# WEYCO GROUP INC 

Form 10-Q
August 07, 2014

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D. C. 20549

FORM 10-Q
(Mark One)
x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2014

Or

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

For the transition period from $\qquad$ to $\qquad$

Commission File Number: 0-9068

WEYCO GROUP, INC.
(Exact name of registrant as specified in its charter)

WISCONSIN
(State or other jurisdiction of incorporation or organization)
39-0702200
(I.R.S. Employer Identification No.)

333 W. Estabrook Boulevard
P. O. Box 1188

Milwaukee, Wisconsin 53201
(Address of principal executive offices)
(Zip Code)
(414) 908-1600
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ 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 $x$ No *

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No *

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer * Accelerated filer x Non-accelerated filer " Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule $12 \mathrm{~b}-2$ of the Exchange Act).

Yes ${ }^{*}$ No $x$

As of August 1, 2014, there were $10,822,329$ shares of common stock outstanding.

## PART I. FINANCIAL INFORMATION

Item 1. Financial Statements.

The consolidated condensed financial statements included herein have been prepared by Weyco Group, Inc. (the "Company"), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted pursuant to such rules and regulations. These financial statements should be read in conjunction with the financial statements and notes thereto included in the Company's latest annual report on Form 10-K.

## WEYCO GROUP, INC. AND SUBSIDIARIES

## CONSOLIDATED CONDENSED BALANCE SHEETS (UNAUDITED)

|  | June 30, <br> 2014 <br> (Dollars in in thousands) |  |
| :--- | :--- | :--- |
|  |  | December 31, |
| ASSETS: | $\$ 11,222$ | $\$ 15,969$ |
| Cash and cash equivalents | 4,602 | 5,196 |
| Marketable securities, at amortized cost | 41,115 | 48,530 |
| Accounts receivable, net | 3,016 | 1,055 |
| Accrued income tax receivable | 63,392 | 63,196 |
| Inventories | 3,757 | 6,136 |
| Prepaid expenses and other current assets | 127,104 | 140,082 |
| Total current assets |  |  |
|  | 29,685 | 25,024 |
| Marketable securities, at amortized cost | 34,239 | 35,112 |
| Property, plant and equipment, net | 11,112 | 11,112 |
| Goodwill | 34,748 | 34,748 |
| Trademarks | 21,407 | 21,455 |
| Other assets | $\$ 258,295$ | $\$ 267,533$ |
| Total assets |  |  |
|  |  |  |
| LIABILITIES AND EQUITY: | $\$ 10,820$ | $\$ 12,000$ |
| Short-term borrowings | 6,410 | 13,956 |
| Accounts payable | - | 1,949 |
| Dividend payable | 9,599 | 10,902 |
| Accrued liabilities | 1,371 | 849 |
| Deferred income tax liabilities | 28,200 | 39,656 |
| Total current liabilities |  |  |

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| Deferred income tax liabilities | 1,953 | 1,993 |
| :--- | :--- | :--- |
| Long-term pension liability | 21,179 | 21,901 |
| Other long-term liabilities | 7,325 | 6,991 |
|  |  |  |
| Equity: | 10,860 | 10,876 |
| Common stock | 33,018 | 31,729 |
| Capital in excess of par value | 157,171 | 156,983 |
| Reinvested earnings | $(8,814)$ | $(9,422$ |
| Accumulated other comprehensive loss | 192,235 | 190,166 |
| Total Weyco Group, Inc. equity | 7,403 | 6,826 |
| Noncontrolling interest | 199,638 | 196,992 |
| Total equity | $\$ 258,295$ | $\$ 267,533$ |

The accompanying notes to consolidated condensed financial statements (unaudited) are an integral part of these financial statements.

## WEYCO GROUP, INC. AND SUBSIDIARIES

## CONSOLIDATED CONDENSED STATEMENTS OF EARNINGS AND COMPREHENSIVE INCOME (UNAUDITED)



Comprehensive income attributable to Weyco Group, Inc. $\$ 2,773 \quad \$ 1,515 \quad \$ 6,020 \quad \$ 4,544$

The accompanying notes to consolidated condensed financial statements (unaudited) are an integral part of these financial statements.

## WEYCO GROUP, INC. AND SUBSIDIARIES

## CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS (UNAUDITED)


$\left.\begin{array}{lcc}\text { Effect of exchange rate changes on cash and cash equivalents } & 152 & (342) \\ \text { Net decrease in cash and cash equivalents } & \$(4,747 & \text { ) } \\ \text { CASH AND CASH EQUIVALENTS at beginning of period } & 15,240\end{array}\right)$

The accompanying notes to consolidated condensed financial statements (unaudited) are an integral part of these financial statements.

## NOTES:

## 1.Financial Statements

In the opinion of management, the accompanying unaudited consolidated condensed financial statements contain all adjustments necessary to present fairly the Company's financial position, results of operations and cash flows for the periods presented. The results of operations for the three and six months ended June 30, 2014, are not necessarily indicative of the results for the full year.

## 2. Earnings Per Share

The following table sets forth the computation of earnings per share and diluted earnings per share:
Three Months
Ended June 30,
$2014 \quad 2013$$\quad 2014 \quad 2013 \mathrm{Cix}$ Months Ended June 30,

Numerator:
Net earnings attributable to Weyco Group, Inc. $\$ 2,207 \quad \$ 2,205 \quad \$ 5,412 \quad \$ 5,405$
Denominator:

| Basic weighted average shares outstanding | 10,822 | 10,763 | 10,827 | 10,762 |
| :--- | :--- | :--- | :--- | :--- |
| Effect of dilutive securities: <br> Employee stock-based awards | 85 | 50 | 92 | 62 |
| Diluted weighted average shares outstanding | 10,907 | 10,813 | 10,919 | 10,824 |
| Basic earnings per share | $\$ 0.20$ | $\$ 0.20$ | $\$ 0.50$ | $\$ 0.50$ |
| Diluted earnings per share | $\$ 0.20$ | $\$ 0.20$ | $\$ 0.50$ | $\$ 0.50$ |

Diluted weighted average shares outstanding for the three and six months ended June 30, 2014, exclude anti-dilutive stock options totaling 330,200 shares of common stock at a weighted average price of $\$ 28.50$. Diluted weighted average shares outstanding for the three and six months ended June 30, 2013, exclude anti-dilutive stock options totaling 773,150 shares of common stock at a weighted average price of $\$ 24.99$.

## 3.Investments

As noted in the Company's Annual Report on Form 10-K for the year ended December 31, 2013, all of the Company's municipal bond investments are classified as held-to-maturity securities and reported at amortized cost pursuant to Accounting Standards Codification ("ASC") 320, Investments - Debt and Equity Securities ("ASC 320") as the Company has the intent and ability to hold all security investments to maturity.

Below is a summary of the amortized cost and estimated market values of the Company's investment securities as of June 30, 2014, and December 31, 2013.

June 30, 2014 December 31, 2013
AmortizedMarket Amortized Market
Cost Value Cost Value
(Dollars in thousands)
Municipal bonds:
Current
Due from one through five years
Due from six through ten years
Due from eleven through twenty years
Total

| $\$ 4,602$ | $\$ 4,635$ | $\$ 5,196$ | $\$ 5,264$ |
| :---: | :---: | :---: | :---: |
| 17,228 | 18,158 | 17,636 | 18,527 |
| 11,341 | 11,751 | 7,388 | 7,777 |
| 1,116 | 1,121 | - | - |
| $\$ 34,287$ | $\$ 35,665$ | $\$ 30,220$ | $\$ 31,568$ |

The unrealized gains and losses on investment securities at June 30, 2014, and at December 31, 2013, were as follows:

|  | June 30, 2014 | December 31, 2013 |  |
| :--- | :--- | :--- | :--- |
|  | Unrealizddnrealized | Unrealized | Unrealized |
| Gains Losses | Gains | Losses |  |
| (Dollars in thousands) |  |  |  |
| Municipal bonds |  |  |  |
| $\$ 1,385$ | $\$(7)$ | ) 1,348 | $\$$ |

The estimated market values provided are level 2 valuations as defined by ASC 820, Fair Value Measurements and Disclosures ("ASC 820"). The Company reviewed its portfolio of investments as of June 30, 2014, and determined that no other-than-temporary market value impairment exists.

## 4. Intangible Assets

The Company's indefinite-lived and amortizable intangible assets as recorded in the Consolidated Condensed Balance Sheets (Unaudited) consisted of the following as of June 30, 2014:

June 30, 2014
Weighted Gross
Average Carrying Accumulated
Life (Yrs) Amount Amortization Net
(Dollars in thousands)
Indefinite-lived intangible assets:
Goodwill

| $\$ 11,112$ | $\$$ | - |
| ---: | ---: | ---: |
| 34,748 | - | $\$ 11,112$ |
| $\$ 45,860$ | $\$$ | - |

Amortizable intangible assets:

| Non-compete agreement | 5 | $\$ 200$ | $\$(133$ | $)$ |
| :--- | :--- | :---: | :---: | :---: |
| Customer relationships | 15 | 3,500 | $(778$ | $)$ |
| Total amortizable intangible assets |  | $\$ 3,700$ | $\$(911$ | $) \$ 2,789$ |

The Company's indefinite-lived and amortizable intangible assets as recorded in the Consolidated Condensed Balance Sheets (Unaudited) consisted of the following as of December 31, 2013:

December 31, 2013
Weighted Gross

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Average Carrying Accumulated
Life (Yrs) Amount Amortization Net (Dollars in thousands)
Indefinite-lived intangible assets:
Goodwill
Trademarks
Total indefinite-lived intangible assets

| $\$ 11,112$ | $\$$ | - | $\$ 11,112$ |
| ---: | ---: | ---: | ---: |
| 34,748 | - | 34,748 |  |
| $\$ 45,860$ | $\$$ | - | $\$ 45,860$ |

Amortizable intangible assets:
Non-compete agreement
Customer relationships
Total amortizable intangible assets

| 5 | $\$ 200$ | $\$(113$ | $)$ |
| :--- | :---: | :---: | :--- |
| 15 | 3,500 | $(661$ | $)$ |
|  | $\$ 3,700$ | $\$(774$ | $)$ |
|  | $\$ 2,926$ |  |  |

The Company's amortizable intangible assets are included within other assets in the Consolidated Condensed Balance Sheets (Unaudited).

## 5.Segment Information

The Company has two reportable segments: North American wholesale operations ("wholesale") and North American retail operations ("retail"). The chief operating decision maker, the Company's Chief Executive Officer, evaluates the performance of its segments based on earnings from operations and accordingly, interest income or expense, other income or expense, and income taxes are not allocated to the segments. The "other" category in the tables below includes the Company's wholesale and retail operations in Australia, South Africa, Asia Pacific and Europe, which do not meet the criteria for separate reportable segment classification. Summarized segment data for the three and six months ended June 30, 2014 and 2013, was as follows:

Three Months Ended

| June 30, | WholesaleRetail <br> (Dollars in thousands) | Other | Total |  |
| :--- | :---: | :--- | :--- | :--- |
| 2014 |  |  |  |  |
| Product sales | $\$ 44,106$ | $\$ 5,276$ | $\$ 12,834$ | $\$ 62,216$ |
| Licensing revenues | 647 | - | - | 647 |
| Net sales | $\$ 44,753$ | $\$ 5,276$ | $\$ 12,834$ | $\$ 62,863$ |
| Earnings from operations | $\$ 1,739$ | $\$ 563$ | $\$ 1,085$ | $\$ 3,387$ |
|  |  |  |  |  |
| 2013 | $\$ 46,858$ | $\$ 5,383$ | $\$ 12,174$ | $\$ 64,415$ |
| Product sales | 626 | - | - | 626 |
| Licensing revenues | $\$ 47,484$ | $\$ 5,383$ | $\$ 12,174$ | $\$ 65,041$ |
| Net sales | $\$ 2,179$ | $\$ 584$ | $\$ 917$ | $\$ 3,680$ |

Six Months Ended

| June 30, | Wholesale Retail <br> (Dollars in thousands) | Other | Total |  |
| :--- | :--- | :--- | :--- | :--- |
| 2014 |  |  |  |  |
| Product sales | $\$ 100,167$ | $\$ 10,482$ | $\$ 25,847$ | $\$ 136,496$ |
| Licensing revenues | 1,296 | - | - | 1,296 |
| Net sales | $\$ 101,463$ | $\$ 10,482$ | $\$ 25,847$ | $\$ 137,792$ |
| Earnings from operations | $\$ 5,308$ | $\$ 980$ | $\$ 1,969$ | $\$ 8,257$ |

2013

| Product sales | $\$ 101,507$ | $\$ 11,131$ | $\$ 24,773$ | $\$ 137,411$ |
| :--- | :--- | :--- | :--- | :--- |
| Licensing revenues | 1,220 | - | - | 1,220 |
| Net sales | $\$ 102,727$ | $\$ 11,131$ | $\$ 24,773$ | $\$ 138,631$ |
| Earnings from operations | $\$ 5,911$ | $\$ 1,026$ | $\$ 1,431$ | $\$ 8,368$ |

## 6.Employee Retirement Plans

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The components of the Company's net pension expense were as follows:


## 7.Stock-Based Compensation Plans

During the three and six months ended June 30, 2014, the Company recognized approximately $\$ 338,000$ and $\$ 676,000$, respectively, of compensation expense associated with stock option and restricted stock awards granted in years 2010 through 2013. During the three and six months ended June 30, 2013, the Company recognized approximately $\$ 317,000$ and $\$ 633,000$, respectively, of compensation expense associated with stock option and restricted stock awards granted in years 2009 through 2012.

The following table summarizes the stock option activity under the Company's plans for the six-month period ended June 30, 2014:

|  | Shares |  | Weighted |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Weighted | Average |  |
|  |  | Average | Remaining | Aggregate |
|  |  | Exercise | Contractual | Intrinsic |
|  |  | Price | Term (Years) | Value* |
| Outstanding at December 31, 2013 | 1,260,866 | \$ 24.41 |  |  |
| Issued | - | \$ |  |  |
| Exercised | (31,875 | ) \$ 19.08 |  |  |
| Forfeited or expired | (4,450 | ) \$ 25.55 |  |  |
| Outstanding at June 30, 2014 | 1,224,541 | \$ 24.54 | 3.3 | \$3,870,000 |
| Exercisable at June 30, 2014 | 549,206 | \$ 22.58 | 1.8 | \$2,653,000 |

* The aggregate intrinsic value of outstanding and exercisable stock options is defined as the difference between the market value of the Company's stock on June 30, 2014, the last trading day of the quarter, of $\$ 27.41$ and the exercise price multiplied by the number of in-the-money outstanding and exercisable stock options.

The following table summarizes the Company's stock option activity for the three and six months ended June 30, 2014 and 2013:

|  | Three <br> Months <br> Ended June | Six Months Ended June 30, |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | 30, |  |  |  |
|  | 2014 | 2013 | 2014 | 2013 |
| (Dollars in thousands) |  |  |  |  |

The following table summarizes the Company's restricted stock award activity for six-month period ended June 30, 2014:

|  |  | Weighted |  |
| :--- | :--- | :--- | :--- |
| Shares of | Weighted | Average <br> Average | Remaining |$\quad$ Aggregate


|  | Restricted | Grant Date | Contractual | Intrinsic |
| :--- | :--- | :--- | :--- | :--- |
|  | Stock | Fair Value | Term (Years) | Value* |
| Non-vested at December 31, 2013 | 47,500 | $\$ 25.86$ |  |  |
| Issued | - | - |  |  |
| Vested | - | - |  |  |
| Forfeited | - | - |  | $\$ 1,302,000$ |
| Non-vested at June 30, 2014 | 47,500 | $\$ 25.86$ | 2.5 |  |

* The aggregate intrinsic value of non-vested restricted stock was calculated using the market value of the Company's stock on June 30, 2014, the last trading day of the quarter, of $\$ 27.41$ multiplied by the number of non-vested restricted shares outstanding.


## 8.Short-Term Borrowings

At June 30, 2014, the Company had a $\$ 60$ million unsecured revolving line of credit with a bank expiring November 5, 2014. The line of credit bears interest at LIBOR plus $0.75 \%$. At June 30, 2014, outstanding borrowings were approximately $\$ 10.8$ million at an interest rate of $0.90 \%$. The highest balance on the line of credit during the quarter was approximately $\$ 12.2$ million.

## 9. Contingent Consideration

Contingent consideration is comprised of two contingent payments that the Company is obligated to pay the former shareholders of The Combs Company ("Bogs") related to the Company's acquisition of Bogs in 2011. The estimate of contingent consideration is formula-driven and is based on Bogs achieving certain levels of gross margin dollars between January 1, 2011, and December 31, 2015. The first contingent payment was due in 2013 and was paid on March 28, 2013, in the amount of $\$ 1,270,000$. The second payment is due in March 2016. In accordance with ASC 805, Business Combinations ("ASC 805 "), the Company remeasures its estimate of the fair value of the contingent payments at each reporting date. The change in fair value is recognized in earnings.

The Company's estimate of the fair value of the contingent payments as recorded in the Consolidated Condensed Balance Sheets (Unaudited) was approximately $\$ 5.1$ million as of June 30, 2014, and December 31, 2013. The balance was recorded within other long-term liabilities in the Consolidated Condensed Balance Sheets (Unaudited).

The following table summarizes the activity during 2014 related to the contingent payments as recorded in the Consolidated Condensed Statements of Earnings and Comprehensive Income (Unaudited) (dollars in thousands):

2014
Beginning balance, December 31, 2013 \$5,064
Interest expense 26
Ending balance, June 30, $2014 \quad \$ 5,090$

The fair value measurement of the contingent consideration is based on significant inputs not observed in the market and thus represents a level 3 valuation as defined by ASC 820.

## 10.Financial Instruments

At June 30, 2014, the Company had forward exchange contracts outstanding to sell $\$ 14.0$ million Canadian dollars at a price of approximately $\$ 12.6$ million U.S. dollars. Additionally, the Company's majority-owned subsidiary, Florsheim Australia, had forward exchange contracts outstanding to buy $\$ 6.6$ million U.S. dollars at a price of approximately $\$ 7.3$ million Australian dollars. Based on quarter-end exchange rates, there were no significant gains or losses on the outstanding contracts.

## 11. Comprehensive Income

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Comprehensive income for the three and six months ended June 30, 2014 and 2013, was as follows:

Net earnings
Foreign currency translation adjustments
Pension liability, net of tax of $\$ 61, \$ 172, \$ 138$, and $\$ 320$, respectively
$\begin{array}{lllll}\text { Total comprehensive income } & \$ 3,143 & \$ 982 & \$ 6,597 & \$ 3,864\end{array}$

The components of accumulated other comprehensive loss as recorded on the Consolidated Condensed Balance Sheets (Unaudited) were as follows:
$\left.\begin{array}{lll}\text { June 30, } \quad \text { December 31, } \\ 2014 & 2013 \\ \text { (Dollars in thousands) } \\ \$(542 & \text { ) } & \\ (8,272 & (934) & (8,488\end{array}\right)$

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The following presents a tabular disclosure about changes in accumulated other comprehensive loss during the six months ended June 30, 2014:

|  | Foreign <br> Currency <br> Translation <br> Adjustments | Defined <br> Benefit <br> Pension <br> Items | Total |
| :---: | :---: | :---: | :---: |
| Beginning Balance, December 31, 2013 | \$ (934 | ) \$(8,488) | \$(9,422) |
| Other comprehensive income before reclassifications | 392 | - | 392 |
| Amounts reclassified from accumulated other comprehensive loss | - | 216 | 216 |
| Net current period other comprehensive income | 392 | 216 | 608 |
| Ending Balance, June 30, 2014 | \$ (542 | \$(8,272 ) | \$ $(8,814)$ |

The following presents a tabular disclosure about reclassification adjustments out of accumulated other comprehensive loss during the six months ended June 30, 2014:

Amounts reclassified from accumulated other Affected line item in the comprehensive loss for statement where net the six months ended income is presented June 30, 2014

Amortization of defined benefit pension items
Prior service cost
Actuarial losses 409
Total before tax 354
Tax benefit
(138 )
Net of tax
\$ 216
${ }^{(1)}$ These amounts were included in the computation of net periodic pension cost. See Note 7 for additional details.

## 12.Equity

A reconciliation of the Company's equity for the six months ended June 30, 2014, is as follows:

|  | Accumulated <br> Capital in <br> Other |  |
| :--- | :--- | :---: |
| Common Excess of |  |  | Reinvested | Comprehensive Noncontrolling |
| :--- |

Stock Par Value Earnings Loss Interest
(Dollars in thousands)
Balance, December 31, 2013
Net earnings
\$10,876 \$ 31,729 \$ 156,983 \$ (9,422 ) \$ 6,826

Foreign currency translation adjustments
Pension liability adjustment, net of tax
Cash dividends declared
Stock options exercised
Stock-based compensation expense
Income tax benefit from stock options exercised

| - | - | 312 | - |
| :--- | :--- | :--- | :--- |

-     - 392
-     - (4,023 )

32576

Shares purchased and retired

Balance, June 30, 2014

# Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations. 

## FORWARD-LOOKING STATEMENTS

This report contains certain forward-looking statements with respect to the Company's outlook for the future. These statements represent the Company's reasonable judgment with respect to future events and are subject to risks and uncertainties that could cause actual results to differ materially. The reader is cautioned that these forward-looking statements are subject to a number of risks, uncertainties or other factors that may cause actual results to differ materially from those described in the forward-looking statements. These risks and uncertainties include, but are not limited to, the risk factors described under Item 1A, "Risk Factors," of the Company's Annual Report on Form 10-K for the year ended December 31, 2013.

## GENERAL

The Company designs and markets quality and innovative footwear for men, women and children under a portfolio of well-recognized brand names including: "Florsheim," "Nunn Bush," "Stacy Adams," "BOGS," "Rafters" and "Umi." Inventor purchased from third-party overseas manufacturers. The majority of foreign-sourced purchases are denominated in U.S. dollars.

The Company has two reportable segments, North American wholesale operations ("wholesale") and North American retail operations ("retail"). In the wholesale segment, the Company's products are sold to leading footwear, department, and specialty stores, primarily in the United States and Canada. The Company also has licensing agreements with third parties who sell its branded apparel, accessories and specialty footwear in the United States, as well as its footwear in Mexico and certain markets overseas. Licensing revenues are included in the Company's wholesale segment. The Company's retail segment consisted of 17 Company-owned retail stores in the United States and an internet business as of June 30, 2014. Sales in retail outlets are made directly to consumers by Company employees.

The Company's "other" operations include the Company's wholesale and retail businesses in Australia, South Africa, Asia Pacific (collectively, "Florsheim Australia") and Europe ("Florsheim Europe"). The majority of the Company's operations are in the United States, and its results are primarily affected by the economic conditions and the retail environment in the United States.

## EXECUTIVE OVERVIEW

## Second Quarter Highlights

Consolidated net sales for the second quarter of 2014 were $\$ 62.9$ million, down $3 \%$ from last year's second quarter net sales of $\$ 65.0$ million. Earnings from operations were $\$ 3.4$ million this quarter, a decrease of $8 \%$ compared to $\$ 3.7$ million in 2013. Consolidated net earnings attributable to Weyco Group, Inc. and diluted earnings per share were flat at $\$ 2.2$ million and $\$ 0.20$ per share, respectively, for the second quarters of both 2014 and 2013.

The majority of the decrease in consolidated net sales came from the Company's wholesale segment. Wholesale net sales decreased $\$ 2.7$ million this quarter, compared to the same period last year. This decrease was primarily due to lower sales of the Nunn Bush and Florsheim brands, partially offset by higher sales of the BOGS brand.

Consolidated earnings from operations decreased $\$ 300,000$ for the quarter. Earnings from operations in the Company's wholesale and retail segments were down for the quarter, however, Florsheim Australia's earnings from operations increased due to improved performance of its retail businesses.

## Year-to-Date Highlights

Consolidated net sales for the first half of 2014 were $\$ 137.8$ million, down $1 \%$ from net sales of $\$ 138.6$ million in the first half of 2013. Earnings from operations were $\$ 8.3$ million in the first six months of 2014, a decrease of $1 \%$ as compared to $\$ 8.4$ million in 2013. Consolidated net earnings attributable to Weyco Group, Inc. and diluted earnings per share were flat at $\$ 5.4$ million and $\$ 0.50$ per share, respectively, for the six month periods ended June 30, 2014 and 2013.

The majority of the decrease in consolidated net sales for the six months ended June 30, 2014, came from Company's wholesale segment. Wholesale net sales decreased $\$ 1.3$ million in the first six months of 2014, compared to the same period last year. This decrease was primarily due to lower sales of the Nunn Bush, Stacy Adams and Florsheim brands, partially offset by higher sales of the BOGS brand.

Consolidated earnings from operations decreased $\$ 100,000$ for the six months ended June 30, 2014. Earnings from operations in the Company's wholesale and retail segments were down for the year-to-date period, however, Florsheim Australia's earnings from operations increased due to improved performance of its retail businesses.

## Financial Position Highlights

At June 30, 2014, cash and marketable securities totaled $\$ 45.5$ million and outstanding debt totaled $\$ 10.8$ million. At December 31, 2013, cash and marketable securities totaled $\$ 46.2$ million and outstanding debt totaled $\$ 12.0$ million. The Company's main source of cash for the first six months of 2014 was from operations. The Company's main uses of cash during the year-to-date period were for payments of cash dividends and purchases of marketable securities.

## SEGMENT ANALYSIS

Net sales and earnings from operations for the Company's segments in the three and six months ended June 30, 2014 and 2013, were as follows:

| Three Months <br> Ended June 30, | $\%$ | Six Months Ended June 30, |  | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $2014 \quad 2013$ | Change | 2014 | 2013 | Change |
| (Dollars in thousands) |  |  |  |  |

Earnings from Operations

| North American Wholesale | $\$ 1,739$ | $\$ 2,179$ | $-20 \%$ | $\$ 5,308$ | $\$ 5,911$ | $-10 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| North American Retail | 563 | 584 | $-4 \%$ | 980 | 1,026 | $-4 \%$ |
| Other | 1,085 | 917 | $18 \%$ | 1,969 | 1,431 | $38 \%$ |
| Total | $\$ 3,387$ | $\$ 3,680$ | $-8 \%$ | $\$ 8,257$ | $\$ 8,368$ | $-1 \%$ |

## North American Wholesale Segment

## Net Sales

Net sales in the Company's North American wholesale segment for the three and six months ended June 30, 2014 and 2013, were as follows:

## North American Wholesale Segment Net Sales

|  | Three Months Ended June 30, <br> 20142013 <br> (Dollars in thousands) |  | \% ${ }^{\text {Change }}$ | Six Month <br> 2014 <br> (Dollars in | nded June 30 <br> 2013 <br> usands) | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| North American Net Sales |  |  |  |  |  |  |
| Stacy Adams | \$ 13,498 | \$ 13,484 | 0\% | \$ 31,259 | \$ 32,200 | -3\% |
| Nunn Bush | 14,112 | 17,132 | -18\% | 30,724 | 33,267 | -8\% |
| Florsheim | 11,436 | 12,406 | -8\% | 24,434 | 24,893 | -2\% |
| BOGS/Rafters | 4,405 | 3,245 | 36\% | 12,172 | 9,548 | 27\% |
| Umi | 655 | 591 | 11\% | 1,578 | 1,599 | -1\% |
| Total North American Wholesale | \$ 44,106 | \$ 46,858 | -6\% | \$ 100,167 | \$ 101,507 | -1\% |
| Licensing | 647 | 626 | 3\% | 1,296 | 1,220 | 6\% |
| Total North American Wholesale Segment | \$ 44,753 | \$ 47,484 |  | \$ 101,463 | \$ 102,727 |  |

Stacy Adams year-to-date net sales were down due mainly to lower sales volumes with department stores and national shoe chains. The decreases in Nunn Bush and Florsheim second quarter and year-to-date net sales were primarily due to lower sales volumes with department stores and off-price retailers. BOGS net sales for the quarter and year-to-date periods were up across all major distribution categories. In general, BOGS first quarter sales increased due to higher sales of winter boots and BOGS second quarter sales were up due to higher sales of rain boots. Based on increased backlogs as of June 30, 2014 compared to the same date last year, management is anticipating continued growth in sales of BOGS products during the second half of 2014.

Licensing revenues consist of royalties earned on the sales of branded apparel, accessories and specialty footwear in the United States and on branded footwear in Mexico and certain overseas markets.

## Earnings from Operations

Earnings from operations in the North American wholesale segment were $\$ 1.7$ million in the second quarter of 2014, compared to $\$ 2.2$ million in the second quarter of 2013 . Wholesale gross earnings were $\$ 13.6$ million, or $30.5 \%$ of net sales, in the second quarter of 2014, compared to $\$ 14.2$ million, or $29.9 \%$ of net sales, in last year's second quarter. The decrease in wholesale earnings from operations for the quarter ended June 30, 2014, was due to lower sales partially offset by higher gross margins.

For the six months ended June 30, 2014, earnings from operations for the wholesale segment were $\$ 5.3$ million, down from $\$ 5.9$ million in the same period last year. Wholesale gross earnings were $\$ 30.9$ million, or $30.4 \%$ of net sales, for the six months ended June 30, 2014, compared to $\$ 31.3$ million, or $30.5 \%$ of net sales, in the same period last year. The decrease in wholesale earnings from operations for the year-to-date period was mainly due to lower sales.

The Company's gross margins for the wholesale segment improved in the second quarter, and were relatively flat for the year-to-date period, compared to the same periods last year. The Company continues to face upward cost pressures, primarily due to increasing labor and material prices, however, the Company has selectively raised its wholesale prices to offset the effect of these increasing costs. Overall, the Company expects wholesale gross margins to remain flat or slightly improve in the second half of 2014.

The Company's cost of sales does not include distribution costs (e.g., receiving, inspection or warehousing costs). Distribution costs were $\$ 2.6$ million for each of the three month periods ended June 30, 2014 and 2013. For the six month periods ended June 30, 2014 and 2013, distribution costs were $\$ 5.4$ million and $\$ 5.5$ million, respectively. These costs were included in selling and administrative expenses. The Company's gross earnings may not be comparable to other companies, as some companies may include distribution costs in cost of sales.

North American wholesale segment selling and administrative expenses include, and are primarily related to, distribution costs, salaries and commissions, advertising costs, employee benefit costs and depreciation. As a percent of net sales, wholesale selling and administrative expenses were $27 \%$ this quarter compared with $26 \%$ in the same quarter last year. For the six months ended June 30, wholesale selling and administrative expenses were $26 \%$ of net sales in 2014 and $25 \%$ of net sales in 2013.

## North American Retail Segment

## Net Sales

Net sales in the Company's North American retail segment decreased $\$ 107,000$, or $2 \%$, in the second quarter of 2014, compared to the second quarter of 2013 and decreased $\$ 649,000$, or $6 \%$, for the six months ended June 30, 2014, compared to the same period last year. There were two fewer domestic retail stores at June 30, 2014, than at June 30, 2013, as the Company has been closing unprofitable stores. Same store sales were up $4 \%$ for the quarter and $2 \%$ for the first half of 2014, as compared to the same periods in 2013, due mainly to increases in the Company's internet business.

## Earnings from Operations

Retail earnings from operations decreased by $\$ 21,000$ and $\$ 46,000$ for the three and six months ended June 30,2014 , respectively, compared to the same periods in 2013. Gross earnings as a percent of net sales were flat at $65.4 \%$ in the second quarters of 2014 and 2013. For the six months ended June 30, retail gross earnings as a percent of net sales were $65.3 \%$ in 2014, compared to $65.2 \%$ in 2013.

Selling and administrative expenses for the retail segment include, and are primarily related to, rent and occupancy costs, employee costs and depreciation. Selling and administrative expenses as a percent of net sales were flat at 55\% and $56 \%$, respectively, for the three and six month periods ended June 30, 2014, compared to the same periods last year.

## Other

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The Company's other net sales were $\$ 12.8$ million in the second quarter of 2014, up $5 \%$ as compared to $\$ 12.2$ million in 2013. The majority of the Company's other net sales are generated by Florsheim Australia. Florsheim Australia's net sales were up $3 \%$ for the quarter; however, in local currency, its net sales were up $10 \%$. This increase was primarily due to higher sales volumes in its retail businesses, where same store sales were up $17 \%$ for the quarter. The increase was only $3 \%$ in U.S. dollars due to the weaker Australian dollar relative to the U.S. dollar in 2014. Florsheim Europe's net sales were up $26 \%$ for the quarter due to higher wholesale sales.

For the six months ended June 30, 2014, other net sales increased $4 \%$ to $\$ 25.8$ million, from $\$ 24.8$ million in the same period last year. This increase was primarily due to higher net sales in Florsheim Europe's wholesale business, where sales were up $15 \%$, and at Florsheim Australia, where sales were up $2 \%$ for the year-to-date period. In local currency, Florsheim Australia's net sales were up $13 \%$ for the first six months of 2014, due to higher sales volumes in both its retail businesses, where same store sales were up $18 \%$, and its wholesale businesses, where sales were up $6 \%$. The increase in Florsheim Australia's net sales was only $2 \%$ in U.S. dollars due to the weaker Australian dollar relative to the U.S. dollar in 2014.

Collectively, the operating earnings of the Company's other businesses were $\$ 1.1$ million this quarter, up $18 \%$ as compared to $\$ 917,000$ in the second quarter of 2013. This increase was primarily due to increased sales. For the six months ended June 30, 2014, operating earnings of the Company's other businesses were $\$ 2.0$ million, up $38 \%$ as compared to $\$ 1.4$ million in the same period last year. This increase was primarily due to increased sales and lower selling and administrative expenses.

## Other income and expense and taxes

Interest income for the quarter and six months ended June 30, 2014, was down approximately $\$ 80,000$ and $\$ 203,000$, respectively, compared to the same periods last year, due to lower average investment balances this year compared to last year. Interest expense for the three and six months ended June 30, 2014, was down approximately $\$ 83,000$ and $\$ 168,000$, respectively, compared to the same periods in 2013, due to lower average debt balances this year compared to last year.

Other income (expense) improved by approximately $\$ 613,000$ and $\$ 587,000$, respectively, for the quarter and six months ended June 30, 2014, compared to the same periods last year. Last year's other expense included foreign exchange losses resulting from the revaluation of intercompany loans between the Company's North American wholesale segment and Florsheim Australia. This year the Australian dollar has stabilized against the U.S. dollar, which resulted in insignificant foreign exchange gains.

The Company's effective tax rate for the quarter ended June 30, 2014, was $33 \%$ as compared to $34 \%$ for the same period in 2013. The effective tax rate for the six months ended June 30 was $34 \%$ in 2014 and $35 \%$ in 2013.

## LIQUIDITY AND CAPITAL RESOURCES

The Company's primary sources of liquidity are its cash, short-term marketable securities and revolving line of credit. During the first six months of 2014, the Company generated $\$ 7.8$ million of cash from operating activities compared with $\$ 15.9$ million in the same period of 2013. The decrease between years was primarily due to changes in operating assets and liabilities, principally inventory. The Company has been increasing its BOGS inventory levels in order to accommodate expected sales growth in the second half of 2014. The third and fourth quarters constitute the main selling season for BOGS products.

The Company paid $\$ 6.0$ million of cash dividends in the first six months of 2014. No dividends were paid in the first half of 2013, as the Company accelerated the timing of two quarterly dividend payments into 2012. In addition, the dividends declared in the second quarter of 2014 were paid out on June 30, 2014. The dividends declared in the second quarter of 2013 were paid out on July 1, 2013.

The Company continues to repurchase its common stock under its share repurchase program when the Company believes market conditions are favorable. During the first half of 2014, the Company repurchased 48,224 shares at a total cost of $\$ 1.2$ million. As of June 30, 2014, the Company had 580,251 shares available under its previously
announced stock repurchase program. See Part II, Item 2, "Unregistered Sales of Equity Securities and Use of Proceeds" below for more information.

Capital expenditures totaled $\$ 725,000$ in the first six months of 2014. Management estimates that annual capital expenditures for 2014 will be between $\$ 1.5$ million and $\$ 2.5$ million.

At June 30, 2014, the Company had a $\$ 60$ million unsecured revolving line of credit with a bank expiring November 5,2014 . The line of credit bears interest at LIBOR plus $0.75 \%$. The Company repaid a net of $\$ 1.2$ million on the line of credit during the first six months of 2014. At June 30, 2014, outstanding borrowings were $\$ 10.8$ million at an interest rate of $0.90 \%$. The highest balance on the line of credit during the quarter was approximately $\$ 12.2$ million.

The Company made a contingent consideration payment of $\$ 1,270,000$ in the first quarter of 2013. A second contingent consideration payment is due to the former shareholders of Bogs in March 2016. See Note 10 of the accompanying consolidated condensed financial statements.

At June 30, 2014, approximately $\$ 3.0$ million of cash and cash equivalents was held by the Company's foreign subsidiaries.

The Company will continue to evaluate the best uses for its available liquidity, including, among other uses, capital expenditures, continued stock repurchases and additional acquisitions.

The Company believes that available cash and marketable securities, cash provided by operations, and available borrowing facilities will provide adequate support for the cash needs of the business for at least one year, although there can be no assurances.

## COMMITMENTS

There were no material changes to the Company's contractual obligations during the six months ended June 30, 2014, from those disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2013.

## Item 3. Quantitative and Qualitative Disclosures About Market Risk.

There have been no material changes from those reported in the Company's Annual Report on Form 10-K for the year ended December 31, 2013.

## Item 4. Controls and Procedures.

The Company maintains disclosure controls and procedures designed to ensure that the information the Company must disclose in its filings with the Securities and Exchange Commission is recorded, processed, summarized and reported on a timely basis. The Company's Chief Executive Officer and Chief Financial Officer have reviewed and evaluated the Company's disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), as of the end of the period covered by this report (the "Evaluation Date"). Based on such evaluation, such officers have concluded that, as of the Evaluation Date, the Company's disclosure controls and procedures are effective in bringing to their attention on a timely basis material information relating to the Company required to be included in the Company's periodic filings under the Exchange Act. Such officers have also concluded that, as of the Evaluation Date, the Company's disclosure controls and procedures are effective in accumulating and communicating information in a timely manner, allowing timely decisions regarding required disclosures.

There have been no significant changes in the Company's internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) that occurred during the Company's most recent fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## PART II. OTHER INFORMATION

Item 1. Legal Proceedings.

None

## Item 1A. Risk Factors.

There have been no material changes to the risk factors affecting the Company from those disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2013.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

The table below presents information pursuant to Item 703(a) of Regulation S-K regarding the purchase of the Company's common stock by the Company in the three-month period ended June 30, 2014.

| Period | Total <br> Number of Shares Purchased | Average <br> Price <br> Paid <br> Per Share | Total Number of Shares Purchased as Part of the Publicly Announced Program | Maximum Number of Shares that May Yet Be Purchased Under the Program ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: |
| 4/1/2014-4/30/2014 | 310 | \$ 25.03 | 310 | 624,883 |
| 5/1/2014-5/31/2014 | 32,615 | \$ 25.71 | 32,615 | 592,268 |
| 6/1/2014-6/30/2014 | 12,017 | \$ 26.68 | 12,017 | 580,251 |
| Total | 44,942 | \$ 25.97 | 44,942 |  |

${ }^{(1)}$ In April 1998, the Company's Board of Directors first authorized a stock repurchase program to repurchase $1,500,000$ shares of its common stock in open market transactions at prevailing prices. In April 2000 and again in May 2001, the Company's Board of Directors extended the stock repurchase program to cover the repurchase of $1,500,000$ additional shares. In February 2009, the Board of Directors extended the stock repurchase program to cover the repurchase of $1,000,000$ additional shares, bringing the total authorized since inception to $5,500,000$
shares.

## Item 6. Exhibits.

See the Exhibit Index included herewith for a listing of exhibits.

## 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.

WEYCO GROUP, INC.
Dated: August 7. 2014 /s/ John F. Wittkowske
John F. Wittkowske
Senior Vice President and Chief Financial Officer

## WEYCO GROUP, INC.

(THE "REGISTRANT")
(COMMISSION FILE NO. 0-9068)

## EXHIBIT INDEX

## TO

CURRENT REPORT ON FORM 10-Q

## FOR THE QUARTERLY PERIOD ENDED June 30, 2014

Exhibit Description
To
31.1 Certification of Chief Executive Officer ..... X
31.2 Certification of Chief Financial Officer ..... X
32Section 906 Certification of Chief Executive Officer and ChiefX
Financial Officer
The following financial information from Weyco Group, Inc.'sQuarterly Report on Form 10-Q for the quarter ended June 30,2014, formatted in XBRL (eXtensible Business Reporting
101Language): (i) Consolidated Condensed Balance Sheets; (ii)XConsolidated Condensed Statements of Earnings andComprehensive Income; (iii) Consolidated CondensedStatements of Cash Flows; and (iv) Notes to ConsolidatedCondensed Financial Statements, furnished herewithHerewith

