



CALERES

EST ♦ 1878

FOURTH
QUARTER &
FULL YEAR
2024

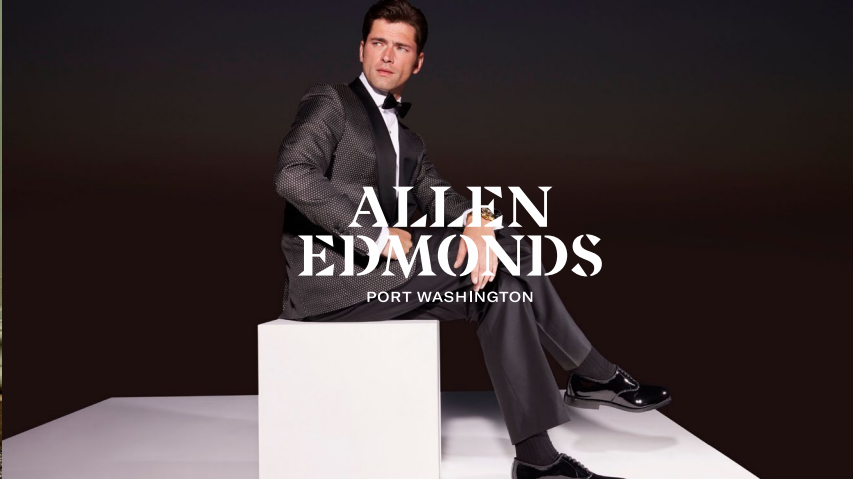
MARCH 20, 2025

SAFE HARBOR

UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This presentation contains certain forward-looking statements and expectations regarding the company's future performance and the performance of its brands. Such statements are subject to various risks and uncertainties that could cause actual results to differ materially. These risks include (i) changes in United States and international trade policies, including tariffs and trade restrictions; (ii) changing consumer demands, which may be influenced by general economic conditions and other factors; (iii) inflationary pressures and supply chain disruptions; (iv) rapidly changing consumer preferences and purchasing patterns and fashion trends; (v) supplier concentration, customer concentration and increased consolidation in the retail industry; (vi) intense competition within the footwear industry; (vii) foreign currency fluctuations; (viii) political and economic conditions or other threats to the continued and uninterrupted flow of inventory from China and other countries, where the company relies heavily on third-party manufacturing facilities for a significant amount of its inventory; (ix) cybersecurity threats or other major disruption to the company's information technology systems including those related to our ERP upgrade; (x) transitional challenges with acquisitions and divestitures; (xi) the ability to accurately forecast sales and manage inventory levels; (xii) a disruption in the company's distribution centers; (xiii) the ability to recruit and retain senior management and other key associates; (xiv) the ability to secure/exit leases on favorable terms; (xv) the ability to maintain relationships with current suppliers; (xvi) changes to tax laws, policies and treaties; (xvii) our commitments and shareholder expectations related to responsible business initiatives; (xviii) compliance with applicable laws and standards with respect to labor, trade and product safety issues; and (xix) the ability to attract, retain, and maintain good relationships with licensors and protect our intellectual property rights.

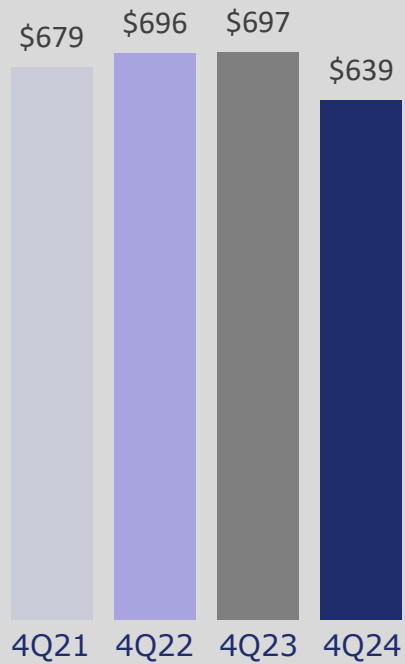
The company's reports to the Securities and Exchange Commission contain detailed information relating to such factors, including, without limitation, the information under the caption Risk Factors in Item 1A of the company's Annual Report on Form 10-K for the year ended February 3, 2024, which information is incorporated by reference herein and updated by the company's Quarterly Reports on Form 10-Q. The company does not undertake any obligation or plan to update these forward-looking statements, even though its situation may change.



CALERES OVERVIEW - 4Q24

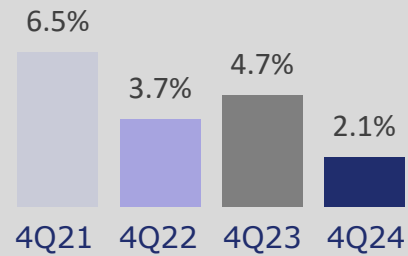
SALES

in Millions of \$

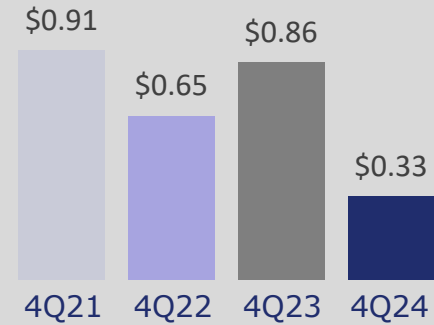


ADJUSTED OPERATING MARGIN

% of Net Sales

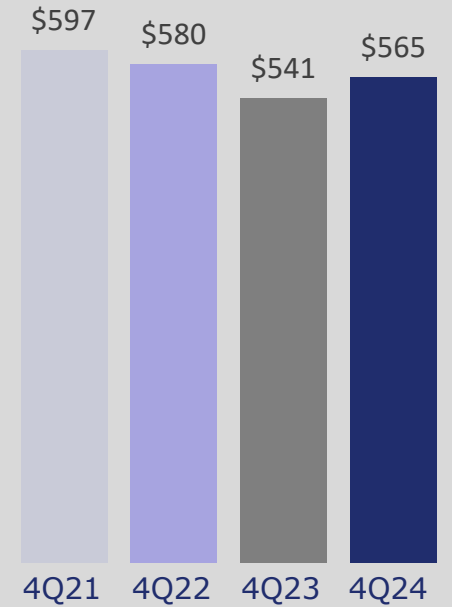


ADJUSTED EARNINGS PER SHARE



INVENTORY

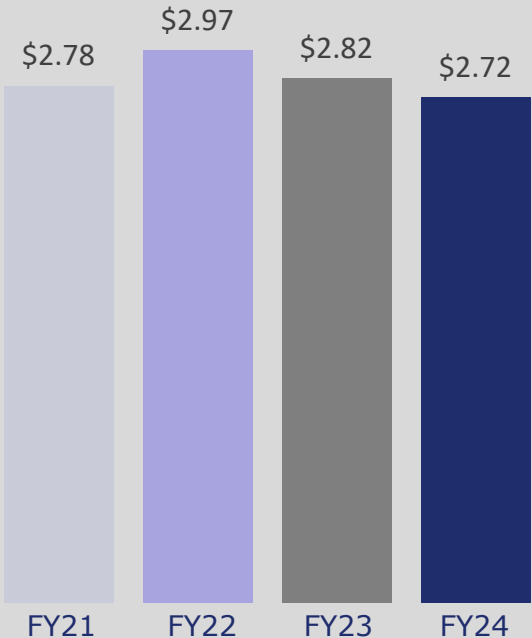
in Millions of \$



FY24 SNAPSHOT

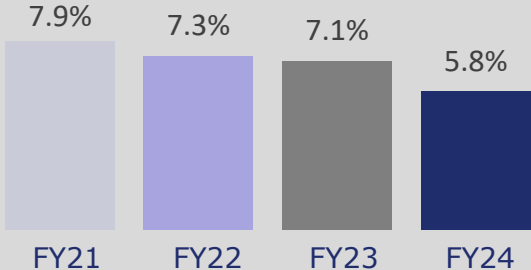
SALES

in Billions of \$

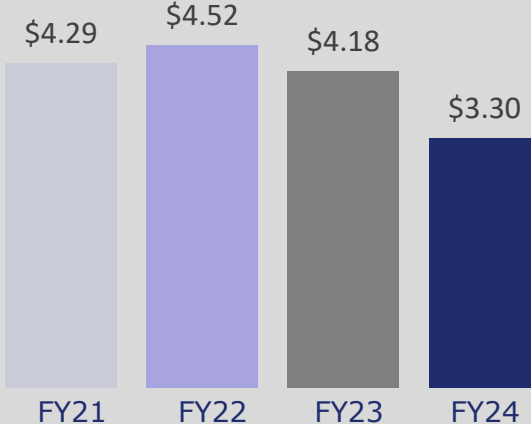


ADJUSTED OPERATING MARGIN

% of Net Sales



ADJUSTED EARNINGS PER SHARE



FOURTH QUARTER 2024 SNAPSHOT

SALES

\$639M

Down 8.3% vs 4Q23, including unfavorable \$30.3M impact related to the 53rd week and one less back-to-school week in the quarter.

GROSS MARGIN

43.0%

Down 80 bps vs 4Q23

ADJUSTED EPS

\$0.33

DEBT LEVEL

\$219.5M

Approximately 1X adjusted EBITDA

DIRECT TO CONSUMER

73%

Of total net sales

INVENTORY

+4.5%

vs 4Q23

BRAND PORTFOLIO 4Q24



SALES

\$300.3M

Down 7.2% vs 4Q23

GROSS MARGIN

41.6%

Down 100 bps vs 4Q23

ADJUSTED OPERATING EARNINGS

\$28.3M

Represents over 50% of total company operating earnings

MARKET SHARE

+0.15%

In Women's Fashion Footwear vs 4Q23, and +0.01% in Total Footwear Market Sales*

*Source: Circana, LLC, Retail Tracking Service, US, Women's Fashion Footwear, Dollar Sales, 3 Months Ending January 2025 vs. 3 Months Ending January 2024

FAMOUS FOOTWEAR 4Q24

SALES

\$358M

Down 9.6% YOY, with comparable sales down 2.9%

GROSS MARGIN

42.5%

Down 40 bps vs 4Q23

FAMOUS.COM

+1.5pts

In penetration of Caleres-owned brands in the quarter

TOTAL KIDS

20.1%

Of total business



FY24 SNAPSHOT

SALES

\$2.72B

Down 3.4% vs FY23

GROSS MARGIN

44.9%

Up 10 bps vs FY23

ADJUSTED EPS

\$3.30

TTM ADJUSTED EBITDA

\$217M

8.0% of sales

SHAREHOLDER RETURN

\$75M

Returned to shareholders through share repurchases and dividends

DIRECT-TO-CONSUMER

72%

Of total net sales

2024 STRATEGIC ACCOMPLISHMENTS



BRAND PORTFOLIO LEADS PERFORMANCE

Over 50% of operating profit coming from the Brand Portfolio



FAMOUS INVESTS IN EXPERIENCE

Ended 2024 with 34 FLAIR stores, attracting elevated brands and products, and outperforming non-FLAIR stores



FINISHED YEAR WITH

Over 20% of our Brand Portfolio product sourced through Speed program



PEOPLE AND CULTURE

Invested in people to align with strategy, leaning into engagement and action



INVESTED IN TECHNOLOGY FOR THE FUTURE

Invested in Common Platform and Data & Analytics



MARKET SHARE GROWTH

Brand Portfolio gained share in Women's Fashion Footwear

FULL YEAR 2025 OUTLOOK

Consolidated Sales Down 1% to Up 1%

Earnings per Diluted Share of \$2.80 to \$3.20

Consolidated Operating Margin of 5.1% to 5.6%

Effective Tax Rate of About 23%

Capital Expenditures of \$50 to \$55 Million

TARIFFS

Equal Shares of Tariff Increases Will Be Absorbed by Our
Factory Partners and By the Company Through Lower
Gross Margins

A Smaller Share Will Be Passed Onto the Consumer
Through Selective Price Increases

FIRST QUARTER 2025 OUTLOOK

Consolidated Sales Down 5% to 6%, Reflecting Very
Challenging Business Experienced in February

Earnings per Diluted Share of \$0.35 to \$0.40

KEY PRIORITIES

For 2025

EVOLVE PORTFOLIO
TOWARDS FASTER
GROWING
SEGMENTS

DIVERSIFY BRAND
PORTFOLIO
SOURCING OUTSIDE
OF CHINA

INVEST IN FAMOUS
FOOTWEAR
CUSTOMER
EXPERIENCE

FUEL
INTERNATIONAL
GROWTH

EXPENSE AND
CAPITAL
DISCIPLINE



APPENDIX

CALERES, INC.
**RECONCILIATION OF NET EARNINGS AND DILUTED EARNINGS PER SHARE (GAAP BASIS) TO
ADJUSTED NET EARNINGS AND ADJUSTED DILUTED EARNINGS PER SHARE (NON-GAAP BASIS)**

	(Unaudited)					
	Thirteen Weeks Ended			Fourteen Weeks Ended		
	February 1, 2025			February 3, 2024		
	Pre-Tax Impact of Charges/Other Items	Net Earnings Attributable to Caleres, Inc.	Diluted Earnings Per Share	Pre-Tax Impact of Charges/Other Items	Net Earnings Attributable to Caleres, Inc.	Diluted Earnings Per Share
<i>(\$ thousands, except per share data)</i>						
GAAP earnings		\$ 4,930	\$ 0.15		\$ 55,808	\$ 1.57
Charges/other items:						
Exit of Naturalizer retail store operations	\$ 4,216	3,131	0.09	—	—	—
Restructuring costs	1,359	1,009	0.03	—	—	—
Pension settlement cost	2,716	2,017	0.06	—	—	—
Deferred tax valuation allowances adjustment	—	—	—	\$ —	(26,654)	(0.76)
Expense reduction initiatives	—	—	—	2,151	1,597	0.05
Total charges/other items	<u>\$ 8,291</u>	<u>\$ 6,157</u>	<u>\$ 0.18</u>	<u>\$ 2,151</u>	<u>\$ (25,057)</u>	<u>\$ (0.71)</u>
Adjusted earnings		<u>\$ 11,087</u>	<u>\$ 0.33</u>		<u>\$ 30,751</u>	<u>\$ 0.86</u>

	(Unaudited)					
	Fifty-two Weeks Ended			Fifty-three Weeks Ended		
	February 1, 2025			February 3, 2024		
	Pre-Tax Impact of Charges/Other Items	Net Earnings Attributable to Caleres, Inc.	Diluted Earnings Per Share	Pre-Tax Impact of Charges/Other Items	Net Earnings Attributable to Caleres, Inc.	Diluted Earnings Per Share
<i>(\$ thousands, except per share data)</i>						
GAAP earnings		\$ 107,255	\$ 3.09		\$ 171,391	\$ 4.80
Charges/other items:						
Exit of Naturalizer retail store operations	\$ 4,216	3,131	0.09	\$ —	—	—
Restructuring costs	2,951	2,192	0.06	—	—	—
Pension settlement cost	2,716	2,017	0.06	—	—	—
Deferred tax valuation allowances adjustment	—	—	—	—	(26,654)	(0.75)
Expense reduction initiatives	—	—	—	6,103	4,532	0.13
Total charges/other items	<u>\$ 9,883</u>	<u>\$ 7,340</u>	<u>\$ 0.21</u>	<u>\$ 6,103</u>	<u>\$ (22,122)</u>	<u>\$ (0.62)</u>
Adjusted earnings		<u>\$ 114,595</u>	<u>\$ 3.30</u>		<u>\$ 149,269</u>	<u>\$ 4.18</u>

CALERES, INC.

SUMMARY FINANCIAL RESULTS BY SEGMENT

SUMMARY FINANCIAL RESULTS

	(Unaudited)							
	Famous Footwear		Brand Portfolio		Eliminations and Other		Consolidated	
	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024
<i>(\$ thousands)</i>								
Net sales	\$ 358,351	\$ 396,227	\$ 300,318	\$ 323,689	\$ (19,443)	\$ (22,793)	\$ 639,226	\$ 697,123
Gross profit	152,461	170,129	125,041	137,868	(2,393)	(2,269)	275,109	305,728
Gross margin	42.5 %	42.9 %	41.6 %	42.6 %	12.3 %	10.0 %	43.0 %	43.9 %
Operating earnings (loss)	6,267	19,551	23,026	37,751	(21,423)	(26,555)	7,870	30,747
Adjusted operating earnings (loss)	6,713	19,551	28,277	38,634	(21,546)	(25,287)	13,444	32,898
Operating margin	1.7 %	4.9 %	7.7 %	11.7 %	n/m %	n/m %	1.2 %	4.4 %
Adjusted operating earnings %	1.9 %	4.9 %	9.4 %	11.9 %	n/m %	n/m %	2.1 %	4.7 %
Comparable sales % (on a 13-week basis)	(2.9)%	(5.9)%	0.5 %	(3.8)%	— %	— %	— %	— %
Company-operated stores, end of period	846	860	114	98	—	—	960	958

n/m – Not meaningful

RECONCILIATION OF ADJUSTED RESULTS (NON-GAAP)

	(Unaudited)							
	Famous Footwear		Brand Portfolio		Eliminations and Other		Consolidated	
	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024	13 weeks ended February 1, 2025	14 weeks ended February 3, 2024
<i>(\$ thousands)</i>								
Operating earnings (loss)	\$ 6,267	\$ 19,551	\$ 23,026	\$ 37,751	\$ (21,423)	\$ (26,555)	\$ 7,870	\$ 30,747
Charges/Other Items:								
Restructuring costs	446	—	5,251	—	(123)	—	5,574	—
Expense reduction initiatives	—	—	—	883	—	1,268	—	2,151
Total charges/other items	446	—	5,251	883	(123)	1,268	5,574	2,151
Adjusted operating earnings (loss)	\$ 6,713	\$ 19,551	\$ 28,277	\$ 38,634	\$ (21,546)	\$ (25,287)	\$ 13,444	\$ 32,898

CALERES, INC.
CALCULATION OF EBITDA AND DEBT/EBITDA LEVERAGE RATIO (NON-GAAP METRICS)

(\$ thousands)	(Unaudited)	
	Thirteen Weeks Ended	Fourteen Weeks Ended
	February 1, 2025	February 3, 2024
EBITDA:		
Net earnings attributable to Caleres, Inc.	\$ 4,930	\$ 55,808
Income tax provision	(2,913)	(27,466)
Interest expense, net	3,932	4,103
Depreciation and amortization ⁽¹⁾	14,756	14,875
EBITDA	\$ 20,705	\$ 47,320
EBITDA margin	3.2 %	6.8 %
Adjusted EBITDA:		
Adjusted net earnings attributable to Caleres, Inc. ⁽²⁾	\$ 11,087	\$ 30,751
Income tax provision ⁽³⁾	(779)	(258)
Interest expense, net	3,932	4,103
Depreciation and amortization ⁽¹⁾	14,756	14,875
Adjusted EBITDA	\$ 28,996	\$ 49,471
Adjusted EBITDA margin	4.5 %	7.1 %

(\$ thousands)	(Unaudited)	
	Trailing Twelve Months Ended	
	February 1, 2025	February 3, 2024
EBITDA:		
Net earnings attributable to Caleres, Inc.	\$ 107,255	\$ 171,391
Income tax provision	29,061	9,490
Interest expense, net	13,957	19,343
Depreciation and amortization ⁽¹⁾	56,428	53,280
EBITDA	\$ 206,701	\$ 253,504
EBITDA margin	7.6 %	9.0 %
Adjusted EBITDA:		
Adjusted net earnings attributable to Caleres, Inc. ⁽²⁾	\$ 114,595	\$ 149,269
Income tax provision ⁽³⁾	31,604	37,715
Interest expense, net	13,957	19,343
Depreciation and amortization ⁽¹⁾	56,428	53,280
Adjusted EBITDA	\$ 216,584	\$ 259,607
Adjusted EBITDA margin	8.0 %	9.2 %

(\$ thousands)	(Unaudited)	
	February 1, 2025	February 3, 2024
Debt/EBITDA leverage ratio:		
Borrowings under revolving credit agreement ⁽⁴⁾	\$ 219,500	\$ 182,000
EBITDA (trailing twelve months)	206,701	253,504
Debt/EBITDA	1.1	0.7

(1) Includes depreciation and amortization of capitalized software and intangible assets.

(2) Refer to Schedule 4 for the consolidated reconciliation of net earnings attributable to Caleres, Inc. to adjusted net earnings attributable to Caleres, Inc.

(3) Excludes the income tax impacts of the adjustments on Schedule 4.

(4) Total availability under the revolving credit agreement was \$272.3 million and \$308.5 million as of February 1, 2025 and February 3, 2024, respectively. Total liquidity, which includes cash and cash equivalents and availability under the revolving credit agreement, was \$301.9 million and \$329.9 million for the respective periods.



THANK YOU