# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

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 17, 2012
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 17, 2012, the Company issued a press release regarding the Company's financial results for its fiscal quarter ended April 28, 2012. 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 No. |  |
| :--- | :--- |
| 99.1 | 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 17, 2012
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: John G. Call<br>Group Senior Vice President, Chief Financial Officer<br>(925) 965-4315

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## ROSS STORES REPORTS STRONG FIRST QUARTER EARNINGS, RAISES FISCAL YEAR 2012 GUIDANCE AND INCREASES LONG-TERM STORE GROWTH POTENTIAL

Pleasanton, California, May 17, 2012 -- Ross Stores, Inc. (Nasdaq: ROST) today reported earnings per share for the 13 weeks ended April 28, 2012 of $\$ .93$, up from a split-adjusted $\$ .74$ for the 13 weeks ended April 30, 2011. These results represent a $26 \%$ increase on top of a $28 \%$ gain in last year's first quarter. Net earnings for the 2012 first quarter grew to $\$ 208.6$ million, up $21 \%$ from $\$ 173.0$ million in the prior year. Sales for the quarter ended April 28, 2012 increased $14 \%$ to $\$ 2.357$ billion, with comparable store sales up a strong $9 \%$ on top of a $3 \%$ gain in 2011.

Michael Balmuth, Vice Chairman and Chief Executive Officer, commented, "We are pleased with our much better-than-expected financial results in the first quarter. Our robust sales and earnings were driven mainly by our ongoing ability to deliver a wide array of fresh and exciting name brand bargains to today's value-focused consumers. In addition, we believe that favorable weather across many of our markets also contributed to our above-plan performance."

Mr. Balmuth continued, "Operating margin for the period grew about 70 basis points to a record $14.4 \%$ driven primarily by leverage on selling, general and administrative expenses from the robust gains in same store sales. Cost of goods sold as a percent of sales improved by 15 basis points from the prior year, as higher merchandise gross margin and leverage on occupancy were partially offset by increases in distribution, freight and buying costs."

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 2012, we repurchased 2.0 million shares of common stock for an aggregate price of $\$ 111$ million. We remain on track to buy back a total of $\$ 450$ million in common stock during fiscal 2012 to complete the two-year $\$ 900$ million program authorized in early 2011."

Looking ahead, Mr. Balmuth said, "For the second quarter ending July 28, 2012, we are now forecasting same store sales to increase $3 \%$ to $4 \%$ and earnings per share of $\$ .72$ to $\$ .75$, up from last year's $\$ .64$. This represents $13 \%$ to $17 \%$ projected growth on top of a $20 \%$ increase in the second quarter of 2011. In addition, we are raising our 2012 earnings per share guidance for the 53 weeks ending February 2 , 2013 to $\$ 3.26$ to $\$ 3.37$, above our initial guidance of $\$ 3.12$ to $\$ 3.27$ and compared to $\$ 2.86$ in fiscal 2011."

Commenting on the Company's future expansion plans, Mr. Balmuth said, "We are pleased to announce that we have increased our long-term projected store potential to 2,500 locations in the United States. Our current research and proven ability to cluster stores closer together indicate that we can more fully saturate existing and new markets. As a result, we now believe that Ross Dress for Less can grow to approximately 2,000 locations across the country, up from our prior target of 1,500 . We continue to believe that dd's DISCOUNTS can become a chain of about 500 stores. Combined, we therefore have the ability over time to more than double the size of our Company domestically."

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 17, 2012 at 11:00 a.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 24, 2012 at 404-537-3406, ID \# 80147849.

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® ("Ross") and dd's DISCOUNTS® include without limitation, competitive pressures in the apparel or home-related merchandise industry; changes in the level of consumer spending on or preferences for apparel or home-related merchandise; the impact from the macro-economic environment and financial and credit markets 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 geoeconomic conditions; unseasonable weather trends; disruptions in supply chain; 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; our ability to attract and retain personnel with the retail talent necessary to execute our strategies; our ability to effectively operate our various supply chain, core merchandising and other information systems; our ability to improve our merchandising capabilities through the implementation of new processes and systems enhancements; achieving and maintaining targeted levels of productivity and efficiency in our distribution centers; and obtaining acceptable new store locations. Other risk factors are set forth in our SEC filings including without limitation, the Form 10-K for fiscal 2011 and Form 8-Ks for fiscal 2012. 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 forwardlooking statements.

Ross Stores, Inc. is an S\&P 500, Fortune 500 and Nasdaq 100 (ROST) company headquartered in Pleasanton, California, with fiscal 2011 revenues of $\$ 8.6$ billion. The Company operates Ross Dress for Less ${ }^{\circledR}$ ("Ross"), the largest off-price apparel and home fashion chain in the United States with 1,051 locations in 30 states, the District of Columbia and Guam. 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 95 dd's DISCOUNTS ${ }^{\circledR}$ in eight 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.

## Condensed Consolidated Statements of Earnings



[^0]Ross Stores, Inc.

## Condensed Consolidated Balance Sheets

| (\$000, unaudited) | $2012$ |  |  | April 30, $2011$ |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
|  |  |  |  |  |
| Current Assets |  |  |  |  |
| Cash and cash equivalents | \$ | 741,117 | \$ | 671,005 |
| Short-term investments |  | 463 |  | 3,275 |
| Accounts receivable |  | 66,632 |  | 61,683 |
| Merchandise inventory |  | 1,134,703 |  | 1,172,716 |
| Prepaid expenses and other |  | 104,216 |  | 72,900 |
| Deferred income taxes |  | 11,854 |  | 15,662 |
| Total current assets |  | 2,058,985 |  | 1,997,241 |
| Property and equipment, net |  | 1,246,601 |  | 1,005,674 |
| Long-term investments |  | 5,614 |  | 12,191 |
| Other long-term assets |  | 146,286 |  | 86,888 |
| Total assets |  | 3,457,486 |  | 3,101,994 |
|  |  |  |  |  |
| Liabilities and Stockholders' Equity |  |  |  |  |
|  |  |  |  |  |
| Current Liabilities |  |  |  |  |
| Accounts payable |  | 830,044 | \$ | 742,600 |
| Accrued expenses and other |  | 284,108 |  | 265,586 |
| Accrued payroll and benefits |  | 148,770 |  | 141,268 |
| Income taxes payable |  | 107,715 |  | 89,340 |
| Total current liabilities |  | 1,370,637 |  | 1,238,794 |
| Long-term debt |  | 150,000 |  | 150,000 |
| Other long-term liabilities |  | 211,777 |  | 200,575 |
| Deferred income taxes |  | 114,437 |  | 106,519 |
|  |  |  |  |  |
| Commitments and contingencies |  |  |  |  |
|  |  |  |  |  |
| Stockholders' Equity |  | 1,610,635 |  | 1,406,106 |
| Total liabilities and stockholders' equity | \$ | 3,457,486 | \$ | 3,101,994 |

## Condensed Consolidated Statements of Cash Flows




[^0]:    ${ }^{1}$ All share and per share amounts have been adjusted for the two-for-one stock split effective December 15, 2011.

