/a -10.03%	n/a	3.77% -6.59%
change as % of incremental sales	314.40%	-5,313.99%	-10.03% n/a	n/a n/a	-0.59% n/m
Net income (loss) \$	(\$33,940)	\$68,727	(\$27,379)	n/a	(\$22,011)
% change	-149.38%	351.02%	n/a	n/a	32.05%
% of sales	-10.64%	22.38%	-8.94%	n/a	
change as % of incremental sales	-865.73%	14,154.05%	n/a	P	
Tax expense \$	\$0	\$406	\$71		Mogotizzo
Effective tax rate	0.00%	-0.61%	-0.23%		Negative
Depreciation expense \$	\$5,104	\$7,254	\$7,632	inte	rest cover
% of sales	1.60%	2.36%	2.49%		lo & negat
% of capital expenses	353.46%	489.47%	293.31%	\	
% of PP&E, net (annualized)	17.95%	33.84%	28.66%	fre	ee cash flo
Capital expenditures \$	\$1,444	\$1,482	\$2,602	\$-	
% change	-2.56%	-43.04%	n/a	0.048	
% of PP&E, net (annualized) % of working capital (annualized)	5.08% 8.95%	6.91%	9.77%	8.94%	6.23%
% of working capital (annualized) Interest coverage ratio	(7.87)	4.61% (32.10)	6.65% (11.82)	6.29% n/a	(5.96)
% change	75.47%	-171.62%	(11. 02) n/a	n/a n/a	5.32%
Free cash flow \$	(\$20,007)	(\$63,228)	(\$18,721)	(\$36,274)	(\$8,775)
% change	68.36%	-237.74%	n/a	n/a	-434.41%
Source:	10-Q	10-K	10-Q	10-Q	10-Q
	6/18/2019	5/3/2019	12/13/2018	6/18/2019	6/18/2019

QUARTERLY LEVERAGE RATIOS

Inadequate working capital to meet short term liabilities in 4 of the last 5 quarters

Total liabilities to equity & total liabilities to tangible net worth ratios signaled heightened risk in the last 5 quarters

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

	Thousands of U.S	S. Dollars)		`	
Period Ended	10/29/2016	7/30/2016	4/30/2016	1/30/2016	10/31/2015
Total debt \$	\$85,471	\$63,405	\$53,550	\$45,735	\$66,167
% change	34.80%	18.40%	17.09%	-30.88%	10.54%
Stockholders' equity \$	\$22,710	\$27,346	\$33,280	\$34,894	\$34,091
% change	-16.95%	-17.83%	-4.63%	2.36%	-6.61%
Total debt to equity ratio	3.76	2.32	1.61	1.31	1.94
% change	62.32%	44.09%	22.77%	-32.47%	18.36%
Tangible net worth \$	\$20,890	\$25,526	\$31,460	\$33,074	\$32,271
% change	-18.16%	-18.86%	-4.88%	2.49%	-6.95%
Total debt to tangible net worth	4.09	2.48	1.70	1.38	2.05
% change	64.72%	45.92%	23.10%	-32.56%	18.80%
Total assets \$	\$274,805	\$243,748	\$232,006	\$229,172	\$289,408
% change	12.74%	<i>5.06%</i>	1.24%	-20.81%	15.20%
Total debt to assets ratio	0.31	0.26	0.23	0.20	0.23
% change	19.57%	12.70%	15.63%	-12.69%	-4.07%
Tangible assets \$	\$272,985	\$241,928	\$230,186	\$227,352	\$287,588
% change	12.84%	<i>5.10%</i>	1.25%	-20.95%	15.31%
Short-term debt \$	\$59,397	\$36,921	\$26,641	\$18,390	\$37,739
% change	60.88%	<i>38.59%</i>	44.87%	<i>-51.27%</i>	19.019
Short-term debt % of total debt	69.49%	58.23%	49.75%	40.21%	57.04%
% change	19.34%	<i>17.05</i> %	23.73%	-29.50%	7.66%
Short-term debt % of working capital	8,878.48%	671.54%	151.76%	82.76%	219.76%
% change	1,222.12%	342.51%	83.37%	-62.34%	42.09%
Total liabilities \$	\$252,095	\$216,402	\$198,726	\$194,278	\$255,317
% change	16.49%	8.89%	2.29%	-23.91%	18.91%
Total liabilities to equity ratio	11.10	7.91	5.97	5.57	7.49
% change	40.27%	<i>32.53%</i>	<i>7.25</i> %	-25.66%	27.31%
Total liabilities to tangible net worth ratio	12.07	8.48	6.32	5.87	7.91
% change	42.35%	34.21%	7.54%	<i>-25.76%</i>	<i>27.79</i> %
Source:	10-Q 12/8/2016	10-Q 9/8/2016	10-Q 6/8/2016	10-Q 6/8/2016	10-Q 12/10/2015

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Working Insufficient capital cash and drastically quick ratios decreases **Liquidity Ratios - Sequential Quarters** (Thousands of U.S. Dollars) 5/4/2019 5/5/2018 **Period Ended** 2/2/2019 11/3/2018 8/4/2018 \$392,741 Current assets \$ \$288,455 \$315,327 \$330,787 \$346,104 % change -8.52% -4.67% -4.43% -11.87% 2.03% % of short-term debt 357.75% 537.72% 486,451.47% 508,976.47% 595,062.12% Current liabilities \$ \$260,657 \$214,100 \$174,893 \$189,080 \$237,031 % change 21.75% 22.42% -7.50% -20.23% 5.90% ■ Working capital \$ \$27,798 \$101,227 \$155,894 \$157,024 \$155,710 % change -72.54% -35.07% -0.72% 0.84% -3.35% % of sales (annualized) 2.18% 8.24% 12.72% 11.57% Cash \$ \$7,184 \$5,353 \$6,182 \$5,781 \$6,078 % change 34.21% -13.41% 6.94% -4.89% -7.53% % of short-term debt 8.91% 9.13% 9,091.18% 8,501.47% 9,209.09% Cash ratio 0.03 0.03 0.04 0.03 % change 10.40% -29.18% 15.36% 19.53% -12.93% Quick assets \$ \$30,427 \$28,323 \$44,450 \$41,866 \$40,159 -36.28% % change 7.43% 6.17% 4.25% -9.33% % of short-term debt 65,367.65% 37.74% 48.30% 61,567.65% 60,846.97% Quick ratio 0.12 0.13 0.25 0.22 0.17 % change -11.79% -47.95% 14.81% 30.70% -14.40% **Current ratio** 1.11 1.47 1.89 1.83 1.66 % change -24.86% -22.13% 3.33% 10.48% -3.65% 10-Q 10-Q 10-0 10-Q 10-K Source: 6/18/2019 5/3/2019 12/13/2018 9/18/2018 6/14/2018

sitive rates of return were					
ner quarterly	ate of Return -	- Sequentia ads of U.S. Dollar	•		
losses Period Ended	13 weeks 5/4/2019	13 weeks 2/2/2019	13 weeks 11/3/2018	26 weeks 8/4/2018	13 weeks 5/5/2018
Return on equity	-20.51%	67.40%	-21.24%	n/a	-12.16%
% change	-130.43%	417.28%	n/a	n/a	18.07%
Return on net tangible equity	-23.57%	89.50%	-33.11%	0.00%	-17.45%
% change	-126.33%	370.34%	n/a	n/a	42.45%
Return on total assets	-7.68%	15.48%	-5.58%	0.00%	-3.69%
% change	-149.62%	377.22%	n/a	n/a	28.76%
Return on tangible assets	-8.05%	16.34%	-6.02%	0.00%	-4.04%
% change	-149.29%	371.30%	n/a	n/a	32.25%
Source:	10-Q 6/18/2019	10-K 5/3/2019	10-Q 12/13/2018	10-Q 6/18/2019	10-Q 6/18/2019

YEAR-OVER-YEAR STATEMENT OF CASH FLOWS

Recurring negative cash from operating activities

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Statement of Cash Flows - Year-over-Year - Standardized - Year to Date

(Thousands of U.S. Dollars)

	(
Period Ended	13 weeks 5/4/2019	13 weeks 5/5/2018	13 weeks 4/29/2017	13 weeks 4/30/2016	13 weeks 5/2/2015
		Reclassified 5/4/2019	Reclassified 5/5/2018	Reclassified 4/29/2017	
Cash Flows from Operating Activities:					
Net income	(\$29,543)	(\$21,963)	(\$37,771)	\$1,256	(\$29)
Depreciation/depletion	5,104	8,314	10,891	11,563	10,883
Deferred taxes	(15)	0	985	(1,380)	(160)
Non-cash Items	(3,555)	6,971	3,292	1,562	(1,242)
Changes in working capital	9,446	371	4,617	(6,127)	(19,087)
Total cash from operating activities	(18,563)	(6,307)	(17,986)	6,874	(9,635)
Cash Flows from Investing Activities:					
Capital expenditures	(1,444)	(2,468)	(3,976)	(8,309)	(8,359)
Other investing cash flow items, total	90	0	1,239	278	(42,695)
Total cash from investing activities	(1,354)	(2,468)	(2,737)	(8,031)	(51,054)
Cash Flows from Financing Activities:					
Financing cash flow items	(260)	(256)	(4,380)	n/a	(216)
Total cash dividends paid	n/a	n/a	(2,280)	(2,233)	(2,219)
Issuance/retirement of stock, net	0	(31)	(115)	75	1,965
Issuance/retirement of debt, net	22,008	8,567	28,308	4,166	61,838
Total cash from financing activities	21,748	8,280	21,533	2,008	61,368
Net change in cash	1,831	(495)	810	851	679
Net cash-beginning balance	5,353	6,573	5,830	5,917	6,440
Net cash-ending balance	\$7,184	\$6,078	\$6,640	\$6,768	\$7,119
Supplemental Disclosures:					
Cash interest paid	\$1,114	\$6,297	\$1,287	\$515	\$262
Cash taxes paid, supplemental	\$0	(\$1,721)	(\$1,169)	\$518	\$144
Source:	10-Q 6/18/2019	10-Q 6/18/2019	10-Q 6/14/2018	10-Q 6/8/2017	10-Q 6/11/2015

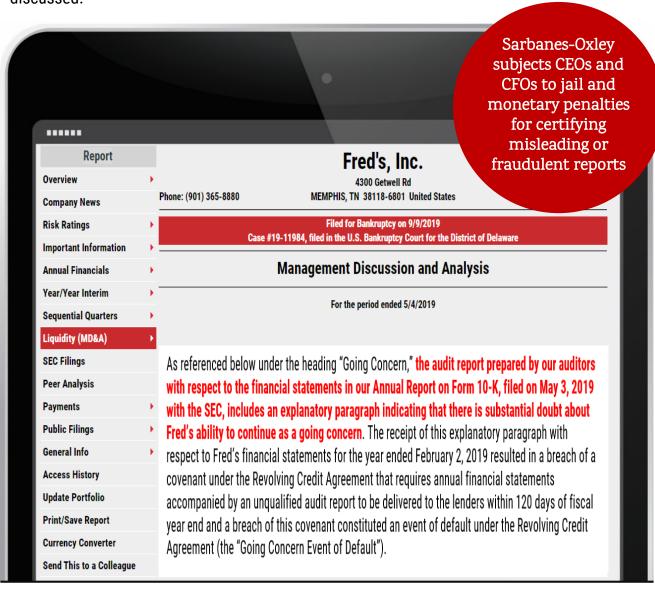
NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS

12/13/2010	CRMZ News Service	Fred's, Inc updated financials available
Fred's ar	nnounced key chan	ges to its top leadership including the appointment of a new CEO, CFO, COO, and CSO.
2/1/2019	Globe Newswire	Fred's, Inc. Announces Appointment of Chief Executive Officer and Other Key Leadership Changes
•	nc. hired a financia g net sales in recer	l adviser as it looked to downsize its store footprint and turn around its business in the face nt years.
4/5/2019	CRMZ News Service	Retailer Fred's Hires Adviser As It Tries To Turn Around Business
	•	ancial statements in Fred's Form 10-K filing for FYE 2/2/19 included an explanatory here was substantial doubt about the Company's ability to continue as a going concern.
5/6/2019	CRMZ News Service	Fred's, Inc. Receives Going Concern Opinion
•	•	t would be closing 104 stores, Fred's hired a consultant specializing in corporate finance, A bankruptcy filing was among the options explored.
5/17/2019	CRMZ News Service	Discount Retailer Fred's Brings On Turnaround Adviser BRG
Eollowin	n the release of Fr	ed's Q1 2019 financial results, its FRISK [®] score was downgraded to a 1, indicating a
	~	vithin the next 12 months that was 10-to-50 times greater than the average public company
probabil	~	
probabil 6/20/2019 In a mov	ity of bankruptcy w CRMZ News Service e designed to stab	vithin the next 12 months that was 10-to-50 times greater than the average public company Fred's, Inc. — updated financials available
probabil 6/20/2019 In a mov debt, Fre	ity of bankruptcy w CRMZ News Service e designed to stab	rithin the next 12 months that was 10-to-50 times greater than the average public company Fred's, Inc. — updated financials available ilize its business by refocusing its product mix, simplifying its store portfolio, and repaying
probabil 6/20/2019 In a mov debt, Fre 7/12/2019	cRMZ News Service e designed to stabed's announced it w	Fred's, Inc. — updated financials available ilize its business by refocusing its product mix, simplifying its store portfolio, and repaying as closing an additional 129 stores and holding storewide inventory clearnace sales.
probabil 6/20/2019 In a mov debt, Fre 7/12/2019	cRMZ News Service e designed to stabed's announced it w	rithin the next 12 months that was 10-to-50 times greater than the average public company Fred's, Inc. — updated financials available ilize its business by refocusing its product mix, simplifying its store portfolio, and repaying as closing an additional 129 stores and holding storewide inventory clearnace sales. Fred's to Close an Additional 129 Stores and Hold Inventory Clearance Sales Across All Stores
probabil 6/20/2019 In a mov debt, Fre 7/12/2019 Fred's C 9/3/2019	cRMZ News Service e designed to stab ed's announced it w Globe Newswire FO resigned but sta	Fred's, Inc updated financials available ilize its business by refocusing its product mix, simplifying its store portfolio, and repaying as closing an additional 129 stores and holding storewide inventory clearnace sales. Fred's to Close an Additional 129 Stores and Hold Inventory Clearance Sales Across All Stores ayed on as a consultant as the Company wrestled with falling sales and heavy debt. CFO resigns from discount retailer Fred's

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