# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## Form 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
Date of report (date of earliest event reported):
May 23, 2013
ROSS STORES, INC.
(Exact name of registrant as specified in its charter)

## Delaware

(State or other jurisdiction of incorporation)

0-14678
(Commission File No.)

94-1390387
(I.R.S. Employer Identification No.)

4440 Rosewood Drive, Pleasanton, California, 94588-3050
(Address of principal executive offices)
Registrant's telephone number, including area code:
(925) 965-4400

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
ROSS STORES, INC.
4440 Rosewood Drive, Pleasanton, California 94588-3050
(925) 965-4400

## Item 2.02 Results of Operations and Financial Condition.

On May 23, 2013, the Company issued a press release regarding the Company's financial results for its fiscal quarter ended May 4, 2013. The full text of the Company's press release is attached hereto as Exhibit 99.1.

## Item 9.01 Financial Statements and Exhibits.

## (c) Exhibits.

Exhibit
$\frac{\text { No. }}{99.1} \quad$ Description
*Pursuant to Item 2.02 of Form 8-K, Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

## 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 hereunto duly authorized.

Date: May 23, 2013

## ROSS STORES, INC.

Registrant

By: /s/J. Call
John G. Call
Group Senior Vice President, Chief Financial Officer and Principal Accounting Officer

## FOR IMMEDIATE RELEASE

## Contact:

Michael Hartshorn<br>Senior Vice President,<br>Deputy Chief Financial Officer<br>(925) 965-4503

Connie Wong<br>Director, Investor Relations<br>(925) 965-4668<br>connie.wong@ros.com

## ROSS STORES REPORTS FIRST QUARTER EARNINGS, ISSUES SECOND QUARTER 2013 GUIDANCE

Pleasanton, California, May 23, 2013 -- Ross Stores, Inc. (Nasdaq: ROST) today reported earnings per share for the 13 weeks ended May 4 , 2013 of $\$ 1.07$, up from $\$ .93$ for the 13 weeks ended April 28, 2012. These results represent a $15 \%$ increase on top of a $26 \%$ gain in last year's first quarter. Net earnings for the 2013 first quarter grew $12 \%$ to $\$ 234.6$ million, up from $\$ 208.6$ million in the prior year.

First quarter 2013 sales increased $8 \%$ to $\$ 2.540$ billion, up from $\$ 2.357$ billion in the first quarter of 2012. Comparable store sales for the 13 weeks ended May 4, 2013 rose $3 \%$ over the 13 weeks ended May 5, 2012. This compared to a robust $9 \%$ same store sales gain for the 13 weeks ended April 28 , 2012.

Michael Balmuth, Vice Chairman and Chief Executive Officer, commented, "We are pleased with the slightly better-than-expected sales and earnings we delivered in the first quarter, especially considering this growth was achieved on top of strong prior year gains. These results continued to be driven by our ongoing ability to offer terrific bargains to today's value-oriented consumers."

Mr. Balmuth continued, "Operating margin for the period grew to a record $14.9 \%$, up from $14.4 \%$ in the prior year. This increased level of profitability was mainly driven by higher merchandise gross margin and also benefited from favorable timing of expenses."

Mr. Balmuth also noted, "We continued to enhance stockholder returns through our stock repurchase and dividend programs in the first quarter. During the first three months of fiscal 2013, we repurchased 2.3 million shares of common stock for an aggregate price of $\$ 138$ million. We are on track to buy back a total of $\$ 550$ million in common stock during fiscal 2013 under the two-year $\$ 1.1$ billion authorization approved by our Board of Directors in January 2013."

Looking ahead, Mr. Balmuth said, "For the 13 weeks ending August 3, 2013, we are forecasting same store sales to increase $1 \%$ to $2 \%$ compared to the 13 weeks ended August 4, 2012. Earnings per share for the 2013 second quarter are projected to be in the range of $\$ .89$ to $\$ .93$, up from last year's $\$ .81$. This represents forecasted growth of $10 \%$ to $15 \%$ on top of a strong $27 \%$ gain in the second quarter of 2012 ."

Mr. Balmuth concluded, "We now project earnings per share for the 52 weeks ending February 1, 2014 to be in the range of $\$ 3.70$ to $\$ 3.81$, up from our initial guidance of $\$ 3.65$ to $\$ 3.80$ and compared to $\$ 3.53$ for the 53 weeks ended February 2, 2013. As previously disclosed, the $53^{\text {rd }}$ week in fiscal 2012 added an estimated $\$ .10$ to earnings per share."

The Company will provide additional details about its first quarter results and management's outlook for the second quarter on a conference call to be held on Thursday, May 23, 2013 at 4:15 p.m. Eastern time. Participants may listen to a real time audio webcast of the conference call by visiting the Investors section of the Company's website located at www.rossstores.com. A recorded version of the call will also be available at the website address, and via a telephone recording through 8:00 p.m. Eastern time on Thursday, May 30, 2013 at 404-537-3406, ID \#71959797.

Forward-Looking Statements: This press release and the recorded comments on our corporate website contain forward-looking statements regarding expected sales, earnings levels and other financial results in future periods that are subject to risks and uncertainties which could cause our actual results to differ materially from management's current expectations. The words "plan," "expect," "target," "anticipate," "estimate," "believe," "forecast," "projected," "guidance," "looking ahead" and similar expressions identify forward-looking statements. Risk factors for Ross Dress for Less ${ }^{\circledR}$ ("Ross") and dd's DISCOUNTS ${ }^{\circledR}$ include without limitation, competitive pressures in the apparel or home-related retailing merchandise industry; changes in the level of consumer spending on or preferences for apparel or home-related merchandise; impacts from the macro-economic environment and financial and credit markets that affect consumer disposable income and consumer confidence, including but not limited to interest rates, recession, inflation, deflation, energy costs, tax rates and policy, unemployment trends, and fluctuating commodity costs; changes in geopolitical and geo-economic conditions; unseasonable weather trends; potential disruptions in supply chain or information systems; lower than planned gross margin, including higher than planned markdowns and higher than expected inventory shortage; greater than planned operating costs; our ability to continue to purchase attractive brand name merchandise at desirable discounts; attracting and retaining personnel with the retail talent necessary to execute our strategies; effectively operating and continually upgrading our various supply chain, core merchandising and other information systems; improving our merchandising and transaction processing capabilities through the implementation of new processes and systems enhancements; managing our planned data center and headquarters moves without disruption or unanticipated costs; obtaining acceptable new store locations and improving new store sales and profitability, especially in newer regions and markets; adding capacity to our existing distribution centers and building out planned additional distribution centers timely and cost effectively; and achieving and maintaining targeted levels of productivity and efficiency in our existing and new distribution centers. Other risk factors are set forth in our SEC filings including without limitation, the Form 10-K for fiscal 2012 and Form 8-Ks for fiscal 2013. The factors underlying our forecasts are dynamic and subject to change. As a result, our forecasts speak only as of the date they are given and do not necessarily reflect our outlook at any other point in time. We do not undertake to update or revise these forward-looking statements.

Ross Stores, Inc. is an S\&P 500, Fortune 500 and Nasdaq 100 (ROST) company headquartered in Pleasanton, California, with fiscal 2012 revenues of $\$ 9.7$ billion. The Company operates Ross Dress for Less ${ }^{\circledR}$ ("Ross"), the largest off-price apparel and home fashion chain in the United States with 1,112 locations in 33 states, the District of Columbia and Guam as of May 4, 2013. Ross offers first-quality, in-season, name brand and designer apparel, accessories, footwear and home fashions for the entire family at everyday savings of $20 \%$ to $60 \%$ off department and specialty store regular prices. The Company also operates 115 dd's DISCOUNTS ${ }^{\circledR}$ in nine states that feature a more moderately-priced assortment of first-quality, in-season, name brand apparel, accessories, footwear and home fashions for the entire family at everyday savings of $20 \%$ to $70 \%$ off moderate department and discount store regular prices. Additional information is available at www.rossstores.com.

## Ross Stores, Inc.

Condensed Consolidated Statements of Earnings

| (\$000, except stores and per share data, unaudited) | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | May 4, 2013 |  | April 28, 2012 |  |
| Sales | \$ | 2,539,914 | \$ | 2,356,841 |
|  |  |  |  |  |
| Costs and Expenses |  |  |  |  |
| Costs of goods sold |  | 1,798,811 |  | 1,679,127 |
| Selling, general and administrative |  | 361,968 |  | 337,811 |
| Interest expense, net |  | 209 |  | 2,232 |
| Total costs and expenses |  | 2,160,988 |  | 2,019,170 |
|  |  |  |  |  |
| Earnings before taxes |  | 378,926 |  | 337,671 |
| Provision for taxes on earnings |  | 144,314 |  | 129,058 |
| Net earnings | \$ | 234,612 | \$ | 208,613 |
|  |  |  |  |  |
| Earnings per share |  |  |  |  |
| Basic | \$ | 1.09 | \$ | 0.94 |
| Diluted | \$ | 1.07 | \$ | 0.93 |
|  |  |  |  |  |
|  |  |  |  |  |
| Weighted average shares outstanding (000) |  |  |  |  |
| Basic |  | 215,408 |  | 221,104 |
| Diluted |  | 218,496 |  | 224,929 |
|  |  |  |  |  |
|  |  |  |  |  |
| Dividends |  |  |  |  |
| Cash dividends declared per share | \$ | - | \$ |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Stores open at end of period |  | 1,227 |  | 1,146 |
|  |  |  |  |  |

## Ross Stores, Inc. Condensed Consolidated Balance Sheets

(\$000, unaudited)
May 4, $2013 \quad$ April 28, 2012

## Assets

| Current Assets |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | \$ | 714,174 | \$ | 741,117 |
| Short-term investments |  | 1,038 |  | 463 |
| Accounts receivable |  | 77,284 |  | 66,632 |
| Merchandise inventory |  | 1,226,449 |  | 1,134,703 |
| Prepaid expenses and other |  | 111,405 |  | 104,216 |
| Deferred income taxes |  | 22,846 |  | 11,854 |
| Total current assets |  | 2,153,196 |  | 2,058,985 |
| Property and equipment, net |  | 1,526,564 |  | 1,246,601 |
| Long-term investments |  | 4,302 |  | 5,614 |
| Other long-term assets |  | 158,699 |  | 146,286 |
| Total assets | \$ | 3,842,761 | \$ | 3,457,486 |

## Liabilities and Stockholders' Equity

| Current Liabilities |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Accounts payable | \$ | 859,595 | \$ | 830,044 |
| Accrued expenses and other |  | 328,690 |  | 284,108 |
| Accrued payroll and benefits |  | 168,088 |  | 148,770 |
| Income taxes payable |  | 110,829 |  | 107,715 |
| Total current liabilities |  | 1,467,202 |  | 1,370,637 |
| Long-term debt |  | 150,000 |  | 150,000 |
| Other long-term liabilities |  | 261,301 |  | 211,777 |
| Deferred income taxes |  | 88,997 |  | 114,437 |
|  |  |  |  |  |
| Commitments and contingencies |  |  |  |  |
|  |  |  |  |  |
| Stockholders' Equity |  | 1,875,261 |  | 1,610,635 |
| Total liabilities and stockholders' equity | \$ | 3,842,761 | \$ | 3,457,486 |

## Ross Stores, Inc. <br> Condensed Consolidated Statements of Cash Flows

| (\$000, unaudited) | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | May 4, 2013 |  | April 28, 2012 |
| Cash Flows From Operating Activities |  |  |  |
| Net earnings | \$ | 234,612 | \$ 208,613 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization |  | 48,726 | 43,136 |
| Stock-based compensation |  | 11,788 | 11,587 |
| Deferred income taxes |  | 2,257 | (339) |
| Tax benefit from equity issuance |  | 20,341 | 23,123 |
| Excess tax benefit from stock-based compensation |  | $(20,114)$ | $(22,662)$ |
| Change in assets and liabilities: |  |  |  |
| Merchandise inventory |  | $(17,212)$ | $(4,633)$ |
| Other current assets |  | $(31,197)$ | $(28,890)$ |
| Accounts payable |  | 89,620 | 100,177 |
| Other current liabilities |  | 8,077 | $(33,792)$ |
| Other long-term, net |  | 5,961 | 1,010 |
| Net cash provided by operating activities |  | 352,859 | 297,330 |
|  |  |  |  |
| Cash Flows From Investing Activities |  |  |  |
| Additions to property and equipment |  | $(97,552)$ | $(57,993)$ |
| Increase in restricted cash and investments |  | $(12,254)$ | $(13,410)$ |
| Purchases of investments |  | - | (424) |
| Proceeds from investments |  | 107 | 618 |
| Net cash used in investing activities |  | $(109,699)$ | $(71,209)$ |
|  |  |  |  |
| Cash Flows From Financing Activities |  |  |  |
| Excess tax benefit from stock-based compensation |  | 20,114 | 22,662 |
| Issuance of common stock related to stock plans |  | 5,766 | 7,955 |
| Treasury stock purchased |  | $(25,848)$ | $(23,123)$ |
| Repurchase of common stock |  | $(138,304)$ | $(110,614)$ |
| Dividends paid |  | $(37,475)$ | $(31,719)$ |
| Net cash used in financing activities |  | $(175,747)$ | $(134,839)$ |
|  |  |  |  |
| Net increase in cash and cash equivalents |  | 67,413 | 91,282 |
|  |  |  |  |
| Cash and cash equivalents: |  |  |  |
| Beginning of period |  | 646,761 | 649,835 |
| End of period | \$ | 714,174 | \$ 741,117 |
|  |  |  |  |
| Supplemental Cash Flow Disclosures |  |  |  |
| Interest paid | \$ | - | \$ - |
| Income taxes paid | \$ | 59,232 | \$ 30,258 |
|  |  |  |  |
| Non-Cash Investing Activities |  |  |  |
| Increase (decrease) in fair value of investment securities | \$ | 2 | \$ (13) |

