# creditrisk monitor<sup>®</sup>

## J. CREW GROUP INC. BANKRUPTCY CASE STUDY

FILED ON 05/04/2020

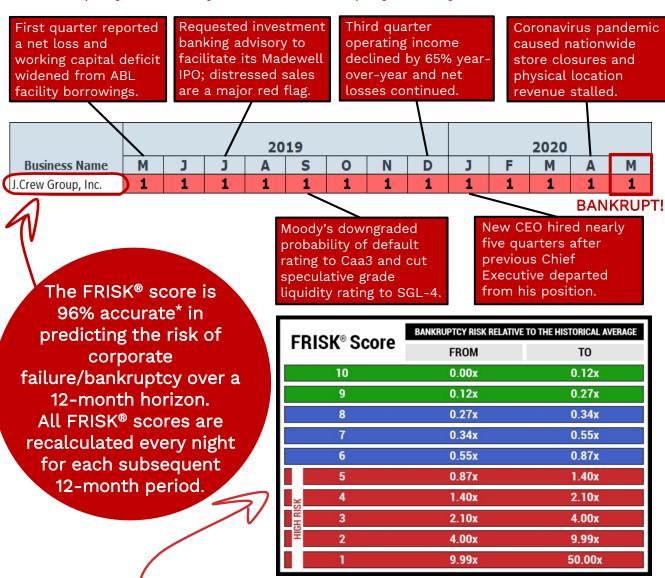


CreditRiskMonitor's warning of J. Crew Group Inc.'s ("J. Crew") bankruptcy risk was determined by a combination of factors:

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#### MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at J. Crew Group, Inc. for more than a year. We issued a special High Risk Report, dated Sept. 4, 2017 and a retail industry blog published Dec. 11, 2019, as conditions continued to deteriorate and become more troubling. The company ultimately filed for bankruptcy on May 4, 2020.



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 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:

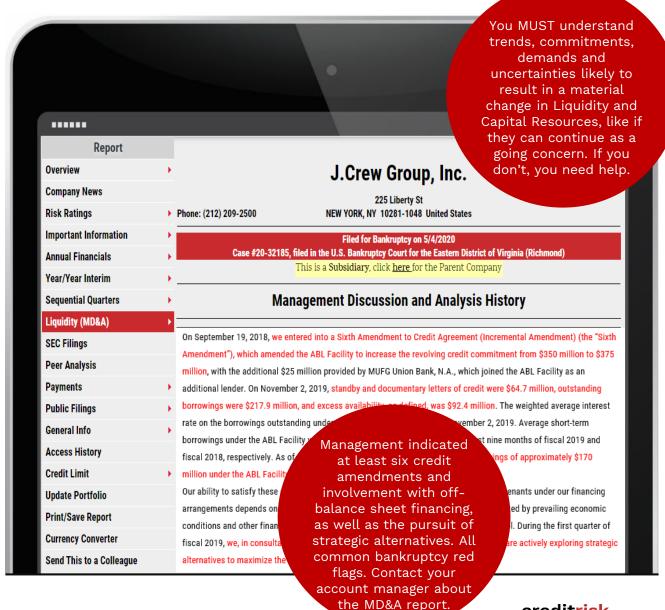
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent non-disclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their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

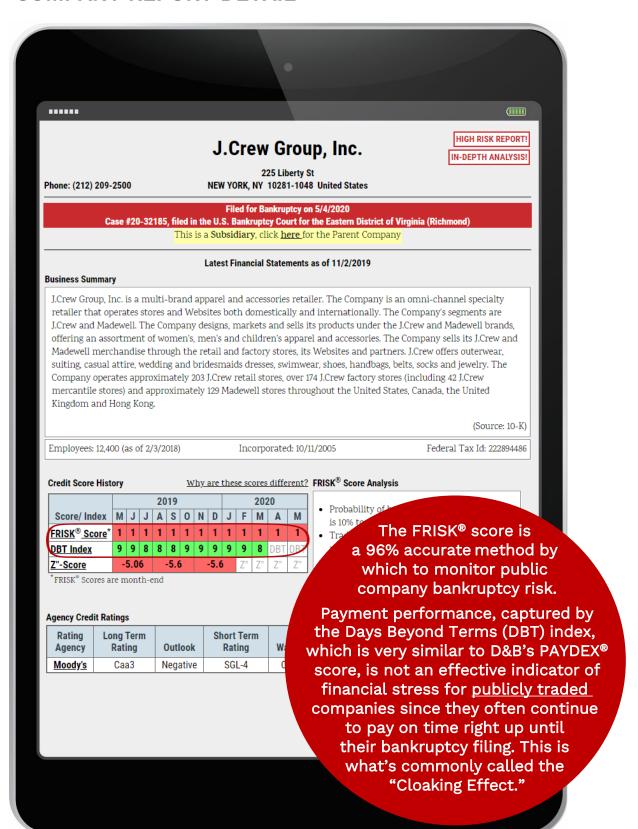
#### DO NOT MISS THIS - MANAGEMENT DISCUSSION AND ANALYSIS (MD&A)

Making misleading or fraudulent statements in an MD&A is <u>against the law</u> – and Sarbanes-Oxley subjects CEOs and CFOs to heavy fines or even <u>jail time</u> for doing so. A vital feature of the CreditRiskMonitor service is the ability to quickly access a Company's Management Discussion and Analysis (MD&A) history. Let it sink in: there are no two people in the world with better knowledge of a company's liquidity risk than the CEO and CFO. More than any credit manager. More than any trade group. And they're personally liable if they're lying.

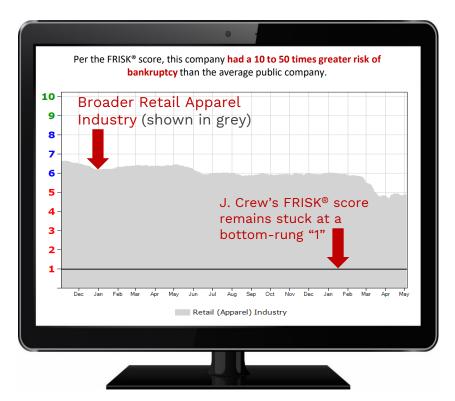
According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."



#### COMPANY REPORT DETAIL



#### FRISK® DEEP DIVE



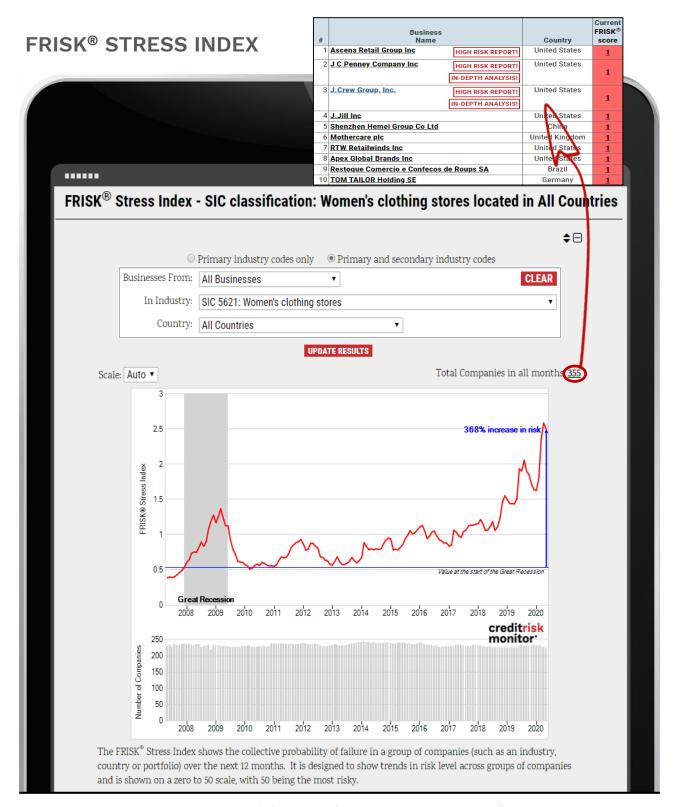
The FRISK® score relative to the broader Retail Apparel industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

One of the component inputs to the FRISK® score is subscriber crowdsourcing, which integrates the aggregated research behavior of credit and other risk professionals on the CreditRiskMonitor web-service. Beginning in March 2019, numerous subscribers began exhibiting click patterns that reflected concern about the financial viability of J. Crew Group. Some of those patterns, for example, included exhaustive research and detailed financial analysis, which often coincide with potential credit policy adjustments, among other risk management actions. In the second quarter of 2019, reported on Sept. 13, inventory financed by vendors was 60.5%, a substantial decline from 72.1% in the same period of the previous year.

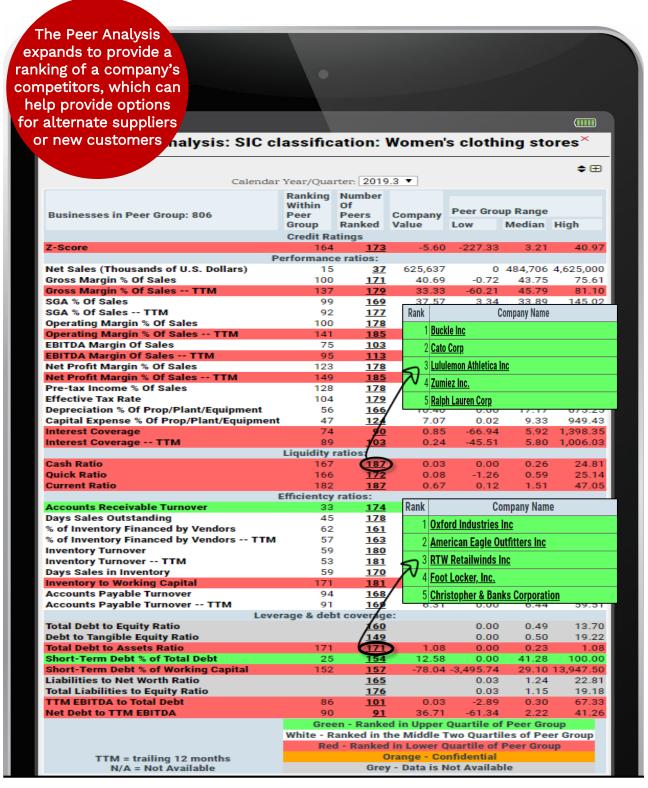
Given J. Crew's already severely distressed financial position, the coronavirus pandemic only exacerbated the company's deterioration in operating performance and credit quality. Subscribers maintained an unfavorable view on the company, especially in early 2020, leading all the way up until its Chapter 11 bankruptcy filing on May 4.

Subscriber crowdsourcing consistently provides unique, real-time insight for credit assessments on public companies.



The average probability of failure for SIC code 5621 (Women's clothing stores) has increased 368% since 2007. J. Crew Group was among the weakest names in the industry as evidenced by its FRISK® score of 1.

#### PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



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

## **QUARTERLY PERFORMANCE RATIOS**

Despite
comparable store
sales growth,
EBIT margins
remained thin

Continuous
net losses,
poor interest
coverage, and
negative free
cash flow

#### Performance Ratios - Sequential Quarters

Performan		- Sequenti of U.S. Dollars)	ai Quarter	S	
	13 weeks	13 weeks	13 weeks	13 weeks	13 weeks
Period Ended	11/2/2019	8/3/2019	5/4/2019	2/2/2019	11/3/2018
Net Sales \$	\$625,637	\$588,829	\$578,506	\$733,771	\$622,200
% change	6.25%	1.78%	-21.16%	17.93%	5.89%
Gross Margin \$	\$254,542	\$209,446	\$213,777	\$164,417	\$238,438
% change	21.53%	-2.03%	30.02%	-31.04%	5.50%
% of sales	40.69%	35.57%	36.95%	22.41%	38.32%
change as % of incremental sales	122.52%	-41.95%	n/m	-66.34%	35.92%
SG&A \$	\$235,054	\$208,020	\$189,750	\$227,708	\$202,828
% change	13.00%	9.63%	-16.67%	12.27%	5.28%
% of sales	37.57%	35.33%	32.80%	31.03%	32.60%
change as % of incremental sales	73.45%	176.98%	n/m	22.30%	29.37%
Operating margin \$	\$11,479	(\$1,536)	\$22,109	(\$64,243)	\$32,663
% change	847.33%	-106.95%	134.41%	-296.68%	-2.04%
% of sales	1.83%	-0.26%	3.82%	-8.76%	5.25%
change as % of incremental sales	35.36%	-229.05%	n/m	-86.86%	-1.96%
EBITDA \$	\$31,326	\$19,139	\$42,962	(\$42,369)	\$55,197
% change	63.68%	-55.45%	201.40%	-176.76%	-4.98%
% of sales	5.01%	3.25%	7.43%	-5.77%	8.87%
change as % of incremental sales	33.11%	-230.78%	n/m	-87.45%	-8.35%
EBIT \$	\$11,011	(\$2,245)	\$21,395	(\$64,843)	\$31,263
% change	590.47%	-110.49%	133.00%	-307.41%	-3.93%
% of sales	1.76%	-0.38%	3.70%	-8.84%	5.02%
change as % of incremental sales	36.01%	-229.00%	n/m	-86.14%	-3.69%
Pre-tax income \$	(\$25,825)	(\$39,263)	(\$14,809)	(\$99,216)	(\$2,478)
% change	34.23%	-165.13%	85.07%	-3,903.87%	-134.22%
% of sales	-4.13%	-6.67%	-2.56%	-13.52%	-0.40%
change as % of incremental sales	36.51%	-236.89%	n/m	-86.71%	-4.10%
Net income (loss) \$	(\$19,857)	(\$44,222)	(\$16,230)	(\$74,364)	(\$5,696)
% change	55.10%	-172.47%	78.17%	-1,205.55%	6.53%
% of sales	-3.17%	-7.51%	-2.81%	-10.13%	-0.92%
change as % of incremental sales	66.19%	-271.16%	n/m	-61.55%	1.15%
Tax expense \$	(\$5,968)	\$4,959	\$1,421	(\$24,852)	\$3,218
Effective tax rate	23.11%	-12.63%	-9.60%	25.05%	-129.86%
Depreciation expense \$	\$19,032	\$20,101	\$20,282	\$20,643	\$22,132
% of sales	3.04%	3.41%	3.51%	2.81%	3.56%
% of capital expenses	147.24%	93.23%	112.70%	119.90%	134.84%
% of PP&E, net (annualized)	10.40%	10.78%	16.29%	33.58%	35.09%
Capital expenditures \$	\$12,926	\$21,560	\$17,997	\$17,217	\$16,413
% change	-40.05%	19.80%	4.53%	4.90%	37.61%
% of PP&E, net (annualized)	7.07%	11.56%	14.45%	28.00%	26.02%
% of working capital (annualized)	-17.07%	-31.43%	-40.43%	-117.57%	-542.44%
Interest coverage ratio	0.85	0.52	1.18	(0.42)	0.55
% change	64.49%	-56.03%	382.51%	-176.23%	-68.42%
Free cash flow \$	(\$16,390)	\$30,391	(\$145,994)	\$89,158	(\$122,049)
% change	-153.93%	120.82%	-263.75%	173.05%	-739.80%
Source:	10-Q	10-Q	10-Q	10-K	10-Q
	12/2/2019	9/13/2019	5/29/2019	3/20/2019	11/29/2018

## **QUARTERLY LEVERAGE RATIOS**

Negative tangible net worth impaired options for additional borrowing

Total debt to assets exceeded 100%, indicating extremely high financial leverage

## Leverage Ratios - Sequential Quarters

	(Thousands	of U.S. Dollars)	·		
Period Ended	11/2/2019	8/3/2019	5/4/2019	2/2/2019	11/3/2018
Total debt \$	\$1,903,306	\$1,887,118	\$1,920,036	\$1,776,152	\$1,855,876
% change	0.86%	-1.71%	8.10%	-4.30%	6.98%
Stockholders' equity \$	(\$1,353,903)	(\$1,334,982)	(\$1,289,420)	(\$1,272,243)	(\$1,194,857)
% change	-1.42%	-3.53%	-1.35%	-6.48%	-0.43%
Tangible net worth \$	(\$1,759,339)	(\$1,741,661)	(\$1,697,437)	(\$1,681,540)	(\$1,605,979)
% change	-1.02%	-2.61%	-0.95%	-4.71%	-0.21%
Total assets \$	\$1,758,755	\$1,708,981	\$1,752,632	\$1,221,651	\$1,394,173
% change	2.91%	-2.49%	43.46%	-12.37%	12.55%
Total debt to assets ratio	1.08	1.10	1.10	1.45	1.33
% change	-1.99%	0.79%	-24.65%	9.22%	-4.95%
Tangible assets \$	\$1,353,319	\$1,302,302	\$1,344,615	\$812,354	\$983,051
% change	3.92%	-3.15%	65.52%	-17.36%	19.05%
Short-term debt \$	\$239,500	\$219,800	\$247,870	\$102,870	\$179,070
% change	8.96%	-11.32%	140.95%	-42.55%	229.54%
Short-term debt % of total debt	12.58%	11.65%	12.91%	5.79%	9.65%
% change	8.04%	-9.78%	122.90%	-39.97%	208.02%
Short-term debt % of working capital	-78.04%	-73.53%	-99.18%	-96.87%	-1,635.19%
% change	-6.14%	25.86%	-2.39%	94.08%	-298.88%
Total liabilities \$	\$3,112,658	\$3,043,963	\$3,042,052	\$2,493,894	\$2,589,030
% change	2.26%	0.06%	21.98%	-3.67%	6.61%
Total debt to EBITDA ratio (annualized)	15.19	24.65	11.17	n/a	8.41
% change	-38.38%	120.62%	n/a	n/a	12.59%
Source:	10		10-Q	10-K	10-Q
			5/29/2019	3/20/2019	11/29/2018

Double digit total debt to EBITDA ranked in the bottom quartile of retail industry peers

## QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Working capital position collapsed	Liquidity Ratio	os - Sequen Isands of U.S. Doll		ar	Meager ash, quick nd curren ratios
Period Ended	11/2/2019	8/3/2019	5/4/2019	2/2/2019	11/3/2018
Current assets \$	\$624,585	\$550,602	\$584,458	\$562,570	\$727,091
% change	13.44%	-5.79%	3.89%	-22.63%	29.33%
% of short-term debt	260.79%	250.50%	235.79%	546.87%	406.04%
Current liabilities \$	\$931,462	\$849,534	\$834,377	\$668,767	\$738,042
% change	9.64%	1.82%	24.76%	-9.39%	28.25%
Working capital \$	(\$306,877)	(\$298,932)	(\$249,919)	(\$106,197)	(\$10,951)
% change	-2.66%	-19.61%	-135.34%	-869.75%	17.38%
% of sales (annualized)	-12.26%	-12.69%	-10.80%	-3.62%	-0.44%
Cash \$	\$28,956	\$27,173	\$30,236	\$25,738	\$31,860
% change	6.56%	-10.13%	17.48%	-19.22%	-8.30%
% of short-term debt	12.09%	12.36%	12.20%	25.02%	17.79%
Cash ratio	0.03	0.03	0.04	0.04	0.04
% change	-2.81%	-11.60%	-5.97%	-10.88%	-28.48%
Quick assets \$	\$73,114	\$69,232	\$86,680	\$66,080	n/a
% change	5.61%	-20.13%	31.17%	n/a	n/a
% of short-ter <u>m</u> debt	30.53%	31.50%	34.97%	64.24%	n/a
Quick ratio	0.08	0.08	0.10	0.10	n/a
% change	-3.68%	-21.56%	5.16%	n/a	n/a
Current ratio	0.67	0.65	0.70	0.84	0.99
% change	3.46%	-7.48%	-16.73%	-14.62%	0.84%
Source:	10-Q 12/2/2019	10-Q 9/13/2019	10-Q 5/29/2019	10-K 3/20/2019	10-Q 11/29/2018

Unable to						
any positive Rate of Return - Sequential Quarters (Thousands of U.S. Dollars)						
P	eriod Ended	13 weeks 11/2/2019	13 weeks 8/3/2019	13 weeks 5/4/2019	13 weeks 2/2/2019	13 weeks 11/3/2018
Return on to	tal assets	-1.15%	-2.56%	-1.09%	-5.69%	-0.43%
% change		55.18%	-134.10%	80.80%	-1,214.01%	14.55%
Return on ta	ngible assets	-1.50%	-3.34%	-1.50%	-8.28%	-0.63%
% change		55.24%	-122.03%	81.83%	-1,215.31%	18.40%
Source:		10-Q 12/2/2019	10-Q 9/13/2019	10-Q 5/29/2019	10-K 3/20/2019	10-Q 11/29/2018

## **ANNUAL STATEMENT OF CASH FLOWS**

operating					
activities	Ozak Flama	Annual	Otendend	l'and	
Statement of	(Thousands of		- Standard	izea	
Period Ended	52 weeks	53 weeks 2/3/2018	52 weeks	52 weeks	52 weeks
Cash Flows from Operating Activities:	2/1/2019	2/3/2010	1/28/2017	1/30/2016	1/31/2015
Net income	(\$120,079)	(\$124,959)	(\$23,514)	(\$1,242,676)	(\$657,773)
Depreciation/depletion	88,028	101,288	109,503	103,966	93,458
Amortization	7,236	9,086	10,540	15,559	15,944
Deferred taxes	(15,177)	(123,276)	(5,140)	(151,232)	(75,015)
Non-cash Items	20,043	159,446	23,174	1,391,398	786,042
Changes in working capital	(49,331)	41,321	23,270	18,538	(4,538)
Total cash from operating activities	(69,280)	62,906	137,833	135,553	158,118
Cash Flows from Investing Activities:					
Capital expenditures	(52,736)	(39,678)	(80,140)	(103,657)	(127,874)
Other investing cash flow items, total	0	2,530	n/a	0	(4,817)
Total cash from investing activities	(52,736)	(37,148)	(80,140)	(103,657)	(132,691)
Cash Flows from Financing Activities:					
Financing cash flow items	(74)	(5,740)	(1,099)	(38,314)	(49,904)
Issuance/retirement of debt, net	55,130	(46,554)	(11,753)	(15,670)	(19,588)
Total cash from financing activities	55,056	(52,294)	(12,852)	(53,984)	(69,492)
Foreign exchange effects	(621)	1,376	(427)	(1,197)	(1,487)
Net change in cash	(67,581)	(25,160)	44,414	(23,285)	(45,552)
Net cash-beginning balance	107,066	132,226	87,812	111,097	156,649
Net cash-ending balance	\$39,485	\$107,066	\$132,226	\$87,812	\$111,097
Supplemental Disclosures:	0100.010	000.050	Å70.550	Å70.000	000.070
Cash interest paid	\$128,048	\$89,059	\$72,558	\$73,923	\$92,973
Cash taxes paid, supplemental	\$1,108 KDMC LLD	\$1,610 KDMC LLD	\$1,245	\$1,328	\$3,985
Auditor/Opinion:	KPMG LLP Unqualified	KPMG LLP Unqualified	KPMG LLP Unqualified	KPMG LLP Unqualified	KPMG LLP Unqualified
Source:	10-K	10-K	10-K	10-K	10-K
oodioc.	3/20/2019	3/27/2018	3/21/2017	3/17/2016	3/17/2015

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

		gs report, executive management admitted strategic missteps that brands and carrying excess inventory.
03/22/2019	CRMZ News Service	J. Crew Debt Drops After Company Admits Strategic Missteps
	out to debt restructuring	lawyers for a second time amid the retailer's unrelenting business liquidity cushion.
03/29/2019	CRMZ News Service	J. Crew Is Turning To Debt Restructuring Lawyers Again, Sources Say
developing. The	rating change reflected his	tes rating to Caa2, and changed their outlook from positive to gh financial leverage, approaching maturities, the company's limited scretionary consumer expenditures.
05/03/2019	Moody's Investors Service	Moody's affirms J. Crew's CFR, downgrades notes rating to Caa2 and PDR to Caa2-PD
nventory liquida	ation. The CFO also affirm	nference call that gross margin declined 290 basis points due to ed that quarterly inventory increased by 21% versus Q1 2018, despit ther margin dilution and adversely affect operating cash flows.
05/29/2019	CQ Transcriptions LLC	Q1 2019 J Crew Group Inc. Earnings Call - Final
and the net loss		decreased 7.3% year-over-year, operating income turned negative, d despite considerable inventory growth, accounts payable declined y vendors.
09/19/2019	CRMZ News Service	J. Crew Group Inc. – updated financials available
		tors on the Madewell spinoff to stabilize its balance sheet, however e unfavorable and the process was halted.
12/02/2019	CRMZ News Service	Cleared to Spin Off Madewell, J. Crew Reports Widening Q3 Loss
Fo implement a restructuring, w	Transaction Support Agre hich would entail most of	ement with creditors, J. Crew Group filed for Chapter 11 bankrupto the company's outstanding debt being converted into equity.
05/04/2020	PR Newswire	J. Crew files for bankruptcy protection

### 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.

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