

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934

For the quarterly period ended June 29, 2003

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934.

For the transition period from _____ to _____

Commission file number: 000-49850

BIG 5 SPORTING GOODS CORPORATION

(Exact name of registrant as specified in its charter)

Delaware

95-4388794

(State or Other Jurisdiction of Incorporation or Organization)

(I.R.S. Employer Identification No.)

2525 East El Segundo Boulevard
El Segundo, California

90245

(Address of Principal Executive Offices)

(Zip Code)

Registrant's telephone number, including area code: (310) 536-0611

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). Yes No

There were 22,663,947 shares of common stock with a par value of \$0.01 per share outstanding at August 13, 2003.

TABLE OF CONTENTS

PART I — FINANCIAL INFORMATION

Item 1 Condensed Consolidated Financial Statements

Condensed Consolidated Balance Sheets

Condensed Consolidated Statements of Operations

Consolidated Condensed Statements of Cash Flows

Notes to Unaudited Condensed Consolidated Financial Statements

ITEM 2: MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK

ITEM 4. CONTROLS AND PROCEDURES

PART II - OTHER INFORMATION

Item 1. Legal Proceedings

Item 2. Changes in Securities and Use of Proceeds

Item 3. Defaults Upon Senior Securities

Item 4. Submission of Matters to a Vote of Security Holders

Item 5. Other Information

Item 6. Exhibits and Reports on Form 8-K

SIGNATURES

CERTIFICATIONS

EXHIBIT 99.1

EXHIBIT 99.2

BIG 5 SPORTING GOODS CORPORATION

INDEX

	Page
PART I — FINANCIAL INFORMATION	
Item 1	Condensed Consolidated Financial Statements (unaudited)
	Condensed Consolidated Balance Sheets
	Condensed Consolidated Statements of Operations
	Condensed Consolidated Statements of Cash Flows
	Notes to Condensed Consolidated Financial Statements
Item 2	Management’s Discussion and Analysis of Financial Condition and Results of Operations
Item 3	Quantitative and Qualitative Disclosures About Market Risk
Item 4	Controls and Procedures
PART II — OTHER INFORMATION	
Item 1	Legal Proceedings
Item 2	Changes in Securities and Use of Proceeds
Item 3	Defaults Upon Senior Securities
Item 4	Submission of Matters to a Vote of Security Holders
Item 5	Other Information
Item 6	Exhibits and Reports on Form 8-K
SIGNATURES	
CERTIFICATIONS	
Exhibit 99.1	
Exhibit 99.2	

BIG 5 SPORTING GOODS CORPORATIONCondensed Consolidated Balance Sheets
(unaudited)
(dollars in thousands)

	June 29, 2003	December 29, 2002
Assets		
Current assets:		
Cash	\$ 6,887	\$ 9,441
Trade and other receivables	5,750	9,057
Merchandise inventories	184,977	169,529
Prepaid expenses	2,216	2,385
	<u>199,830</u>	<u>190,412</u>
Total current assets	199,830	190,412
Net property and equipment	42,515	45,104
Deferred income taxes, net	9,658	9,658
Leasehold interest	4,914	5,811
Other assets, at cost	2,342	2,557
Goodwill	4,433	4,433
	<u>\$263,692</u>	<u>\$257,975</u>
Total assets	\$263,692	\$257,975
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 65,535	\$ 67,937
Accrued expenses	38,325	49,708
	<u>103,860</u>	<u>117,645</u>
Total current liabilities	103,860	117,645
Deferred rent	11,546	11,525
Long-term debt	134,947	125,131
	<u>250,353</u>	<u>254,301</u>
Total liabilities	250,353	254,301
Commitments and contingencies		
Stockholders' equity:		
Common stock, \$0.01 par value. Authorized 50,000,000 shares; issued and outstanding 22,663,947 shares and 22,178,018 shares at June 29, 2003 and December 29, 2002, respectively	227	222
Additional paid-in capital	84,003	84,008
Accumulated deficit	(70,891)	(80,556)
	<u>13,339</u>	<u>3,674</u>
Total stockholders' equity	13,339	3,674
Total liabilities and stockholders' equity	\$263,692	\$257,975

See accompanying notes to condensed consolidated financial statements.

BIG 5 SPORTING GOODS CORPORATIONCondensed Consolidated Statements of Operations
(unaudited)
(in thousands, except per share data)

	13 Weeks Ended		26 Weeks Ended	
	June 29, 2003	June 30, 2002	June 29, 2003	June 30, 2002
Net sales	\$170,125	\$162,703	\$334,642	\$319,836
Cost of goods sold, buying and occupancy	107,530	103,070	214,195	205,196
Gross profit	62,595	59,633	120,447	114,640
Operating expenses:				
Selling and administrative	46,521	45,805	91,643	87,920
Depreciation and amortization	2,527	2,461	5,043	4,822
Total operating expenses	49,048	48,266	96,686	92,742
Operating income	13,547	11,367	23,761	21,898
Premium and unamortized financing fees related to redemption of debt	—	—	1,483	66
Interest expense, net	2,922	4,328	5,896	8,811
Income before income taxes	10,625	7,039	16,382	13,021
Income taxes	4,357	2,910	6,717	5,362
Net income	6,268	4,129	9,665	7,659
Redeemable preferred stock dividends	—	2,025	—	3,989
Net income available to common stockholders	\$ 6,268	\$ 2,104	\$ 9,665	\$ 3,670
Earnings per share:				
Basic	\$ 0.28	\$ 0.14	\$ 0.43	\$ 0.24
Diluted	\$ 0.28	\$ 0.13	\$ 0.43	\$ 0.23
Shares used to calculate earnings per share:				
Basic	22,664	15,300	22,637	15,087
Diluted	22,730	16,512	22,691	16,299

See accompanying notes to condensed consolidated financial statements.

BIG 5 SPORTING GOODS CORPORATIONConsolidated Condensed Statements of Cash Flows
(unaudited)
(dollars in thousands)

	26 Weeks Ended	
	June 29, 2003	June 30, 2002
Cash flows from operating activities:		
Net income	\$ 9,665	\$ 7,659
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	5,043	4,822
Amortization of deferred finance charge and discounts	303	1,872
Premium and unamortized financing fees related to redemption of debt	1,483	114
Loss on disposal of equipment and leasehold interest	140	—
Change in assets and liabilities:		
Merchandise inventories	(15,448)	(17,529)
Trade accounts receivable, net	3,307	2,947
Prepaid expenses and other assets	(288)	(792)
Accounts payable	1,242	12,850
Accrued expenses	(11,383)	(11,055)
Net cash provided by (used in) operating activities	(5,936)	888
Cash flows from investing activities - purchase of property and equipment	(1,676)	(2,687)
Cash flows from financing activities:		
Net borrowings under revolving credit facilities, and other	26,153	3,722
Repayment of senior notes and senior discount notes	(21,095)	(2,998)
Issuance of stock, net of repurchases	—	73,909
Equity issuance costs	—	(944)
Net cash provided by financing activities	5,058	73,689
Net increase (decrease) in cash	(2,554)	71,890
Cash at beginning of period	9,441	7,865
Cash at end of period	\$ 6,887	\$ 79,755
Supplemental disclosures of non-cash financing activities:		
Dividends on preferred stock	\$ —	\$ 3,989
Accrual of initial public offering costs	\$ —	\$ 1,156
Supplemental disclosures of cash flow information:		
Interest paid	\$ 5,933	\$ 6,531
Income taxes paid	\$ 6,665	\$ 8,308

See accompanying notes to condensed consolidated financial statements.

BIG 5 SPORTING GOODS CORPORATION

Notes to Unaudited Condensed Consolidated Financial Statements

(1) Basis of Presentation and Description of Business

We operate in one business segment, as a sporting goods retailer under the Big 5 Sporting Goods name carrying a broad range of hardlines, softlines and footwear, operating 275 stores at June 29, 2003 in California, Washington, Arizona, Oregon, Texas, New Mexico, Nevada, Utah, Idaho and Colorado. We are a holding company that operates our business through Big 5 Corp., our wholly owned subsidiary.

In our opinion, the accompanying unaudited condensed consolidated financial statements contain all adjustments, consisting only of normal recurring adjustments, which in the opinion of management are necessary to present fairly and in accordance with generally accepted accounting principles (GAAP) the financial position as of June 29, 2003 and December 29, 2002 and the results of operations and cash flows for the periods ended June 29, 2003 and June 30, 2002. Certain information and footnote disclosures normally included in financial statements prepared in accordance with GAAP have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission; however, we believe that the disclosures are adequate to make the information presented not misleading. These unaudited condensed consolidated financial statements should be read in conjunction with the audited financial statements included in our Annual Report on Form 10-K for the fiscal year ended December 29, 2002.

(2) Reclassifications

Certain prior year balances in the accompanying condensed consolidated financial statements have been reclassified to conform to current year presentation.

(3) Initial Public Offering

In June 2002, we completed an initial public offering (IPO) of 8.1 million shares of common stock, of which 1.6 million shares were sold by selling stockholders. In July 2002, our underwriters exercised their right to purchase an additional 1.2 million shares through their over-allotment option, of which 0.5 million shares were sold by selling stockholders. With net proceeds of \$76.1 million from the offering and total net proceeds of \$84.0 million after exercise of the underwriters' over-allotment option, and together with borrowings under our credit facility, we redeemed all of our outstanding senior discount notes and preferred stock, paid bonuses to executive officers and directors which were funded by a reduction in the redemption price otherwise applicable to our preferred stock and repurchased 0.5 million shares of our common stock from non-executive employees.

Our accompanying statements of operations report net income and earnings per diluted share in accordance with GAAP. In addition, we internally use pro forma reporting

Table of Contents

to evaluate our operating performance without regard to certain non-recurring financial effects of the IPO, including the exercise of the underwriters' over-allotment option. We believe this presentation will provide investors with additional insight into our operating results. The pro forma figures assume that the IPO took place at the beginning of 2002 and exclude the effects of certain IPO-related expenses. The following table contains a reconciliation of the pro forma adjustments to GAAP for the 13 weeks and 26 weeks ended June 30, 2002. There were no pro forma adjustments for the 13 weeks and 26 weeks ended June 29, 2003.

(in thousands except earnings per share data)

	13 Weeks ended June 30, 2002	26 Weeks ended June 30, 2002
		(unaudited)
Reported net income available to common stockholders	\$ 2,104	\$ 3,670
Redeemable preferred stock dividends (a)	2,025	3,989
Reported net income	4,129	7,659
Bonus expense (b)	1,491	1,491
Management fees (c)	958	1,044
Interest expense (d)	827	1,773
Premium and unamortized financing fees related to redemption of debt (e)	—	66
Income taxes (f)	(1,343)	(1,809)
Pro forma net income available to common stockholders	\$ 6,062	\$10,224
Pro forma earnings per share - diluted	\$ 0.27	\$ 0.45
Pro forma weighted average shares outstanding - diluted	22,664	22,664

- (a) To eliminate dividends and redemption premium on preferred stock redeemed in connection with the IPO.
- (b) To eliminate from selling and administrative expenses, the payment of bonuses that was funded through a reduction of the redemption price that would otherwise have been applicable to redemption of the company's outstanding preferred stock.
- (c) To eliminate from selling and administrative expenses, management services agreement fees and the management services agreement termination cost incurred in connection with the IPO.
- (d) To eliminate interest expense and amortization of debt issue costs associated with the senior discount notes redeemed in connection with the IPO and to reflect interest expense on incremental borrowings under the credit facility in connection with the IPO.
- (e) To eliminate the premium and unamortized financing fees related to redemption of the senior discount notes in connection with the IPO.
- (f) To reflect tax expense (benefit) for items (b) through (e) noted above at the effective tax rate.

[Table of Contents](#)**(4) Earnings Per Share**

The following table sets forth the computation of basic and diluted net income per share of common stock:

(in thousands except earnings per share data)

	13 weeks ended		26 weeks ended	
	June 29, 2003	July 30, 2002	June 29, 2003	June 30, 2002
Net income	\$ 6,268	\$ 4,129	\$ 9,665	\$ 7,659
Less: Preferred stock dividends	—	2,025	—	3,989
Net income available to common stockholders	\$ 6,268	\$ 2,104	\$ 9,665	\$ 3,670
Basic earnings per share:				
Net income	\$ 0.28	\$ 0.14	\$ 0.43	\$ 0.24
Diluted earnings per share:				
Net income	\$ 0.28	\$ 0.13	\$ 0.43	\$ 0.23
Weighted average shares of common stock outstanding				
Basic	22,664	15,300	22,637	15,087
Dilutive effect of options	66	—	27	—
Dilutive effect of unvested restricted stock	—	726	—	726
Dilutive effect of outstanding warrant	—	486	27	486
Diluted	22,730	16,512	22,691	16,299

The outstanding warrant was exercised in the first quarter of fiscal 2003. Options to purchase an additional 59,000 shares of common stock that were outstanding at June 29, 2003 were not included in the computation of diluted earnings per share because the exercise price of these options was greater than the average market price of our common stock and thus would be antidilutive.

(5) Stock-Based Compensation

In December 2002, the Financial Accounting Standards Board (FASB) issued SFAS No. 148, "Accounting for Stock-Based Compensation - Transition and Disclosure - An Amendment of FASB Statement No. 123." SFAS No. 148 amends SFAS No. 123, "Accounting for Stock-Based Compensation," to provide alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, SFAS No. 148 amends the disclosure requirements of SFAS No. 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. SFAS No. 148 is effective for interim and annual periods beginning after December 15, 2002.

[Table of Contents](#)

As permitted under SFAS No. 123, we continue to apply the provisions of Accounting Principles Board Opinion No. 25 “*Accounting for Stock Issued to Employees*” (APB Opinion No. 25), and related interpretations and provide pro forma net income and pro forma earnings per share disclosures for employee stock option grants made in 1995 and future years as if the fair-value-based method defined in SFAS No. 123 had been applied. Therefore, compensation expense for stock options issued to employees is recorded on the date of grant only if the then-current market price of the underlying stock exceeded the exercise price. If we had determined compensation cost based upon the fair value at the grant date for our stock options under SFAS No. 123 using the Black Scholes option pricing model, pro forma net income and pro forma net income per share, including the following weighted average assumptions used in these calculations, would have been as follows:

	13 Weeks Ended		26 Weeks Ended	
	June 29, 2003	June 30, 2002	June 29, 2003	June 30, 2002
Net income, as reported	\$6,268	\$4,129	\$9,665	\$7,659
Deduct: Total stock-based employee compensation expense determined under fair value based methods for all awards, net of related tax effects	107	50	168	97
Pro forma net income	\$6,161	\$4,079	\$9,497	\$7,562
Earnings per share:				
Basic - as reported	0.28	0.14	0.43	0.24
Basic - pro forma	0.27	0.13	0.42	0.24
Diluted - as reported	0.28	0.13	0.43	0.23
Diluted - pro forma	0.27	0.12	0.42	0.22
Risk free interest rate	3.3%	3.6%	3.3%	3.6%
Expected lives	9 years	9 years	9 years	9 years
Expected volatility	65%	60%	65%	60%
Expected dividends	—	—	—	—

The assumptions used in the Black Scholes calculations are reflective of the information at the date of grant. There was one grant date during each of the 26 weeks ended June 29, 2003 and June 30, 2002.

(6) Vendor Payments

In November 2002, EITF issued EITF Issue No. 02-16, "*Accounting by a Customer (Including a Reseller) for Certain Consideration Received from a Vendor.*" EITF Issue No. 02-16 addresses the timing of recognition and classification of consideration received from vendors, including rebates or allowances. EITF Issue No. 02-16 presumes that cash consideration received from a vendor represents a reduction of the prices of the vendor's products or services and should, therefore, be characterized as a reduction in cost of sales unless (i) it is a payment for assets or services delivered to the vendor, in which case the cash consideration should be characterized as revenue, or (ii) it is a reimbursement of costs incurred to sell the vendor's products, in which case the cash consideration should be characterized as a reduction of that cost. EITF No. 02-16 became effective for us in the first quarter of 2003, and had no impact on our financial statements, as we have historically accounted for vendor payments in accordance with the provisions of this standard.

(7) Repurchase of Debt

In January 2003, we adopted the provisions of SFAS No. 145, "*Rescission of FASB Statements No. 4, 44, and 64, Amendment of FASB Statement No. 13, and Technical Corrections.*" SFAS No. 145 provides that the gain or loss recognized upon early debt extinguishment may no longer be classified as extraordinary, but rather must be recognized as a component of net income before extraordinary items, if any. We recognized \$1.5 million and \$0.1 million in premium and related unamortized financing fees in the 26 weeks ended June 29, 2003 and June 30, 2002, respectively. The \$1.5 million charge in the first 26 weeks of 2003 resulted from a \$1.1 million premium related to the redemption of \$20.0 million face value of our senior notes and the related carrying value of applicable deferred financing costs which totaled \$0.4 million in the first quarter of 2003. The \$0.1 million charge in the first 26 weeks of 2002 resulted from the repurchase of \$2.5 million face value of our senior discount notes and \$0.5 million face value of our senior notes in the first quarter of 2002.

ITEM 2: MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

BASIS OF REPORTING

Net Sales

Net sales consist of sales from all stores operated during the period presented, net of merchandise returns. Same store sales for a period reflect net sales from stores operated throughout that period as well as the corresponding prior period. New store sales for a period reflect net sales from stores opened in that period as well as net sales from stores opened during the prior fiscal year. Stores that are relocated during any period are treated as new stores.

Gross Profit

Gross profit is comprised of net sales less all costs of sales, including the cost of merchandise, inventory writedowns, inventory shrinkage, inbound freight, distribution and warehousing, payroll for our buying personnel and store and allocated corporate office occupancy costs. Store and corporate office occupancy costs include rent, contingent rents, common area maintenance, real estate property taxes and property insurance.

Selling and Administrative

Selling and administrative includes store management and corporate expenses, including non-buying personnel payroll, employment taxes, employee benefits, management information systems, advertising, insurance other than property insurance, legal, store pre-opening expenses and other corporate level expenses. Store pre-opening expenses include store-level payroll, grand opening event marketing, travel, supplies and other store opening expenses.

Depreciation and Amortization

Depreciation and amortization consists primarily of the depreciation of leasehold improvements, fixtures and equipment owned by us, amortization of leasehold interest and goodwill and non-cash rent expense.

DISCUSSION OF CRITICAL ACCOUNTING POLICIES

In the ordinary course of business, we have made a number of estimates and assumptions relating to the reporting of results of operations and financial condition in the preparation of our financial statements in conformity with accounting principles generally accepted in the United States. Actual results could differ significantly from those estimates under different assumptions and conditions. We believe that the following discussion addresses our critical accounting policies, which are those that are most important to the portrayal of our financial condition.

Table of Contents

Valuation of Inventory

We value our inventories at the lower of cost or market using the weighted average cost method that approximates the first-in, first-out (FIFO) method. Management has evaluated the current level of inventories in comparison to planned sales volume and other factors and, based on this evaluation, has recorded adjustments to inventory and cost of goods sold for estimated decreases in inventory value. These adjustments are estimates, which could vary significantly, either favorably or unfavorably, from actual results if future economic conditions, consumer demand and competitive environments differ from our expectations. We are not aware of any events or changes in demand or price that would indicate to us that our inventory valuation may be inaccurate at this time.

Valuation of Long-Lived Assets

Long-lived assets and certain identifiable intangibles are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of the assets to future net cash flows estimated by us to be generated by these assets. If such assets are considered to be impaired, the impairment to be recognized is the amount by which the carrying amount of the assets exceeds the fair value of the assets. We are not aware of any events or changes in circumstances that would indicate to us that our long-lived assets are impaired or that would require an impairment consideration at this time.

RESULTS OF OPERATIONS

The results of the interim periods are not necessarily indicative of results for the entire fiscal year.

13 Weeks Ended June 29, 2003 Compared to 13 Weeks Ended June 30, 2002

The following table sets forth selected items from our operating results as a percentage of our net sales for the periods indicated:

	13 Weeks Ended			
	June 29, 2003	(unaudited) (dollars in thousands)		June 30, 2002
Net sales	\$170,125	100.0%	\$162,703	100.0%
Cost of sales	107,530	63.2	103,070	63.3
Gross profit	62,595	36.8	59,633	36.7
Operating expenses:				
Selling and administrative	46,521	27.3	45,805	28.2
Depreciation and amortization	2,527	1.5	2,461	1.5
Total operating expense	49,048	28.8	48,266	29.7
Operating income	13,547	8.0	11,367	7.0
Interest expense, net	2,922	1.7	4,328	2.7
Income before income tax expense	10,625	6.3	7,039	4.3
Income tax expense	4,357	2.6	2,910	1.8
Net income	\$ 6,268	3.7%	\$ 4,129	2.5%

1. **Net Sales.** Net sales increased by \$7.4 million, or 4.6%, to \$170.1 million in the 13 weeks ended June 29, 2003 from \$162.7 million in the same period last year. This growth reflected an increase of \$1.5 million in same store sales and an increase of \$6.2 million in new store sales, which reflected the opening of 15 new stores since March 31, 2002. The remaining variance was attributable to net sales from closed stores. Same store sales increased 0.9% in the 13 weeks ended June 29, 2003 versus the same period last year, representing the thirtieth consecutive quarterly increase in same store sales over comparable prior periods. This 0.9% increase in same store sales was primarily attributable to higher sales in our apparel and hardgoods categories which were partially offset by a slight decrease in our footwear category. Store count at June 29, 2003 was 275 versus 261 at June 30, 2002. We opened no new stores in the 13 weeks ended June 29, 2003 and we opened one new store in the 13 weeks ended June 30, 2002. We expect to open approximately 16 to 18 new stores during the remainder of fiscal 2003.

2. **Gross Profit.** Gross profit increased by \$3.0 million, or 5.0%, to \$62.6 million in the 13 weeks ended June 29, 2003 from \$59.6 million in the same period last year. Gross profit margin was 36.8% in the 13 weeks ended June 29, 2003 compared to 36.7% in the same period last year. We were able to achieve higher gross profit margins primarily due to improved product selling margin comparisons. These increases were partially offset by

Table of Contents

higher occupancy and distribution center costs when measured as a percentage of sales resulting from a smaller than expected growth in net sales.

3. **Selling and Administrative.** Selling and administrative expenses increased by \$0.7 million, or 1.6%, to \$46.5 million in the 13 weeks ended June 29, 2003 from \$45.8 million in the same period last year. The increase was primarily due to a \$2.0 million increase in store related expenses primarily resulting from supporting our store growth and increased employee health benefit costs. Other factors impacting the increase were higher advertising expenses of \$0.7 million which resulted from supporting our store growth and the timing of the Easter holiday between periods and higher insurance related costs of \$0.2 million primarily related to increased director and officers insurance premiums after our initial public offering (IPO). These increases were partially offset by expenses incurred in connection with our IPO which occurred in the 13 weeks ended June 30, 2002. These expenses include management services agreement fees and termination costs paid to Leonard Green & Associates, L.P., an affiliate of Leonard Green & Partners, L.P., which were \$1.0 million in the 13 weeks ended June 30, 2002, as well as bonuses paid to our executive officers and directors during the 13 weeks ended June 30, 2002. The bonuses for that period totaled \$1.5 million and were funded through a reduction of the redemption price that would otherwise have been applicable to the redemption of our outstanding preferred stock. When measured as a percentage of net sales, selling and administrative expenses were 27.3% for the 13 weeks ended June 29, 2003 compared to 28.2%, including IPO related expenses, for the same period last year.

4. **Depreciation and Amortization.** Depreciation and amortization expense remained flat at \$2.5 million for the 13 weeks ended June 29, 2003 and the same period last year.

5. **Interest Expense, Net.** Interest expense, net decreased by \$1.4 million, or 32.5%, to \$2.9 million in the 13 weeks ended June 29, 2003 from \$4.3 million in the same period last year. This decrease reflected lower average interest rates on our credit facility in the 13 weeks ended June 29, 2003 versus the 13 weeks ended June 30, 2002 and lower average interest costs associated with the use of borrowings from our credit facility to redeem \$20.0 million of our 10.875% senior notes during the first quarter of 2003. In the third quarter of fiscal 2002, we used some of the proceeds from our IPO to redeem all of our outstanding senior discount notes for an aggregate redemption price of approximately \$27.5 million. Accordingly, interest expense, net included no expense related to those senior discount notes in the 13 weeks ended June 29, 2003 versus \$1.0 million in the 13 weeks ended June 30, 2002.

6. **Income Taxes.** Provision for income taxes was \$4.4 million for the 13 weeks ended June 29, 2003 and \$2.9 million for the 13 weeks ended June 30, 2002. Our effective income tax rate was 41% for both periods. Income taxes are based upon the estimated effective tax rate for the entire fiscal year applied to pre-tax income for the year. The effective rate is subject to ongoing evaluation by management.

[Table of Contents](#)**26 Weeks Ended June 29, 2003 Compared to 26 Weeks Ended June 30, 2002**

The following table sets forth selected items from our operating results as a percentage of our net sales for the periods indicated:

	26 Weeks Ended			
	June 29, 2003		June 30, 2002	
		(unaudited)		
		(dollars in thousands)		
Net sales	\$334,642	100.0%	\$319,836	100.0%
Cost of sales	214,195	64.0	205,196	64.2
Gross profit	120,447	36.0	114,640	35.8
Operating expenses:				
Selling and administrative	91,643	27.4	87,920	27.5
Depreciation and amortization	5,043	1.5	4,822	1.5
Total operating expense	96,686	28.9	92,742	29.0
Operating income	23,761	7.1	21,898	6.8
Premium and unamortized financing fees related to redemption of debt	1,483	0.4	66	0.0
Interest expense, net	5,896	1.8	8,811	2.7
Income before income tax expense	16,382	4.9	13,021	4.1
Income tax expense	6,717	2.0	5,362	1.7
Net income	\$ 9,665	2.9%	\$ 7,659	2.4%

1. **Net Sales.** Net sales increased by \$14.8 million, or 4.6%, to \$334.6 million in the first 26 weeks of 2003 from \$319.8 million in the same period last year. This growth reflected an increase of \$2.4 million in same store sales and an increase of \$12.3 million in new store sales, which reflected the opening of one new store during the first 26 weeks of 2003 and 15 new stores in fiscal 2002. The remaining variance was attributable to net sales from closed stores. Same store sales increased 0.8% in the first 26 weeks of 2003 versus the same period last year. The increase in same store sales was attributable to higher sales in each of our three major categories, apparel, footwear and hardgoods. Store count at June 29, 2003 was 275 versus 261 at June 30, 2002. We opened one new store and closed one store in the first 26 weeks of 2003 and we opened one new store in the first 26 weeks of 2002. We expect to open approximately 16 to 18 new stores during the remainder of fiscal 2003.

2. **Gross Profit.** Gross profit increased by \$5.8 million, or 5.1%, to \$120.4 million in the first 26 weeks of 2003 from \$114.6 million in the same period last year. Gross profit margin was 36.0% in the first 26 weeks of 2003 compared to 35.8% in the same period last year. We were able to achieve higher gross profit margins primarily due to improved selling margins in the majority of our product categories, including favorable comparisons in our footwear and hardgoods categories which were partially offset by higher occupancy and distribution center costs when measured as a percentage of sales resulting from a smaller than expected growth in net sales.

3. **Selling and Administrative.** Selling and administrative expenses increased by \$3.7 million, or 4.2%, to \$91.6 million in the first 26 weeks of 2003 from \$87.9 million in the same period last year. The increase was primarily due to a \$4.5 million increase in store

Table of Contents

related expenses primarily resulting from supporting our store growth and increased employee health benefit costs. Other factors impacting the increase were higher advertising expenses of \$0.9 million which resulted from supporting our store growth and higher insurance related costs of \$0.3 million primarily related to increased director and officers insurance premiums after our IPO. These increases were partially offset by expenses incurred in connection with our IPO which occurred in the 26 weeks ended June 30, 2002. These expenses include management services agreement fees and termination costs paid to Leonard Green & Associates, L.P., an affiliate of Leonard Green & Partners, L.P., which were \$1.0 million in the 26 weeks ended June 30, 2002, as well as bonuses paid to our executive officers and directors during the 26 weeks ended June 30, 2002. The bonuses for that period totaled \$1.5 million and were funded through a reduction of the redemption price that would otherwise have been applicable to the redemption of our outstanding preferred stock. When measured as a percentage of net sales, selling and administrative expenses were 27.4% for the first 26 weeks of 2003 compared to 27.5%, including IPO related expenses, for the same period last year.

4. Depreciation and Amortization. Depreciation and amortization expense increased by \$0.2 million, or 4.6%, to \$5.0 million in the first 26 weeks of 2003 from \$4.8 million in the same period last year.

5. Premium and Unamortized Financing Fees Related to Redemption of Debt. Premium and unamortized financing fees related to redemption of debt were \$1.5 million in the first 26 weeks of 2003 versus \$0.1 million in the first 26 weeks of 2002. The \$1.5 million charge in the first 26 weeks of 2003 resulted from a \$1.1 million premium related to the redemption of \$20.0 million face value of our senior notes and the related carrying value of applicable deferred financing costs which totaled \$0.4 million in the first quarter of 2003. The \$0.1 million charge in the first 26 weeks of 2002 resulted from the repurchase of \$2.5 million face value of our senior discount notes and \$0.5 million face value of our senior notes in the first quarter of 2002.

6. Interest Expense, Net. Interest expense, net decreased by \$2.9 million, or 33.1%, to \$5.9 million in the first 26 weeks of 2003 from \$8.8 million in the same period last year. This decrease reflected lower average interest rates on our credit facility in the first 26 weeks of 2003 versus the first 26 weeks of 2002 and lower average interest costs associated with the use of borrowings from our credit facility to redeem \$20.0 million of our 10.875% senior notes during the first quarter of 2003. In the third quarter of fiscal 2002, we used some of the proceeds from our IPO to redeem all of our outstanding senior discount notes for an aggregate redemption price of approximately \$27.5 million. Accordingly, interest expense, net included no expense related to those senior discount notes in the first 26 weeks of 2003 versus \$2.1 million in the first 26 weeks of 2002.

7. Income Taxes. Provision for income taxes was \$6.7 million for the first 26 weeks of 2003 and \$5.4 million for the first 26 weeks of 2002. Our effective income tax rate was 41% for both periods. Income taxes are based upon the estimated effective tax rate for the entire fiscal year applied to pre-tax income for the year. The effective rate is subject to ongoing evaluation by management.

LIQUIDITY AND CAPITAL RESOURCES

Our principal liquidity requirements are for working capital and capital expenditures. We fund our liquidity requirements with cash flow from operations and borrowings under our credit facility.

Net cash used in operating activities for the first 26 weeks of 2003 was \$5.9 million versus net cash provided by operating activities of \$0.9 million for the first 26 weeks of 2002. The change between periods primarily reflects timing of working capital requirements partially offset by higher net income in the first 26 weeks of 2003.

Capital expenditures for the first 26 weeks of 2003 and 2002 were \$1.7 million and \$2.7 million, respectively. We expect capital expenditures for the remaining 26 weeks of 2003 will range from \$10.0 to \$11.0 million, primarily to fund the opening of approximately 16 to 18 new stores, store improvements and remodelings, warehouse and headquarters improvements and computer hardware and software expenditures. Our store format requires a low investment in furniture and equipment (approximately \$0.4 million), working capital (approximately \$0.4 million, net of amount financed by vendors through trade payables, which is typically one-third) and real estate (leased "built-to-suit" locations).

Net cash provided by financing activities for the first 26 weeks of 2003 and 2002 was \$5.1 million and \$73.7 million, respectively. As of June 29, 2003, we had borrowings of \$52.1 million and letter of credit commitments of \$5.4 million outstanding under our credit facility and \$82.8 million of our senior notes outstanding. These balances compare to borrowings of \$29.4 million and letter of credit commitments of \$4.5 million outstanding under our credit facility, \$103.3 million of our senior notes outstanding and \$23.6 million of our senior discount notes outstanding as of June 30, 2002. In the third quarter of 2002 we redeemed our senior discount notes following the consummation of the IPO. In the first quarter of 2003 we redeemed \$20.0 million face value of our senior notes. During the first 26 weeks ended June 30, 2002, we repurchased \$2.8 million face value of our senior discount notes and \$0.5 million face value of our senior notes. We had cash of \$6.9 million and \$79.8 million at June 29, 2003 and June 30, 2002, respectively. On June 28, 2002, we completed an IPO of 8.1 million shares of our common stock, of which 1.6 million shares were sold by selling stockholders. We received \$76.4 million in net proceeds from this offering, of which \$73.9 million is included in cash at June 30, 2002.

We believe we will be able to fund our future cash requirements for operations from operating cash flows, cash on hand and borrowings under our credit facility. We believe these sources of funds will be sufficient to continue our operations and planned capital expenditures and satisfy our scheduled payments under debt obligations for at least the next twelve months. However, our ability to satisfy such obligations depends upon our future performance, which in turn is subject to general economic conditions and regional risks, and to financial, business and other factors affecting our operations, including factors beyond our control. See "Risk Factors That May Affect Future Results or Market Price of Our Common Stock."

Table of Contents

and prime lending rate borrowings and letters of credit of \$5.4 million outstanding. Our maximum eligible borrowing available under the amended and restated credit facility is limited to 70% of the aggregate value of eligible inventory during November through February and 65% of the aggregate value of eligible inventory during the remaining months of the year. Available borrowings over and above actual LIBOR and prime rate borrowings and letters of credit outstanding on the amended and restated credit facility amounted to \$59.8 million at June 29, 2003.

Our amended and restated credit facility and the indenture governing our senior notes contain various financial and other covenants, including covenants that require us to maintain various financial ratios, restrict our ability to incur indebtedness or to create various liens and restrict the amount of capital expenditures that we may incur. Our amended and restated credit facility and the indenture governing our senior notes also restrict our ability to engage in mergers or acquisitions, sell assets or pay dividends. We are currently in compliance with all covenants under our amended and restated credit facility and the indenture governing our senior notes.

If we fail to make any required payment under our amended and restated credit facility or the indenture governing our senior notes or if we otherwise default under these instruments, our debt may be accelerated under these instruments. This acceleration could also result in the acceleration of other indebtedness that we may have outstanding at that time.

If we are unable to generate sufficient cash flow from operations to meet our obligations and commitments, we will be required to refinance or restructure our indebtedness or raise additional debt or equity capital. Additionally, we may be required to sell material assets or operations or delay or forego expansion opportunities. We might not be able to effect these alternative strategies on satisfactory terms, if at all.

SEASONALITY

We experience seasonal fluctuations in our net sales and operating results. In fiscal 2002, we generated 26.5% of our net sales and 35.2% of our operating income in the fourth fiscal quarter, which includes the holiday selling season as well as the peak winter sports selling season. As a result, we incur significant additional expenses in the fourth fiscal quarter due to higher purchase volumes and increased staffing. If we miscalculate the demand for our products generally or for our product mix during the fourth fiscal quarter, our net sales could decline, resulting in excess inventory, which could harm our financial performance. Because a substantial portion of our operating income is derived from our fourth fiscal quarter net sales, a shortfall in expected fourth fiscal quarter net sales could cause our annual operating results to suffer significantly.

IMPACT OF INFLATION

We do not believe that inflation has a material impact on our earnings from operations.

FORWARD-LOOKING STATEMENTS

This document includes certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements relate to, among other things, our financial condition, our results of operations, our growth strategy and the business of our company generally. In some cases, you can identify such statements by terminology such as “may”, “will”, “should”, “expects”, “plans”, “anticipates”, “believes”, “intends” or other such terminology. These forward-looking statements involve risks, uncertainties and other factors that may cause our actual results in future periods to differ materially from forecasted results. These risks and uncertainties include, without limitation, the risk factors set forth elsewhere in this report and other risks and uncertainties more fully described in our other filings with the Securities and Exchange Commission. We caution that the risk factors set forth in this report are not exclusive. We disclaim any obligation to revise or update any forward-looking statement that may be made from time to time by us or on our behalf.

RISK FACTORS THAT MAY AFFECT FUTURE RESULTS AND MARKET PRICE OF OUR COMMON STOCK

Set forth below and elsewhere in this report and in other documents we file with the Securities and Exchange Commission are risks and uncertainties that could cause actual results to differ materially from the results contemplated by the forward-looking statements contained in this report.

Risks Related to Our Business

We are highly leveraged, future cash flows may not be sufficient to meet our obligations and we might have difficulty obtaining more financing.

We have a substantial amount of debt. As of June 29, 2003, the aggregate principal amount of our outstanding indebtedness was approximately \$134.9 million. Our highly leveraged financial position means:

- a substantial portion of our cash flow from operations will be required to service our indebtedness;
- our ability to obtain financing in the future for working capital, capital expenditures and general corporate purposes might be impeded; and
- we are more vulnerable to economic downturns and our ability to withstand competitive pressures is limited.

If our business declines, our future cash flow might not be sufficient to meet our obligations and commitments.

If we fail to make any required payment under our credit facility or indenture, our debt may be accelerated under these instruments. In addition, in the event of bankruptcy or insolvency or a material breach of any covenant contained in one of our debt instruments, our debt may be accelerated. This acceleration could also result in the acceleration of other indebtedness that we may have outstanding at that time.

If we are unable to generate sufficient cash flow from operations to meet our obligations and commitments, we will be required to refinance or restructure our indebtedness or raise additional debt or equity capital. Additionally, we may be required to sell material assets or operations or delay or forego expansion opportunities. These alternative strategies might not be effected on satisfactory terms, if at all.

The terms of our debt instruments impose operating and financial restrictions on us, which may impair our ability to respond to changing business and economic conditions.

The terms of our debt instruments impose operating and financial restrictions on us, including, among other things, restrictions on our ability to incur additional indebtedness, create or allow liens, pay dividends, engage in mergers, acquisitions or reorganizations or

[Table of Contents](#)

make specified capital expenditures. For example, our ability to engage in the foregoing transactions will depend upon, among other things, our level of indebtedness at the time of the proposed transaction and whether we are in default under our financing agreements. As a result, our ability to respond to changing business and economic conditions and to secure additional financing, if needed, may be significantly restricted, and we may be prevented from engaging in transactions that might further our growth strategy or otherwise benefit us without obtaining consent from our lenders. In addition, our credit facility is secured by a first priority security interest in our trade accounts receivable, merchandise inventories, service marks and trademarks and other general intangible assets, including trade names. In the event of our insolvency, liquidation, dissolution or reorganization, the lenders under our debt instruments would be entitled to payment in full from our assets before distributions, if any, were made to our stockholders.

If we are unable to successfully implement our controlled growth strategy or manage our growing business, our future operating results could suffer.

One of our strategies includes opening profitable stores in new and existing markets. Our ability to successfully implement our growth strategy could be negatively affected by any of the following:

- suitable sites may not be available for leasing;
- we may not be able to negotiate acceptable lease terms;
- we might not be able to hire and retain qualified store personnel; and
- we might not have the financial resources necessary to fund our expansion plans.

In addition, our expansion in new and existing markets may present competitive, distribution and merchandising challenges that differ from our current challenges. These potential new challenges include competition among our stores, added strain on our distribution center, additional information to be processed by our management information systems and diversion of management attention from ongoing operations. We face additional challenges in entering new markets, including consumers' lack of awareness of us, difficulties in hiring personnel and problems due to our unfamiliarity with local real estate markets and demographics. New markets may also have different competitive conditions, consumer tastes and discretionary spending patterns than our existing markets. To the extent that we are not able to meet these new challenges, our net sales could decrease and our operating costs could increase.

Because our stores are concentrated in the western United States, we are subject to regional risks.

Our stores are located in the western United States. Because of this, we are subject to regional risks, such as the economy, weather conditions, power outages, the increasing cost of electricity and earthquakes and other natural disasters specific to the states in which we operate. For example, particularly in southern California where we have a high concentration of stores, seasonal factors such as unfavorable snow conditions, such as those that occurred in the winter of 2002-2003, inclement weather or other localized conditions

Table of Contents

such as flooding, earthquakes or electricity blackouts could harm our operations. If the region were to suffer an economic downturn or other adverse regional event, our net sales and profitability and our ability to implement our planned expansion program could suffer. Several of our competitors operate stores across the United States and thus are not as vulnerable to these regional risks.

If we lose key management or are unable to attract and retain the talent required for our business, our operating results could suffer.

Our future success depends to a significant degree on the skills, experience and efforts of Steven G. Miller, our President and Chief Executive Officer, and other key personnel who are not obligated to stay with us. The loss of the services of any of these individuals could harm our business and operations. In addition, as our business grows, we will need to attract and retain additional qualified personnel in a timely manner and develop, train and manage an increasing number of management level sales associates and other employees. Competition for qualified employees could require us to pay higher wages to attract a sufficient number of employees, and increases in the federal minimum wage or other employee benefits costs could increase our operating expenses. If we are unable to attract and retain personnel, as needed in the future, our net sales growth and operating results may suffer.

Our hardware and software systems are vulnerable to damage that could harm our business.

Our success, in particular our ability to successfully manage inventory levels, largely depends upon the efficient operation of our computer hardware and software systems. We use management information systems to track inventory information at the store level, communicate customer information and aggregate daily sales information. These systems and our operations are vulnerable to damage or interruption from:

- earthquake, fire, flood and other natural disasters;
- power loss, computer systems failures, internet and telecommunications or data network failure, operator negligence, improper operation by or supervision of employees, physical and electronic loss of data or security breaches, misappropriation and similar events; and
- computer viruses.

Any failure that causes an interruption in our operations or a decrease in inventory tracking could result in reduced net sales.

If our suppliers do not provide sufficient quantities of products, our net sales and profitability could suffer.

We purchase merchandise from over 750 vendors. Although we did not rely on any single vendor for more than 6.0% of our total purchases during the twelve months ended June 29, 2003, our dependence on principal suppliers involves risk. Our 20 largest vendors collectively accounted for 36.2% of our total purchases during the twelve months ended June 29, 2003. If there is a disruption in supply from a principal supplier or distributor, we

Table of Contents

may be unable to obtain merchandise that we desire to sell and that consumers desire to purchase. In addition, a significant portion of the products that we purchase, including those purchased from domestic suppliers, are manufactured abroad. A vendor could discontinue selling products to us at any time for reasons that may or may not be in our control. Our net sales and profitability could decline if we are unable to promptly replace a vendor who is unwilling or unable to satisfy our requirements with a vendor providing equally appealing products.

Because all of our stores rely on a single distribution center, any disruption could reduce our net sales.

We currently rely on a single distribution center in Fontana, California. Any natural disaster or other serious disruption to this distribution center due to fire, earthquake or any other cause could damage a significant portion of our inventory and could materially impair both our ability to adequately stock our stores and our net sales and profitability. If the security measures used at our distribution center do not prevent inventory theft, our gross margin may significantly decrease. In August 2002, we entered into a two-year lease for an additional 136,000 square foot satellite distribution center to handle seasonal merchandise and returns. In addition, because of limited capacity at the current distribution center, we will need to build a replacement distribution center in the next 15 to 18 months. Any disruption to, or delay in, this process could harm our future operations.

Because two equity owners of a substantial stockholder are members of the board of directors of one of our competitors, there may be conflicts of interest.

Green Equity Investors, L.P., an affiliate of Leonard Green & Partners, L.P., holds a significant equity interest in us and also holds an equity interest in Gart Sports Company, one of our competitors. John G. Danhagl, an executive officer and equity owner of Leonard Green & Partners, L.P., currently serves on our board of directors. Jonathan Sokoloff and Jonathan Seiffer, equity owners of Leonard Green & Partners, L.P. and former members of our board of directors, currently serve on Gart Sports Company's board of directors. Mr. Danhagl may have conflicts of interest with respect to certain matters affecting us, including the pursuit of certain business opportunities presented to Leonard Green & Partners, L.P. All potential conflicts may not be resolved in a manner that is favorable to us. We believe it is impossible to predict the precise circumstances under which future potential conflicts may arise and therefore intend to address potential conflicts on a case-by-case basis. Under Delaware law, directors have a fiduciary duty to act in good faith and in what they believe to be in the best interest of the corporation and its stockholders. Such duties include the duty to refrain from impermissible self-dealing and to deal fairly with respect to transactions in which the directors, or other companies with which such directors are affiliated, have an interest.

Risks Related to Our Industry

A downturn in the economy may affect consumer purchases of discretionary items, which could reduce our net sales.

In general, our sales represent discretionary spending by our customers. Discretionary spending is affected by many factors, including, among others, general business conditions, interest rates, inflation, consumer debt levels, the availability of consumer credit, taxation, electricity power rates, unemployment trends and other matters that influence consumer confidence and spending. Our customers' purchases of discretionary items, including our products, could decline during periods when disposable income is lower or periods of actual or perceived unfavorable economic conditions. If this occurs, our net sales and profitability could decline.

Seasonal fluctuations in the sales of sporting goods could cause our annual operating results to suffer significantly.

We experience seasonal fluctuations in our net sales and operating results. In fiscal 2002, we generated 26.5% of our net sales and 35.2% of our operating income in the fourth fiscal quarter, which includes the holiday selling season as well as the peak winter sports selling season. As a result, we incur significant additional expenses in the fourth fiscal quarter due to higher purchase volumes and increased staffing. If we miscalculate the demand for our products generally or for our product mix during the fourth fiscal quarter, our net sales could decline, resulting in excess inventory, which could harm our financial performance. Because a substantial portion of our operating income is derived from our fourth fiscal quarter net sales, a shortfall in expected fourth fiscal quarter net sales could cause our annual operating results to suffer significantly.

Intense competition in the sporting goods industry could limit our growth and reduce our profitability.

The retail market for sporting goods is highly fragmented and intensely competitive. We compete directly or indirectly with the following categories of companies:

- other traditional sporting goods stores and chains;
- mass merchandisers, discount stores and department stores, such as Wal-Mart, Kmart, Target, JC Penney and Sears;
- specialty sporting goods shops and pro shops, such as The Athlete's Foot and Foot Locker;
- sporting goods superstores, such as The Sports Authority and Gart Sports Company; and
- internet retailers.

Some of our competitors have a larger number of stores and greater financial, distribution, marketing and other resources than we have. Two of our major competitors, The Sports Authority and Gart Sports Company completed a merger in August 2003. In addition, if our competitors reduce their prices, it may be difficult for us to reach our net sales goals without reducing our prices. As a result of this competition, we may also need to spend more on advertising and promotion than we anticipate. If we are unable to compete successfully, our operating results will suffer.

We may incur costs from litigation or increased regulation relating to products that we sell, particularly firearms.

We sell products manufactured by third parties, some of which may be defective. If any product that we sell were to cause physical injury or injury to property, the injured party or parties could bring claims against us as the retailer of the product. Our insurance coverage may not be adequate to cover every claim that could be asserted against us. If a successful claim were brought against us in excess of our insurance coverage, it could harm our business. Even unsuccessful claims could result in the expenditure of funds and management time and could have a negative impact on our business. In addition, our products are subject to the Federal Consumer Product Safety Act, which empowers the Consumer Product Safety Commission to protect consumers from hazardous sporting goods and other articles. The Consumer Product Safety Commission has the authority to exclude from the market certain consumer products that are found to be hazardous. Similar laws exist in some states and cities in the United States. If we fail to comply with government and industry safety standards, we may be subject to claims, lawsuits, fines and negative publicity that could harm our operating results.

In addition, we sell firearms and ammunition, products associated with an increased risk of injury and related lawsuits. Sales of firearms and ammunition have historically represented less than 5% of our annual net sales. We may incur losses due to lawsuits relating to our performance of background checks on firearms purchases as mandated by state and federal law or the improper use of firearms sold by us, including lawsuits by municipalities or other organizations attempting to recover costs from firearms manufacturers and retailers relating to the misuse of firearms. In addition, in the future there may be increased federal, state or local regulation, including taxation, of the sale of firearms in both our current markets as well as future markets in which we may operate. Commencement of these lawsuits against us or the establishment of new regulations could reduce our net sales and decrease our profitability.

If we fail to anticipate changes in consumer preferences, we may experience lower net sales, higher inventory markdowns and lower margins.

Our products must appeal to a broad range of consumers whose preferences cannot be predicted with certainty. These preferences are also subject to change. Our success depends upon our ability to anticipate and respond in a timely manner to trends in sporting goods merchandise and consumers' participation in sports. If we fail to identify and respond to these changes, our net sales may decline. In addition, because we often make commitments to purchase products from our vendors up to six months in advance of the proposed delivery, if we misjudge the market for our merchandise, we may over-stock unpopular products and be forced to take inventory markdowns that could have a negative impact on profitability.

Terrorism and the uncertainty of war may harm our operating results.

Terrorist attacks or acts of war may cause damage or disruption to us and our employees, facilities, information systems, vendors, and customers, which could significantly impact our net sales, costs and expenses and financial condition. The threat of

[Table of Contents](#)

terrorist attacks in the United States since September 11, 2001 continues to create many economic and political uncertainties. The potential for future terrorist attacks, the national and international responses to terrorist attacks and other acts of war or hostility may cause greater uncertainty and cause our business to suffer in ways that we currently cannot predict. The military action taken by the United States and its allies against the government of Iraq could have a short or long term negative economic impact upon the financial markets and our business in general.

Other Risks

The price of our common stock may be volatile.

The trading price of our common stock may fluctuate widely as a result of a number of factors, many of which are outside our control. In addition, the stock market has experienced extreme price and volume fluctuations that have affected the market prices of many companies. These broad market fluctuations could adversely affect the market price of our common stock. A significant decline in our stock price could result in substantial losses for individual stockholders and could lead to costly and disruptive securities litigation.

Substantial amounts of our common stock could be sold in the near future, which could depress our stock price.

We cannot predict the effect, if any, that the availability of shares of common stock for sale will have on the market price of our common stock prevailing from time to time. All of the outstanding shares of common stock belonging to executive officers, directors and other stockholders are currently “restricted securities” under the Securities Act. Approximately 13,479,853 shares are eligible for future sale in the public market at prescribed times pursuant to Rule 144 under the Securities Act, or otherwise. Sales of a significant number of these shares of common stock in the public market could reduce the market price of the common stock.

Green Equity Investors, L.P. owns 6,171,073 shares of our common stock and has the right, on two occasions, to require us to register these shares of common stock at any time pursuant to a registration rights agreement entered into in 1992. In addition, holders of approximately 11,582,165 shares of our common stock, which includes the shares held by Green Equity Investors, L.P., have piggyback registration rights. If Green Equity Investors, L.P. exercises its right to require us to register its shares for resale, the market price of our common stock could decline.

Our executive officers, directors and a substantial stockholder may be able to exert significant control over our future direction.

Our executive officers and directors, their affiliates and affiliates of Leonard Green & Partners, L.P., together control approximately 43.0% of our outstanding common stock. As a result, these stockholders, if they act together, may be able to control, as a practical matter, all matters requiring our stockholders’ approval, including the election of directors and approval of significant corporate transactions. In addition, we are a party to a stockholders agreement with Green Equity Investors, L.P. and Mr. Steven G. Miller and

Table of Contents

Mr. Robert W. Miller that entitles Green Equity Investors, L.P. to nominate one director to our board of directors for as long as it holds at least 5% of our outstanding shares. The agreement also provides that Mr. Steven G. Miller and Mr. Robert W. Miller will vote their shares in favor of Green Equity Investors, L.P.'s nominee and that Green Equity Investors, L.P. will vote its shares to elect Mr. Steven G. Miller and Mr. Robert W. Miller to our board of directors. We are also a party to employment agreements with Mr. Steven G. Miller and Mr. Robert W. Miller that require us to use our best efforts to ensure that each of them continues to be a member of our board of directors. As a result, this concentration of ownership and representation on our board of directors may delay, prevent or deter a change in control, could deprive our stockholders of an opportunity to receive a premium for their common stock as part of a sale of the company or its assets and might reduce the market price of our common stock.

Our anti-takeover provisions could prevent or delay a change in control of our company, even if such change of control would be beneficial to our stockholders.

Provisions of our amended and restated certificate of incorporation and amended and restated bylaws as well as provisions of Delaware law could discourage, delay or prevent a merger, acquisition or other change in control of our company, even if such change in control would be beneficial to our stockholders. These provisions include:

- a board of directors that is classified such that only one-third of directors are elected each year;
- authorization of the issuance of "blank check" preferred stock that could be issued by our board of directors to increase the number of outstanding shares and thwart a takeover attempt;
- limitations on the ability of stockholders to call special meetings of stockholders;
- prohibition of stockholder action by written consent and requiring all stockholder actions to be taken at a meeting of our stockholders; and
- establishment of advance notice requirements for nominations for election to the board of directors or for proposing matters that can be acted upon by stockholders at stockholder meetings.

In addition, Section 203 of the Delaware General Corporations Law limits business combination transactions with 15% stockholders that have not been approved by the board of directors. These provisions and other similar provisions make it more difficult for a third party to acquire us without negotiation. These provisions may apply even if the transaction may be considered beneficial by some stockholders.

Recently enacted and proposed changes in securities laws and regulations are likely to increase our costs.

The Sarbanes-Oxley Act of 2002 (the "Act") that became law in July 2002, as well as new rules and regulations subsequently implemented by the Securities and Exchange

Table of Contents

Commission (the "SEC"), have required and will require changes in some of our corporate governance practices. The Act also requires the SEC to promulgate additional new rules on a variety of subjects. In addition to final rules and rule proposals already made by the SEC, Nasdaq has proposed revisions to its requirements for companies that are quoted on The Nasdaq Stock Market, Inc.'s National Market. We expect these new rules and regulations to increase our legal and financial compliance costs and to make some activities more difficult, time consuming and/or costly. We also expect these new rules and regulations to make it more difficult and more expensive for us to obtain director and officer liability insurance, and we may be required to accept reduced coverage or incur substantially higher costs to obtain coverage. These new rules and regulations could also make it more difficult for us to attract and retain qualified members of our board of directors, particularly to serve on our audit committee, and qualified executive officers.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK

We are subject to risks resulting from interest rate fluctuations since interest on our borrowings under our credit facility are based on variable rates. If the LIBOR rate were to increase 1.0% in 2003 as compared to the rate at June 29, 2003, our interest expense for 2003 would increase \$0.5 million based on the outstanding balance of our credit facility at June 29, 2003. We do not hold any derivative instruments and do not engage in hedging activities.

ITEM 4. CONTROLS AND PROCEDURES

We maintain disclosure controls and procedures that are designed to ensure that (1) information required to be disclosed by us in the reports we file or submit under the Securities Exchange Act of 1934 is recorded, processed, summarized, and reported within the time periods specified by the Securities and Exchange Commission and (2) this information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. In August 2003, under the supervision and review of our Chief Executive Officer and Chief Financial Officer, we conducted an evaluation of the effectiveness of our disclosure controls and procedures. Based on that evaluation, our Chief Executive Officer and our Chief Financial Officer have concluded that our disclosure controls and procedures are effective in alerting them in a timely manner to material information regarding us that is required to be included in our periodic reports. In addition, there have been no significant changes in our internal controls or in other factors that could significantly affect those controls since our August 2003 evaluation. Although the Company's disclosure controls and procedures have been designed to provide reasonable assurance of achieving their objectives, there can be no assurance that such disclosure controls and procedures will always achieve their stated goals under all circumstances.

PART II - OTHER INFORMATION

Item 1. Legal Proceedings

We are from time to time involved in routine litigation incidental to the conduct of our business. We regularly review all pending litigation matters in which we are involved and establish reserves deemed appropriate by management for such litigation matters. We believe no litigation currently pending against us will have a material adverse effect on our financial position or results of operations.

Item 2. Changes in Securities and Use of Proceeds

None.

Item 3. Defaults Upon Senior Securities

None.

Item 4. Submission of Matters to a Vote of Security Holders

On June 4, 2003, we held our annual meeting of stockholders. G. Michael Brown and John G. Danhaki, both of whom are Class A directors, were re-elected to our board of directors. The term of office for the following directors continued after the meeting: Sandra N. Bane (Class B director), Michael D. Miller (Class B director), Robert W. Miller (Class C director) and Steven G. Miller (Class C director).

At the annual meeting, our stockholders approved the following:

Proposal 1: Proposal to elect two Class A directors to the our board of directors, each to hold office until the 2006 annual meeting of stockholders (and until each such director's successor shall have been duly elected and qualified):

	For Votes	Withheld Votes
G. Michael Brown	17,445,875	1,962,270
John G. Danhaki	17,276,800	2,131,345

Proposal 2: Proposal to ratify the appointment of KPMG LLP to serve as our independent auditors for 2003:

	Shares
For votes	17,020,493
Against votes	2,131,345
Abstain votes	10,583

[Table of Contents](#)

Item 5. Other Information

None.

Item 6. Exhibits and Reports on Form 8-K

(a) Exhibits

Exhibit Number	Description of Document
99.1	Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
99.2	Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

(b) Reports on Form 8-K

A Current Report on Form 8-K was filed on May 1, 2003 to report the issuance of a press release on May 1, 2003 announcing our financial information for the quarter ended March 30, 2003.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**BIG 5 SPORTING GOODS CORPORATION,
a Delaware corporation**

Date: August 13, 2003

By: /s/ Steven G. Miller

Steven G. Miller
President and Chief Executive Officer

Date: August 13, 2003

By: /s/ Charles P. Kirk

Charles P. Kirk
Senior Vice President and
Chief Financial Officer
(Principal Financial and Accounting Officer)

CERTIFICATIONS

I, Steven G. Miller, President and Chief Executive Officer, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Big 5 Sporting Goods Corporation;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
 - a) Designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
 - b) Evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
 - c) Presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent function):
 - a) All significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: August 13, 2003

/s/ Steven G. Miller

Steven G. Miller
President and Chief Executive Officer

Table of Contents

I, Charles P. Kirk, Senior Vice President and Chief Financial Officer, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Big 5 Sporting Goods Corporation;
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
 - a) Designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
 - b) Evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
 - c) Presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent function):
 - a) All significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
 - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: August 13, 2003

/s/ Charles P. Kirk

Charles P. Kirk
Senior Vice President and Chief Financial
Officer

CERTIFICATION
PURSUANT TO 18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO SECTION 906 OF
THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Big 5 Sporting Goods Corporation (the "COMPANY") on Form 10-Q for the period ending June 29, 2002 as filed with the Securities and Exchange Commission on the date hereof (the "REPORT"), I, Steven G. Miller, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to my knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

/s/ Steven G. Miller

Steven G. Miller
President and Chief Executive Officer
August 13, 2003

A signed original of this written statement required by Section 906 has been provided to Big 5 Sporting Goods Corporation and will be retained by Big 5 Sporting Goods Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

CERTIFICATION
PURSUANT TO 18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO SECTION 906 OF
THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Big 5 Sporting Goods Corporation (the "COMPANY") on Form 10-Q for the period ending June 29, 2002 as filed with the Securities and Exchange Commission on the date hereof (the "REPORT"), I, Charles P. Kirk, Senior Vice President and Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to my knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

/s/ Charles P. Kirk

Charles P. Kirk
Senior Vice President and Chief Financial Officer
August 13, 2003

A signed original of this written statement required by Section 906 has been provided to Big 5 Sporting Goods Corporation and will be retained by Big 5 Sporting Goods Corporation and furnished to the Securities and Exchange Commission or its staff upon request.