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CONNS INC  
Form 10-Q  
August 28, 2008

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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FORM 10-Q

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

For the quarterly period ended July 31, 2008 Commission File Number 000-50421

CONN'S, INC.  
(Exact name of registrant as specified in its charter)

A Delaware Corporation  
(State or other jurisdiction of  
incorporation or organization)

06-1672840  
(I.R.S. Employer  
Identification Number)

3295 College Street  
Beaumont, Texas 77701  
(409) 832-1696

(Address, including zip code, and telephone  
number, including area code, of registrant's  
principal executive offices)

NONE  
(Former name, former address and former  
fiscal year, if changed since last report)

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 [ 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 definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. (Check One):

Large accelerated filer [ ] Accelerated filer [ x ] Non-accelerated filer [ ]  
smaller reporting company [ ]

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act).

Yes [ ] No [ x ]

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of August 26, 2008:

Class	Outstanding
----- Common stock, \$.01 par value per share	----- 22,410,400

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Part I. FINANCIAL INFORMATION

Item 1. Financial Statements

Conn's, Inc.  
CONSOLIDATED BALANCE SHEETS  
(in thousands, except share data)

Assets	January 31, 2008	July 31, 2008
	-----	-----
Current assets		(unaudited)
Cash and cash equivalents	\$ 11,015	\$ 46,766
Accounts receivable, net	36,100	29,511
Interests in securitized assets	178,150	177,648
Inventories	81,495	96,404
Deferred income taxes	2,619	5,662
Prepaid expenses and other assets	4,449	8,338
	-----	-----
Total current assets	313,828	364,329
Non-current deferred income tax asset	-	1,606
Property and equipment		
Land	8,011	8,011
Buildings	13,626	15,842
Equipment and fixtures	17,950	19,918
Transportation equipment	2,741	2,600
Leasehold improvements	74,120	79,473
	-----	-----
Subtotal	116,448	125,844
Less accumulated depreciation	(57,195)	(62,216)
	-----	-----
Total property and equipment, net	59,253	63,628
Goodwill, net	9,617	9,617
Debt issuance costs and other assets, net	154	210
	-----	-----
Total assets	\$ 382,852	\$ 439,390
	=====	=====
Liabilities and Stockholders' Equity		
Current liabilities		
Current portion of long-term debt	\$ 102	\$ 44
Accounts payable	28,179	54,704
Accrued compensation and related expenses	9,748	9,100
Accrued expenses	21,487	26,066
Income taxes payable	600	1,258
Deferred revenues and allowances	16,949	19,829
	-----	-----
Total current liabilities	77,065	111,001
Long-term debt	17	14
Non-current deferred income tax liability	131	-
Deferred gains on sales of property	1,221	1,037
Stockholders' equity		
Preferred stock (\$0.01 par value, 1,000,000 shares authorized; none issued or outstanding)	-	-
Common stock (\$0.01 par value, 40,000,000 shares authorized; 24,098,171 and 24,133,605 shares issued at January 31, 2008 and July 31, 2008, respectively)	241	241
Additional paid-in capital	99,514	101,626
Retained earnings	241,734	262,542
Treasury stock, at cost, 1,723,205 and 1,723,205 shares, respectively	(37,071)	(37,071)
	-----	-----

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Total stockholders' equity	304,418	327,338
	-----	-----
Total liabilities and stockholders' equity	\$ 382,852	\$ 439,390
	=====	=====

See notes to consolidated financial statements.

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Conn's, Inc.  
CONSOLIDATED STATEMENTS OF OPERATIONS

(unaudited)  
(in thousands, except earnings per share)

	Three Months Ended July 31,		Six Months Ended July 31,	
	2007	2008	2007	2008
	-----	-----	-----	-----
Revenues				
Product sales	\$163,793	\$175,240	\$330,432	\$330,432
Service maintenance agreement commissions, net	9,071	9,911	18,352	18,352
Service revenues	6,137	5,488	11,582	11,582
	-----	-----	-----	-----
Total net sales	179,001	190,639	360,366	360,366
	-----	-----	-----	-----
Finance charges and other	24,997	29,105	48,877	48,877
Net decrease in fair value	(471)	(1,212)	(406)	(406)
	-----	-----	-----	-----
Total finance charges and other	24,526	27,893	48,471	48,471
	-----	-----	-----	-----
Total revenues	203,527	218,532	408,837	408,837
	-----	-----	-----	-----
Cost and expenses				
Cost of goods sold, including warehousing and occupancy costs	125,297	136,787	249,690	249,690
Cost of parts sold, including warehousing and occupancy costs	2,123	2,264	3,989	3,989
Selling, general and administrative expense	62,113	62,900	121,327	121,327
Provision for bad debts	348	333	908	908
	-----	-----	-----	-----
Total cost and expenses	189,881	202,284	375,914	375,914
	-----	-----	-----	-----
Operating income	13,646	16,248	32,923	32,923
Interest income, net	(251)	(85)	(491)	(491)
Other (income) expense, net	(55)	128	(886)	(886)

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Income before income taxes	13,952	16,205	34,300	
Provision for income taxes	4,295	5,993	11,697	
Net income	\$ 9,657	\$ 10,212	\$ 22,603	\$
Earnings per share				
Basic	\$ 0.41	\$ 0.46	\$ 0.96	\$
Diluted	\$ 0.40	\$ 0.45	\$ 0.94	\$
Average common shares outstanding				
Basic	23,489	22,407	23,527	
Diluted	24,058	22,620	24,089	

See notes to consolidated financial statements.

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CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY  
Six Months Ended July 31, 2008  
(unaudited)  
(in thousands, except descriptive shares)

	Common Stock		Additional	Retained	Treasury	Total
	Shares	Amount	Paid-in Capital	Earnings	Stock	
Balance January 31, 2008	24,098	\$241	\$ 99,514	\$241,734	\$ (37,071)	\$304,418
Exercise of options to acquire shares of common stock, incl. tax benefit	27		267			267
Issuance of shares of common stock under Employee Stock Purchase Plan	9		124			124
Stock-based compensation			1,721			1,721
Net income				20,808		20,808
Balance July 31, 2008	24,134	\$241	\$101,626	\$262,542	\$ (37,071)	\$327,338

See notes to consolidated financial statements.

Conn's, Inc.  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(unaudited) (in thousands)

	Six Months Ended July 31,	
	2007	2008
Cash flows from operating activities		
Net income	\$ 22,603	\$ 20,808
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation	6,321	6,286
Accretion, net	(351)	(481)
Provision for bad debts	908	592
Stock-based compensation	1,056	1,721
Discounts on promotional credit	3,524	2,900
Gains recognized on sales of receivables	(14,769)	(15,408)
Decrease in fair value of securitized assets due to assumption changes	878	4,364
Provision for deferred income taxes	579	(3,904)
(Gains) / losses from sales of property and equipment	(886)	106
Changes in operating assets and liabilities:		
Accounts receivable	(15,496)	14,549
Inventory	2,228	(14,909)
Prepaid expenses and other assets	(95)	(3,889)
Accounts payable	(15,150)	26,525
Accrued expenses	1,275	3,932
Income taxes payable	(1,904)	(218)
Deferred revenue and allowances	2,438	3,214
Net cash provided by (used in) operating activities	(6,841)	46,188
Cash flows from investing activities		
Purchases of property and equipment	(8,203)	(10,825)
Proceeds from sales of property	8,860	57
Net cash provided by (used in) investing activities	657	(10,768)
Cash flows from financing activities		
Proceeds from stock issued under employee benefit plans	1,963	391
Purchases of treasury stock	(8,707)	-
Excess tax benefits from stock-based compensation	2	-
Borrowings under lines of credit	800	600
Payments on lines of credit	(800)	(600)
Payment of promissory notes	(45)	(60)
Net cash provided by (used in) financing activities	(6,787)	331
Net change in cash	(12,971)	35,751
Cash and cash equivalents		

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Beginning of the year	56,570	11,015
	-----	-----
End of period	\$ 43,599	\$ 46,766
	=====	=====

See notes to consolidated financial statements.

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Conn's , Inc.  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
 (unaudited)  
 July 31, 2008

1. Summary of Significant Accounting Policies

Basis of Presentation. The accompanying unaudited, condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States for complete financial statements. The accompanying financial statements reflect all adjustments that are, in the opinion of management, necessary for a fair statement of the results for the interim periods presented. All such adjustments are of a normal recurring nature. Operating results for the three and six month period ended July 31, 2008, are not necessarily indicative of the results that may be expected for the year ending January 31, 2009. The financial statements should be read in conjunction with the Company's (as defined below) audited consolidated financial statements and the notes thereto included in the Company's Annual Report on Form 10-K filed on March 27, 2008.

The Company's balance sheet at January 31, 2008, has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by accounting principles generally accepted in the United States for complete financial presentation. Please see the Company's Form 10-K for the fiscal year ended January 31, 2008, for a complete presentation of the audited financial statements at that date, together with all required footnotes, and for a complete presentation and explanation of the components and presentations of the financial statements.

Principles of Consolidation. The consolidated financial statements include the accounts of Conn's, Inc. and all of its wholly-owned subsidiaries (the Company). All material intercompany transactions and balances have been eliminated in consolidation.

The Company enters into securitization transactions to sell its retail installment and revolving customer receivables and retains servicing responsibilities and subordinated interests. These securitization transactions are accounted for as sales in accordance with Statement of Financial Accounting Standards (SFAS) No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishment of Liabilities, as amended by SFAS No. 155, Accounting for Certain Hybrid Financial Instruments, because the Company has relinquished control of the receivables. Additionally, the Company has transferred the receivables to a qualifying special purpose entity (QSPE). Accordingly, neither the transferred receivables nor the accounts of the QSPE are included in the consolidated financial statements of the Company. The Company's retained interest in the transferred receivables is valued under the requirements of SFAS No. 159, The Fair Value Option for Financial Assets and Liabilities, and SFAS

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No. 157, Fair Value Measurements. On February 1, 2007, the Company elected the fair value option because it believes that the fair value option provides a more easily understood presentation for financial statement users. Prior to this election, the Company had valued and reported its Interests in securitized assets at fair value, though most changes in the fair value were recorded in Other comprehensive income. The fair value option simplifies the treatment of changes in the fair value of the asset, by reflecting all changes in the fair value of its Interests in securitized assets in current earnings, in Finance charges and other.

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Use of Estimates. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. See the discussion under Note 2 regarding the change in the discount rate used in the Company's valuation of its Interests in securitized assets.

Earnings Per Share. In accordance with SFAS No. 128, Earnings per Share, the Company calculates basic earnings per share by dividing net income by the weighted average number of common shares outstanding. Diluted earnings per share include the dilutive effects of any stock options granted, as calculated under the treasury-stock method. The following table sets forth the shares outstanding for the earnings per share calculations:

	Three Months End July 31,	
	2007	2006
Common stock outstanding, net of treasury stock, beginning of period	23,504,760	22,800,000
Weighted average common stock issued in stock option exercises	58,074	58,074
Weighted average common stock issued to employee stock purchase plan	933	933
Less: Weighted average treasury shares purchased	(74,789)	(74,789)
	23,488,978	22,714,148
Shares used in computing basic earnings per share		
Dilutive effect of stock options, net of assumed repurchase of treasury stock	569,283	569,283
	24,058,261	23,283,431
Shares used in computing diluted earnings per share		
	=====	
	-----	
	Six Months End July 31,	
	2007	2006
Common stock outstanding, net of treasury stock, beginning of period	23,641,522	22,800,000
Weighted average common stock issued in stock option exercises	52,871	52,871
Weighted average common stock issued to employee stock purchase plan	2,706	2,706
Weighted average number of restricted shares forfeited	-	-
Less: Weighted average treasury shares purchased	(169,991)	(169,991)
	23,527,108	22,685,586
Shares used in computing basic earnings per share		
Dilutive effect of stock options, net of assumed repurchase of treasury stock	561,843	561,843
	24,088,951	23,247,429



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Shares used in computing diluted earnings per share

-----  
24,088,951 22,  
=====

Reclassifications. Certain reclassifications have been made in the prior year's financial statements to conform to the current year's presentation. In order to present the Company's results on a basis that is more comparable with others in its industry, the Company reclassified advertising expense of \$7.4 million and \$15.0 million for the three and six months ended July 31, 2007, respectively, that was previously included in costs of goods sold, to selling, general and administrative expense.

### 2. Interests in Securitized Assets

The Company estimates the fair value of its Interests in securitized assets using a discounted cash flow model with most of the inputs used being unobservable inputs. The primary unobservable inputs, which are derived principally from the Company's historical experience, with input from its investment bankers and financial advisors, include the estimated portfolio yield, credit loss rate, discount rate, payment rate and delinquency rate and reflect the Company's judgments about the assumptions market participants would use in determining fair value. In determining the cost of borrowings, the Company uses current actual borrowing rates, and adjusts them, as appropriate, using interest rate futures data from market sources to project interest rates over time. Changes in the assumptions over time, including varying credit portfolio performance, market interest rate changes, market participant risk premiums required, or a shift in the mix of funding sources, could result in significant volatility in the fair value of the Interest in securitized assets, and thus the earnings of the Company.

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For the three and six months ended July 31, 2008, Finance charges and other included a non-cash decrease in the fair value our Interests in securitized assets of \$1.2 million and \$4.3, respectively, reflecting primarily a higher risk premium added to the discount rate assumption during the quarter ended April 30, 2008, resulting from the volatility in the financial markets, plus adjustments for other changes in the fair value assumptions. During the period ended April 30, 2008, returns required by market participants on many investments increased significantly as a result of continued volatility in the financial markets. Though the Company does not anticipate any significant variation from the current earnings and cash flow performance of the securitized credit portfolio, it increased the risk premium included in the discount rate assumption used in the determination of the fair value of its interests in securitized assets to reflect the higher estimated risk premium it believes a market participant would require if purchasing the asset. Based on a review of the changes in market risk premiums during the three months ended April 30, 2008, and discussions with its investment bankers and financial advisors, the Company estimated that a market participant would require an approximately 300 basis point increase in the required risk premium. As a result, the Company increased the weighted average discount rate assumption from 16.5% at January 31, 2008, to 19.3% at April 30, 2008, after reflecting a 26 basis point decrease in the risk-free interest rate included in the discount rate assumption. Based on its review of available information at July 31, 2008, the Company concluded that a market participant would not require a change in the risk premium from that which was used at April 30, 2008. The weighted average discount rate assumption increased to 19.7% at July 31, 2008, largely as a result of a 42 basis point increase in the risk-free interest rate included in the discount rate assumption. This change, along with higher projected interest rates, contributed to the decrease in fair value for the three months ended July 31,

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2008 (see reconciliation of the balance of Interests in securitized assets below). The changes in fair value resulted in a charge to pretax income of \$1.2 million and \$4.3 million, a charge to net income of \$0.8 million, and \$2.7 million, and reduced basic and diluted earnings per share by \$0.03, and \$0.12 for the three and six months ended July 31, 2008.

The increase in the discount rate will have the effect of deferring income to future periods, but not permanently reducing securitization income or the earnings of the Company. The deferred earnings will be recognized in future periods as interest income on the Interests in securitized assets as the actual cash flows on the receivables are realized. If a market participant were to require a return on investment that is 100 basis points higher than estimated in the Company's calculation, the fair value of its interests in securitized assets would be decreased by an additional \$1.7 million as of July 31, 2008. The Company will continue to monitor financial market conditions and, each quarter, as it reassesses the assumptions used may adjust its assumptions up or down, including the risk premiums a market participant will use. As the financial markets, especially with respect to asset-backed securities, have continued to experience a high-level of volatility, the Company will likely be required to record additional non-cash gains and losses in future periods, until such time as financial market conditions stabilize and liquidity available for asset-backed securities improves.

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The following is a reconciliation of the beginning and ending balances of the Interests in securitized assets and the beginning and ending balances of the servicing liability for the three months ended July 31, 2007 and 2008 (in thousands):

	Three Months July 31
	2007
<b>Reconciliation of Interests in Securitized Assets:</b>	
-----	
Balance of Interests in securitized assets at beginning of period	\$150,552
Amounts recorded in Finance charges and other:	
Gains associated with increase in portfolio balances	305
-----	
Changes in fair value due to assumption changes:	
Fair value increase (decrease) due to changing portfolio yield	(65)
Fair value increase (decrease) due to lower (higher) projected interest rates	153
Fair value increase (decrease) due to changes in funding mix	(564)
Fair value increase (decrease) due to change in risk-free interest rate component of discount rate	69
Fair value decrease due to higher risk premium included in discount rate	-
Other changes	(346)
-----	
Net change in fair value due to assumption changes	(753)
-----	
Net Gains (Losses) included in Finance charges and other (a)	(448)

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Change in balance of subordinated security and equity interest due to transfers of receivables	16,026
Balance of Interests in securitized assets at end of period	\$166,130
<b>Reconciliation of Servicing Liability:</b>	
-----	
Balance of servicing liability at beginning of period	\$ 1,088
Amounts recorded in Finance charges and other:	
Increase associated with change in portfolio balances	9
Increase (decrease) due to change in discount rate	1
Other changes	13
Net change included in Finance charges and other (b)	23
Balance of servicing liability at end of period	\$ 1,111
Net increase (decrease) in fair value included in Finance charges and other (a) - (b)	\$ (471)

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The following is a reconciliation of the beginning and ending balances of the Interests in securitized assets and the beginning and ending balances of the servicing liability for the six months ended July 31, 2007 and 2008 (in thousands):

	Six Months Ended July 31,
	-----
	2007
	-----
<b>Reconciliation of Interests in Securitized Assets:</b>	
-----	
Balance of Interests in securitized assets at beginning of period	\$136,848
Amounts recorded in Finance charges and other:	
Gains associated with increase in portfolio balances	531
Changes in fair value due to assumption changes:	
Fair value increase (decrease) due to changing portfolio yield	204
Fair value increase (decrease) due to lower (higher) projected interest rates	197
Fair value increase (decrease) due to changes in funding mix	(1,197)
Fair value increase (decrease) due to change in risk-free interest rate component of discount rate	404
Fair value decrease due to higher risk premium included in discount rate	-
Other changes	(486)
Net change in fair value due to assumption changes	(878)
Net Gains (Losses) included in Finance charges and other (a)	(347)

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Change in balance of subordinated security and equity interest due to transfers of receivables	29,629
	-----
Balance of Interests in securitized assets at end of period	\$166,130
	=====
Reconciliation of Servicing Liability:	
-----	
Balance of servicing liability at beginning of period	\$ 1,052
Amounts recorded in Finance charges and other:	
Increase associated with change in portfolio balances	46
Increase (decrease) due to change in discount rate	2
Other changes	11
	-----
Net change included in Finance charges and other (b)	59
Balance of servicing liability at end of period	\$ 1,111
	=====
Net increase (decrease) in fair value included in Finance charges and other (a) - (b)	\$ (406)
	=====

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3. Supplemental Disclosure of Revenue

The following is a summary of the classification of the amounts included as Finance charges and other for the three and six months ended July 31, 2007 and 2008 (in thousands):

	Three Months ended July 31,		Six Months ended July 31,	
	2007	2008	2007	2008
	-----		-----	
Securitization income:				
Servicing fees received	\$ 5,959	\$ 6,406	\$11,778	\$ 12,860
Gains on sale of receivables, net	7,607	8,578	14,769	15,408
Change in fair value of securitized assets	(753)	(1,152)	(878)	(4,364)
Interest earned on retained interests	5,565	7,650	10,669	14,917
	-----		-----	
Total securitization income	18,378	21,482	36,338	38,821
Insurance commissions	5,573	5,735	10,834	10,940
Other	575	676	1,299	1,617
	-----		-----	
Finance charges and other	\$24,526	\$ 27,893	\$48,471	\$ 51,378
	=====		=====	

4. Supplemental Disclosure Regarding Managed Receivables

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The following tables present quantitative information about the receivables portfolios managed by the Company (in thousands):

	Total Principal Amount of Receivables		Principal Amount 60 Days or More Past Due (1)	
	January 31, 2008	July 31, 2008	January 31, 2008	July 31, 2008
Primary portfolio:				
Installment	\$463,257	\$488,855	\$29,997	\$29,286
Revolving	48,329	42,476	1,561	1,657
Subtotal	511,586	531,331	31,558	30,943
Secondary portfolio:				
Installment	143,281	163,595	18,220	17,451
Total receivables managed	654,867	694,926	49,778	48,394
Less receivables sold	645,862	686,532	47,778	46,606
Receivables not sold	9,005	8,394	\$2,000	\$1,788
Non-customer receivables	27,095	21,117		
Total accounts receivable, net	\$36,100	\$29,511		

(1) Amounts are based on end of period balances. The principal amount 60 days or more past due relative to total receivables managed is not necessarily indicative of relative balances expected at other times during the year due to seasonal fluctuations in delinquency.

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	Average Balances		Net Credit Charge-offs (1)	
	Three Months Ended July 31,		Three Months Ended July 31,	
	2007	2008	2007	2008
Primary portfolio:				
Installment	\$399,909	\$480,369		
Revolving	52,215	43,158		
Subtotal	452,124	523,527	\$2,569	\$ 3,422
Secondary portfolio:				
Installment	142,970	158,900	922	1,333
Total receivables managed	595,094	682,427	3,491	4,755
Less receivables sold	585,672	673,854	3,318	4,544
Receivables not sold	\$ 9,422	\$ 8,573	\$ 173	\$ 211

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	Average Balances		Net Credit Charge-offs (1)	
	Six Months Ended July 31,		Six Months Ended July 31,	
	2007	2008	2007	2008
Primary portfolio:				
Installment	\$392,376	\$473,629		
Revolving	52,571	45,220		
Subtotal	444,947	518,849	\$5,493	\$ 7,010
Secondary portfolio:				
Installment	140,768	153,613	1,881	3,081
Total receivables managed	585,715	672,462	7,374	10,091
Less receivables sold	576,144	663,727	7,004	9,725
Receivables not sold	\$ 9,571	\$ 8,735	\$ 370	\$ 366

(1) Amounts represent total credit charge-offs, net of recoveries, on total receivables.

5. Debt and Letters of Credit

On March 26, 2008, the Company executed an amendment to its bank credit facility, to increase the commitment from \$50 million to \$100 million, to provide additional liquidity, if needed, to support its growth plans. In addition to the expanded commitment, the interest margin added to the applicable base rate was increased by 25 basis points. At July 31, 2008, the Company had \$98.3 million of its \$100 million revolving credit facility available for borrowings. The amounts utilized under the revolving credit facility reflected \$1.7 million related to letters of credit issued under the facility. This credit facility matures in October 2010. See Note 7 for additional information regarding the Company's credit facility.

There were no amounts outstanding under a short-term revolving bank agreement that provides up to \$8.0 million of availability on an unsecured basis. This unsecured facility matures in October 2008.

The Company utilizes unsecured letters of credit to secure a portion of the QSPE's asset-backed securitization program, deductibles under the Company's property and casualty insurance programs and international product purchases. At July 31, 2008, the Company had outstanding unsecured letters of credit of \$21.9 million. These letters of credit were issued under the three following separate facilities:

- o The Company has a \$5.0 million sub limit provided under its revolving line of credit for stand-by and import letters of credit. At July 31, 2008, \$1.7 million of letters of credit were outstanding and callable at the option of the Company's property and casualty insurance carriers if the Company does not honor its requirement to fund deductible amounts as billed under its insurance programs. Upon completion of the new credit facility discussed in Note 7, these letters of credit are now provided under that facility's \$40 million sub limit for letters of credit.
- o The Company has arranged for a \$20.0 million stand-by letter of credit to provide assurance to the trustee of the asset-backed securitization program that funds collected by the Company, as the servicer, would be

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remitted as required under the base indenture and other related documents. The letter of credit has a term of one year and expires on August 31, 2008. The Company expects to replace this letter of credit

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by issuing a new letter of credit under the new credit facility discussed in Note 7, which provides a \$40 million sub limit for letters of credit.

- o The Company obtained a \$10.0 million commitment for trade letters of credit to secure product purchases under an international arrangement. At July 31, 2008, there was \$0.2 million outstanding under this commitment. The letter of credit commitment expires in November 2008. No letter of credit issued under this commitment can have an expiration date more than 180 days after the commitment expiration date. Upon completion of the new credit facility discussed in Note 7, these letters of credit are now provided under that facility's \$40 million sub limit for letters of credit.

The maximum potential amount of future payments under these letter of credit facilities is considered to be the aggregate face amount of each letter of credit commitment, which totals \$35.0 million as of July 31, 2008.

### 6. Contingencies

**Legal Proceedings.** The Company is involved in routine litigation incidental to its business from time to time. Currently, the Company does not expect the outcome of any of this routine litigation to have a material affect on its financial condition, results of operations or cash flows. However, the results of these proceedings cannot be predicted with certainty, and changes in facts and circumstances could impact the Company's estimate of reserves for litigation.

**Service Maintenance Agreement Obligations.** The Company sells service maintenance agreements that extend the period of covered warranty service on the products the Company sells. For certain of the service maintenance agreements sold, the Company is the obligor for payment of qualifying claims. The Company is responsible for administering the program, including setting the pricing of the agreements sold and paying the claims. The typical term for these agreements is between 12 and 36 months. The pricing is set based on historical claims experience and expectations about future claims. While the Company is unable to estimate maximum potential claim exposure, it has a history of overall profitability upon the ultimate resolution of agreements sold. The revenues related to the agreements sold are deferred at the time of sale and recorded in revenues in the statement of operations over the life of the agreements. The amounts of service maintenance agreement revenue deferred at January 31, 2008 and July 31, 2008 were \$6.6 million and \$7.2 million, respectively, and are included in Deferred revenue and allowances in the accompanying balance sheets.

### 7. Subsequent Event

Effective August 14, 2008, the Company entered into a \$210 million revolving loan facility that provides funding based on a borrowing base calculation that includes accounts receivable and inventory. The new facility, which replaced the Company's \$100 million revolving credit facility discussed in Note 5, matures in August 2011 and bears interest at LIBOR plus a spread ranging from 225 basis points to 275 basis points, based on a fixed charge coverage ratio. The spread will be 225 basis points for the first six months under the facility, and then will be subject to adjustment as discussed above. In addition to the fixed charge coverage ratio, the new revolving loan facility includes a leverage ratio

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requirement, a minimum receivables cash recovery percentage requirement, a net capital expenditures limit and combined portfolio performance covenants. In conjunction with completing this financing arrangement, the Company's QSPE amended certain of its borrowing agreements to provide for the existence of the Company's revolving loan facility and adjust certain terms of its borrowing agreement to current market requirements, including reducing the advance on its variable funding note facility from a maximum of 85% to a maximum of 76%, the modification of the fixed charge coverage and leverage ratios to match those in the new revolving loan facility and addition of combined portfolio performance covenants. As a result of completing the new revolving credit facility and amendments to the QSPE's borrowing agreements, a larger portion of the accounts receivable the Company generates will be retained by the Company and not sold to the QSPE, and as such will be included in the Company's consolidated balance sheet, and the Company's retained interest in receivables transferred to the QSPE will increase.

Additionally, on August 28, 2008, the Company's QSPE completed an extension of the maturity date on its 364-day commitment to August 13, 2009. In conjunction with the renewal, the cost of borrowings under this \$300 million facility increased and will now bear interest at the commercial paper rate plus 250 basis points, in most instances.

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

#### Forward-Looking Statements

This report contains forward-looking statements. We sometimes use words such as "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "project" and similar expressions, as they relate to us, our management and our industry, to identify forward-looking statements. Forward-looking statements relate to our expectations, beliefs, plans, strategies, prospects, future performance, anticipated trends and other future events. We have based our forward-looking statements largely on our current expectations and projections about future events and financial trends affecting our business. Actual results may differ materially. Some of the risks, uncertainties and assumptions about us that may cause actual results to differ from these forward-looking statements include, but are not limited to:

- o the success of our growth strategy and plans regarding opening new stores and entering adjacent and new markets, including our plans to continue expanding in existing markets;
- o our ability to open and profitably operate new stores in existing, adjacent and new geographic markets;
- o our intention to update, relocate or expand existing stores;
- o our ability to introduce additional product categories;
- o our ability to obtain capital for required capital expenditures and costs related to the opening of new stores or to update, relocate or expand existing stores;
- o our cash flows from operations, borrowings from our revolving line of credit and proceeds from securitizations to fund our operations, debt repayment and expansion;



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- o our ability and our QSPE's ability to obtain additional funding for the purpose of funding the receivables generated by us, including limitations on the ability of our QSPE to obtain financing through its commercial paper-based funding sources and its ability to maintain the current credit rating issued by a recognized statistical rating organization;
- o the cost of any renewed or replacement credit facilities;
- o the effect of rising interest rates that could increase our cost of borrowing or reduce securitization income;
- o the effect of rising interest rates on sub-prime mortgage borrowers that could impair our customers' ability to make payments on outstanding credit accounts;
- o our inability to make customer financing programs available that allow consumers to purchase products at levels that can support our growth;
- o the potential for deterioration in the delinquency status of the sold or owned credit portfolios or higher than historical net charge-offs in the portfolios could adversely impact earnings;
- o the long-term effect of the change in bankruptcy laws could effect net charge-offs in the credit portfolio which could adversely impact earnings;
- o technological and market developments, growth trends and projected sales in the home appliance and consumer electronics industry, including, with respect to digital products, DVD players, HDTV, GPS devices, home networking devices and other new products, and our ability to capitalize on such growth;
- o the potential for price erosion or lower unit sales that could result in declines in revenues;

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- o higher oil and gas prices that could adversely affect our customers' shopping decisions and patterns, as well as the cost of our delivery and service operations and our cost of products, if vendors pass on their additional fuel costs through increased pricing for products;
- o the ability to attract and retain qualified personnel;
- o both short-term and long-term impact of adverse weather conditions (e.g. hurricanes) that could result in volatility in our revenues and increased expenses and casualty losses;
- o changes in laws and regulations and/or interest, premium and commission rates allowed by regulators on our credit, credit insurance and service maintenance agreements as allowed by those laws and regulations;
- o our relationships with key suppliers;
- o the adequacy of our distribution and information systems and management experience to support our expansion plans;
- o changes in the assumptions used in the valuation of our interests in securitized assets at fair value;

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- o the accuracy of our expectations regarding competition and our competitive advantages;
- o changes in our stock price;
- o the potential for market share erosion that could result in reduced revenues;
- o the accuracy of our expectations regarding the similarity or dissimilarity of our existing markets as compared to new markets we enter; and
- o the outcome of litigation affecting our business.

Additional important factors that could cause our actual results to differ materially from our expectations are discussed under "Risk Factors" in our Form 10-K filed with the Securities Exchange Commission on March 27, 2008. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this report might not happen.

The forward-looking statements in this report reflect our views and assumptions only as of the date of this report. We undertake no obligation to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

All forward-looking statements attributable to us, or to persons acting on our behalf, are expressly qualified in their entirety by these cautionary statements.

### General

We intend for the following discussion and analysis to provide you with a better understanding of our financial condition and performance in the indicated periods, including an analysis of those key factors that contributed to our financial condition and performance and that are, or are expected to be, the key "drivers" of our business.

We are a specialty retailer that sells home appliances, including refrigerators, freezers, washers, dryers, dishwashers and ranges, a variety of consumer electronics, including LCD, plasma and DLP televisions, camcorders, digital cameras, DVD players, video game equipment, MP3 players and home theater products, lawn and garden products, mattresses and furniture. We also sell home office equipment, including computers and computer accessories and continue to introduce additional product categories for the home and consumer entertainment, such as GPS devices, to help increase same store sales and to respond to our

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customers' product needs. We require our sales associates to be knowledgeable of all of our products, but to specialize in certain specific product categories.

We currently operate 73 retail locations in Texas, Louisiana and Oklahoma, and have additional stores under development.

Unlike many of our competitors, we provide flexible in-house credit options for our customers. In the last three years, we financed, on average, approximately 59% of our retail sales through our internal credit programs. We finance a large portion of our customer receivables through an asset-backed securitization facility, and we derive servicing fee income and interest income from these assets. As part of our asset-backed securitization facility, we have

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created a qualifying special purpose entity, which we refer to as the QSPE or the Issuer, to purchase customer receivables from us and issue medium-term and variable funding notes secured by the receivables to third parties to finance its acquisition of the receivables. We transfer receivables, consisting of retail installment and revolving account receivables extended to our customers, to the issuer in exchange for cash and subordinated securities. In August 2008, we entered into an asset based loan agreement to provide financing for a portion of our receivables. Receivables financed by this facility will be carried on our balance sheet and we will derive interest income from these assets.

We also derive revenues from repair services on the products we sell and from product delivery and installation services we provide to our customers. Additionally, acting as an agent for unaffiliated companies, we sell credit insurance and service maintenance agreements to protect our customers from credit losses due to death, disability, involuntary unemployment and property damage and product failure not covered by a manufacturers' warranty. We also derive revenues from the sale of extended service maintenance agreements, under which we are the primary obligor, to protect the customers after the original manufacturer's warranty or service maintenance agreement has expired.

Our business is moderately seasonal, with a slightly greater share of our revenues, pretax and net income realized during the quarter ending January 31, due primarily to the holiday selling season.

### Executive Overview

This narrative is intended to provide an executive level overview of our operations for the three and six months ended July 31, 2008. A detailed explanation of the changes in our operations for these periods as compared to the prior year is included under Results of Operations. As explained in that section, our pretax income for the quarter ended July 31, 2008, increased approximately \$2.3 million, or 16.1% and our pretax income for the six months ended July 31, 2008, decreased approximately \$1.5 or 4.4%, primarily as a result of a \$4.3 million non-cash decrease in the fair value of our interests in securitized assets. Some of the more specific items impacting our operating and pretax income were:

- o Total revenues increased 7.4% on a net sales increase of 6.5%, with a same store sales decrease of 1.4% for the quarter and total revenues increased 6.9% on a net sales increase of 7.0%, with a same store sales decrease of 0.2% for the six months ended July 31, 2008. Total revenues were negatively impacted for the three and six months ended July 31, 2008, by \$1.2 million and \$4.3 million non-cash fair value adjustments, respectively.
- o The addition of stores in our existing Houston, Dallas/Fort Worth, San Antonio and South Texas markets and a new store in Oklahoma had a positive impact on our revenues. We achieved approximately \$14.4 million and \$26.4 million of increases in product sales and service maintenance agreement commissions for the three and six months ended July 31, 2008, respectively, from the eleven new stores that were opened in these markets after February 1, 2007. Our plans provide for the opening of additional stores in and around existing markets during fiscal 2009 as we focus on leveraging our existing infrastructure.
- o Deferred interest and "same as cash" plans continue to be an important part of our sales promotion plans and are utilized to provide a wide variety of financing to enable us to appeal to a broader customer base. For the three and six months ended July 31, 2008, \$35.2 million, or 20.1%, and \$80.8 million, or 22.8%, respectively, of our product sales were financed by deferred interest and "same as cash" plans. For the comparable periods in the prior year, product sales financed by deferred interest and "same as cash" sales were \$44.0 million, or 26.9% and \$88.1 million, or 26.7%. Our

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promotional credit programs (same as cash and deferred interest programs),

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which require monthly payments, are reserved for our highest credit quality customers, thereby reducing the overall risk in the portfolio, and are used primarily to finance sales of our highest margin products. We expect to continue to offer extended term promotional credit in the future.

- o Our gross margin decreased from 37.4% to 36.4% for the three months ended July 31, 2008, and from 38.0% to 35.8% for the six months ended July 31, 2008, when compared to the same period in the prior year. The decline resulted primarily from a reduction of product gross margins from 23.5% to 21.9%, and 24.4% to 22.3% for the three and six months ended July 31, 2008, respectively, when compared to the same period in the prior year, and a \$1.2 million and \$4.3 million non-cash decrease in the fair value of our interests in securitized assets for the three and six months ended July 31, 2008, respectively. The product gross margins were negatively impacted by a highly price competitive retail market, especially in consumer electronics.
- o Total Finance charges and other increased 13.7% and 6.0% for the three and six months ended July 31, 2008. Total gains on sales, servicing fees and interest on retained interests increased \$3.5 million, or 18.3% and \$6.0 million, or 16.0%, during the three and six months ended July 31, 2008, respectively, as compared to the prior year, driven primarily by growth in the sold portfolio over the past year and a reduction in borrowing costs, partially offset by a higher net credit loss rate. The net credit loss rate rose to 2.8% and 3.0% for the three and six months ended July 31, 2008, respectively, from 2.3% and 2.5% for the same periods in the prior year, but is expected to remain at or below 3.0% for the remainder of the current fiscal year. The decrease in fair value of our Interests in securitized assets for the three months ended July 31, 2008 was due to higher projected interest rates. The decrease in the fair value of our Interests in securitized assets for the six months ended July 31, 2008 was primarily a result of an increase in the estimated risk premium expected by a market participant included in the discount rate assumption in the discounted cash flow model used to determine the fair value of our interests in securitized assets. The risk premium included in the discount rate assumption was increased due to the continued volatility in the financial markets during the period and is not related to the performance of the credit portfolio or our credit collection operations.
- o During the three and six months ended July 31, 2008, Selling, general and administrative (SG&A) expense decreased as a percent of revenues to 28.8% and 28.2%, respectively, from 30.5% and 29.7% in the prior year period. The improvement was driven largely by lower compensation costs in absolute dollars and as a percent of revenues as compared to the prior year, as well as reduced advertising expense as a percent of revenues. Additionally, reductions in certain store operating expenses, including repairs and maintenance and janitorial services contributed to the improvement. Partially offsetting these improvements were increases in utilities expense and stock-based compensation expense.
- o The provision for income taxes for the three and six months ended July 31, 2008, was impacted primarily by the change in pre-tax income. The provision for income taxes for the three and six months ended July 31, 2007 was impacted by the one-time reversal of approximately \$0.9 million of accrued Texas margin tax.

Operational Changes and Resulting Outlook

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We have three stores under development that we expect to open by January 31, 2009. In addition to these three stores, through August 28, 2008, we had already opened four new and three replacement stores. This represents a total of ten stores, including seven new and three replacement stores, that we expect to open by January 31, 2009. We have additional sites under consideration for future development and continue to evaluate our store opening plans for future years, in light of capital availability.

As a result of the completion of our new \$210 million revolving credit facility, we will begin retaining a larger portion of the accounts receivables we generate on our balance sheet, as opposed to transferring them to our QSPE. As such, as compared to the net interest earnings of our QSPE, which are recorded based on fair value as securitization income in Finance charges and other, for the receivables we retain we will begin reporting interest income on the receivables as earned, which is included in Finance charges and other, a Provision for bad debts based on future expected write-offs of the receivables and Interest expense as incurred, beginning in the quarter ended October 31, 2008.

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The consumer electronics industry depends on new products to drive same store sales increases. Typically, these new products, such as high-definition televisions, DVD players, digital cameras, MP3 players and GPS devices are introduced at relatively high price points that are then gradually reduced as the product becomes mainstream. To sustain positive same store sales growth, unit sales must increase at a rate greater than the decline in product prices. The affordability of the product helps drive the unit sales growth. However, as a result of relatively short product life cycles in the consumer electronics industry, which limit the amount of time available for sales volume to increase, combined with rapid price erosion in the industry, retailers are challenged to maintain overall gross margin levels and positive same store sales. This has historically been our experience, and we continue to adjust our marketing strategies to address this challenge through the introduction of new product categories and new products within our existing categories. Over the past year, our gross margins have been negatively impacted by price competition on flat panel televisions. As a result, our product gross margins began declining in the second quarter of fiscal year 2008. We expect our product gross margins to stabilize relative to prior year comparisons beginning in the third quarter, though there is no guarantee that pricing pressures will not intensify.

### Application of Critical Accounting Policies

In applying the accounting policies that we use to prepare our consolidated financial statements, we necessarily make accounting estimates that affect our reported amounts of assets, liabilities, revenues and expenses. Some of these accounting estimates require us to make assumptions about matters that are highly uncertain at the time we make the accounting estimates. We base these assumptions and the resulting estimates on authoritative pronouncements, historical information, advice of experts and other factors that we believe to be reasonable under the circumstances, and we evaluate these assumptions and estimates on an ongoing basis. We could reasonably use different accounting estimates, and changes in our accounting estimates could occur from period to period, with the result in each case being a material change in the financial statement presentation of our financial condition or results of operations. We refer to accounting estimates of this type as "critical accounting estimates." We believe that the critical accounting estimates discussed below are among those most important to an understanding of our consolidated financial statements as of July 31, 2008.

**Transfers of Financial Assets.** We transfer customer receivables to a QSPE

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that issues asset-backed securities to third-party lenders using these accounts as collateral, and we continue to service these accounts after the transfer. We recognize the sale of these accounts when we relinquish control of the transferred financial asset in accordance with SFAS No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishment of Liabilities, as amended by SFAS No. 155, Accounting for Certain Hybrid Financial Instruments. As we transfer the accounts we record an asset representing our interest in the cash flows of the QSPE, which is the difference between the interest earned on customer accounts and the cost associated with financing and servicing the transferred accounts, including a provision for bad debts associated with the transferred accounts, plus our retained interest in the transferred receivables, discounted using a return that would be expected by a third-party investor. We recognize the income from our interest in these transferred accounts as gains on the transfer of the asset, interest income and servicing fees. This income is recorded as Finance charges and other in our consolidated statements of operations. Additionally, changes in the fair value due to assumption changes are recorded in Finance charges and other. We value our interest in the cash flows of the QSPE at fair value under the provisions of SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities, and SFAS No. 157, Fair Value Measurements.

We estimate the fair value of our Interests in securitized assets using a discounted cash flow model with most of the inputs used being unobservable inputs. The primary unobservable inputs, which are derived principally from our historical experience, with input from our investment bankers and financial advisors, include the estimated portfolio yield, credit loss rate, discount rate, payment rate and delinquency rate and reflect our judgments about the assumptions market participants would use in determining fair value. In determining the cost of borrowings, we use current actual borrowing rates, and adjust them, as appropriate, using interest rate futures data from market sources to project interest rates over time. Changes in the assumptions over time, including varying credit portfolio performance, market interest rate changes, market participant risk premiums required, or a shift in the mix of funding sources, could result in significant volatility in the fair value of the Interest in securitized assets, and thus our earnings.

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During the three months ended April 30, 2008, risk premiums required by market participants on many investments increased as a result of continued volatility in the financial markets. Though we do not anticipate any significant variation from the current earnings and cash flow performance of our securitized credit portfolio, we increased the risk premium included in the discount rate assumption used in the determination of the fair value of our interests in securitized assets to reflect the higher expected risk premiums included in investment returns we believe a market participant would require if purchasing our interests. Based on a review of the changes in market risk premiums during the three months ended April 30, 2008, and discussions with our investment bankers and financial advisors, we estimated that a market participant would require an approximately 300 basis point increase in the required risk premium. As a result, the Company increased the weighted average discount rate assumption from 16.5% at January 31, 2008, to 19.3% at April 30, 2008, after reflecting a 26 basis point decrease in the risk-free interest rate included in the discount rate assumption. Based on its review of available information at July 31, 2008, the Company concluded that a market participant would not require a change in the risk premium from that which as used at April 30, 2008. Due to the continued volatility in the securitization market, we eliminated the assumed bond offering included in our January 31, 2008, valuation and in its place have included an estimate of the increase in borrowing costs due to the expected renewal of a portion of the QSPE's financing facilities that we estimate a market participant would use in determining the fair value of our Interests in securitized assets

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as of July 31, 2008. The increase in the discount rate has the effect of deferring income to future periods, but not permanently reducing securitization income or our earnings. If a market participant were to require a risk premium that is 100 basis points higher than we estimated in the fair value calculation, the fair value of our Interests in securitized assets would be decreased by an additional \$1.7 million as of July 31, 2008. If we had assumed a 10.0% reduction in net interest spread (which might be caused by rising interest rates or reductions in rates charged on the accounts transferred), our Interests in securitized assets and Finance charges and other would have been reduced by \$7.1 million as of July 31, 2008. If the assumption used for estimating credit losses was increased by 0.5%, the impact to Finance charges and other would have been a reduction in revenues and pretax income of \$2.6 million as of July 31, 2008.

**Revenue Recognition.** Revenues from the sale of retail products are recognized at the time the customer takes possession of the product. Such revenues are recognized net of any adjustments for sales incentive offers such as discounts, coupons, rebates, or other free products or services and discounts of promotional credit sales that will extend beyond one year. We sell service maintenance agreements and credit insurance contracts on behalf of unrelated third parties. For contracts where the third parties are the obligors on the contract, commissions are recognized in revenues at the time of sale, and in the case of retrospective commissions, at the time that they are earned. Where we sell service maintenance renewal agreements in which we are deemed to be the obligor on the contract at the time of sale, revenue is recognized ratably, on a straight-line basis, over the term of the service maintenance agreement. These service maintenance agreements are renewal contracts that provide our customers protection against product repair costs arising after the expiration of the manufacturer's warranty and the third party obligor contracts. These agreements typically range from 12 months to 36 months. These agreements are separate units of accounting under Emerging Issues Task Force No. 00-21, Revenue Arrangements with Multiple Deliverables. The amount of service maintenance agreement revenue deferred at July 31, 2008, and January 31, 2008, was \$7.2 million and \$6.6 million, respectively, and is included in Deferred revenues and allowances in the accompanying balance sheets.

**Vendor Allowances.** We receive funds from vendors for price protection, product rebates (earned upon purchase or sale of product), marketing and training and promotion programs which are recorded on the accrual basis as a reduction to the related product cost or advertising expense according to the nature of the program. We accrue rebates based on the satisfaction of terms of the program and sales of qualifying products even though funds may not be received until the end of a quarter or year. If the programs are related to product purchases, the allowances, credits or payments are recorded as a reduction of product cost; if the programs are related to product sales, the allowances, credits or payments are recorded as a reduction of cost of goods sold; if the programs are related to promotion or marketing of the product, the allowances, credits, or payments are recorded as a reduction of advertising expense in the period in which the expense is incurred.

**Share-Based Compensation.** In December 2004, SFAS No. 123R, Share-Based Payment, was issued. Under the requirements of this statement we measure the cost of employee services received in exchange for an award of equity instruments, typically stock options, based on the grant-date fair value of the

award, and record that cost over the period during which the employee is required to provide service in exchange for the award. The grant-date fair value is based on our best estimate of key assumptions, including expected time period over which the options will remain outstanding and expected stock price volatility at the date of grant. Additionally, we must estimate expected

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forfeitures for each stock option grant and adjust the recorded compensation expense accordingly.

Accounting for Leases. The accounting for leases is governed primarily by SFAS No. 13, Accounting for Leases. As required by the standard, we analyze each lease, at its inception and any subsequent renewal, to determine whether it should be accounted for as an operating lease or a capital lease. Additionally, monthly lease expense for each operating lease is calculated as the average of all payments required under the minimum lease term, including rent escalations. Generally, the minimum lease term begins with the date we take possession of the property and ends on the last day of the minimum lease term, and includes all rent holidays, but excludes renewal terms that are at our option. Any tenant improvement allowances received are deferred and amortized into income as a reduction of lease expense on a straight line basis over the minimum lease term. The amortization of leasehold improvements is computed on a straight line basis over the shorter of the remaining lease term or the estimated useful life of the improvements. For transactions that qualify for treatment as a sale-leaseback, any gain or loss is deferred and amortized as rent expense on a straight-line basis over the minimum lease term. Any deferred gain would be included in Deferred gain on sale of property and any deferred loss would be included in Other assets on the consolidated balance sheets.

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### Results of Operations

The following table sets forth certain statement of operations information as a percentage of total revenues for the periods indicated:

	Three Months Ended July 31,		Six Month July
	2007	2008	2007
<b>Revenues:</b>			
Product sales	80.4%	80.2%	80.8%
Service maintenance agreement commissions (net)	4.5	4.5	4.5
Service revenues	3.0	2.5	2.8
Total net sales	87.9	87.2	88.1
Finance charges and other	12.3	13.3	12.0
Net increase (decrease) in fair value	(0.2)	(0.5)	(0.1)
Total finance charges and other	12.1	12.8	11.9
Total revenues	100.0	100.0	100.0
<b>Costs and expenses:</b>			
Cost of goods sold, including warehousing and occupancy cost	61.6	62.6	61.0



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Cost of parts sold, including warehousing and occupancy cost	1.0	1.0	1.0
Selling, general and administrative expense	30.5	28.8	29.7
Provision for bad debts	0.2	0.2	0.2
Total costs and expenses	93.3	92.6	91.9
Operating income	6.7	7.4	8.1
Interest income, net	(0.1)	(0.0)	(0.1)
Other (income) / expense, net	0.0	0.1	(0.2)
Income before income taxes	6.8	7.3	8.4
Provision for income taxes	2.1	2.7	2.9
Net income	4.7%	4.6%	5.5%

Same store sales growth is calculated by comparing the reported sales by store for all stores that were open throughout a period, to reported sales by store for all stores that were open throughout the prior year period. Sales from closed stores, if any, are removed from each period. Sales from relocated stores have been included in each period because each store was relocated within the same general geographic market. Sales from expanded stores have been included in each period.

The presentation of gross margins may not be comparable to other retailers since we include the cost of our in-home delivery service as part of Selling, general and administrative expense. Similarly, we include the cost related to operating our purchasing function in Selling, general and administrative expense. It is our understanding that other retailers may include such costs as part of their cost of goods sold.

Three Months Ended July 31, 2008 Compared to Three Months Ended July 31, 2007

(Dollars in Millions)	2008	2007	Change	
			\$	%
Net sales	\$ 190.6	\$179.0	11.6	6.5
Finance charges and other	29.1	25.0	4.1	16.4
Net decrease in fair value	(1.2)	(0.5)	(0.7)	140.0
Total Revenues	\$ 218.5	\$ 203.5	15.0	7.4

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The \$11.6 million increase in net sales was made up of the following:

- o a \$14.4 million increase generated by eleven retail locations that were not open for the three months in each period; and
- o a \$2.5 million same store sales decrease of 1.4%, driven by weakness in appliances and lawn and garden products which offset strong growth in consumer electronics, especially LCD televisions;

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- o a \$0.3 million increase resulted from a decrease in discounts on extended-term promotional credit sales (those with terms longer than 12 months).
- o a \$0.6 million decrease resulted from a decrease in service revenues.

The components of the \$11.6 million increase in net sales were a \$11.4 million increase in Product sales and a \$0.2 million increase in service maintenance agreement commissions and service revenues. The \$11.4 million increase in product sales resulted from the following:

- o approximately \$14.8 million increase attributable to an overall increase in the average unit price. The increase was due primarily to a change in the mix of product sales, driven by an increase in the consumer electronics category, which has the highest average price point of any category, as a percentage of total product sales. Additionally, there were category price point increases as a result of a shift to higher-priced high-efficiency laundry items and increases in laptop computer and video game equipment sales, partially offset by a decline in the average price points on our electronics, and lawn and garden categories, and
- o approximately \$3.4 million decrease attributable to decreases in total unit sales, due primarily to decreased home appliance sales, which offset solid growth in consumer electronics.

The \$0.2 million increase in service maintenance agreement commissions and service revenues was driven by increased sales of service maintenance agreements due to higher product sales, partially offset by lower service revenues.

The following table presents the makeup of net sales by product category in each quarter, including service maintenance agreement commissions and service revenues, expressed both in dollar amounts and as a percent of total net sales. Classification of sales has been adjusted from previous filings to ensure comparability between the categories.

Category	Three Months Ended July 31,				Percent Change
	2007		2008		
	Amount	Percent	Amount	Percent	
Consumer electronics	\$ 54,061	30.2%	\$ 63,033	33.1%	16.6%
Home appliances	60,732	33.9	60,920	31.9	0.3
Track	20,425	11.4	23,180	12.1	13.5
Furniture and mattresses	15,284	8.6	16,558	8.7	8.3
Lawn and garden	8,555	4.8	7,027	3.7	(17.9)
Delivery	3,301	1.8	3,209	1.7	(2.8)
Other	1,435	0.8	1,313	0.7	(8.5)
Total product sales	163,793	91.5	175,240	91.9	7.0
Service maintenance agreement commissions	9,071	5.1	9,911	5.2	9.3
Service revenues	6,137	3.4	5,488	2.9	(10.6)
Total net sales	\$179,001	100.0%	\$190,639	100.0%	6.5%

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- (1) This increase is due to continued consumer interest in LCD televisions, which offset declines in projection and plasma televisions.

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- (2) The home appliance category increased slightly on strong room air conditioning sales and an increase in laundry sales, as the appliance market in general showed continued weakness.
- (3) The increase in track sales (consisting largely of computers, computer peripherals, video game equipment, portable electronics and small appliances) is driven primarily by increased video game equipment and laptop computer sales, and the addition of GPS devices.
- (4) This increase is due to store expansion and higher furniture sales driven by the impact of additional vendors and product offerings.
- (5) This category was impacted by lower rainfall during this year's fiscal quarter negatively impacting the selling season as compared to fiscal 2008.
- (6) This decrease was due to a reduction in the total number of deliveries.
- (7) This increase is due to the increase in product sales.
- (8) This decrease is driven by a decrease in the number of warranty service calls performed by our technicians.

Total Finance charges and other increased 13.7% for the quarter ended July 31, 2008, as securitization income increased by \$3.1 million, or 16.9%, net of a \$1.2 million decrease in the fair value of our Interests in securitized assets. The increase in total Finance charges and other was due primarily to the growth of our portfolio and reduced borrowing costs due to lower short-term interest rates in the commercial-paper market and a higher percentage of the QSPE's borrowings being under its commercial-paper based borrowing facility. These decreases were partially offset by a higher net credit loss rate, which increased from 2.3% in the prior year to 2.8% in the quarter ended July 31, 2008. The decrease in the fair value of our Interests in securitized assets was primarily a result of an increase in the projected interest rates used in the discounted cash flow model used to determine the fair value of our interests in securitized assets.

(Dollars in Millions)	2008	2007	Change	
			\$	%
Cost of goods sold	\$136.8	\$125.3	11.5	9.2
As a percent of net product sales	78.1%	76.5%		1.6

Cost of goods sold increased as a percent of net product sales from the 2007 period to the 2008 period due to pricing pressures in retailing in general, and especially on flat-panel TV's.

(Dollars in Millions)	2008	2007	Change	
			\$	%
Cost of service parts sold	\$2.3	\$2.1	0.2	9.5
As a percent of service revenues	41.3%	34.6%		6.7

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This increase was due primarily to a 22.6% increase in parts sales, which grew faster than labor sales.

(Dollars in Millions)	2008	2007	Change	
			\$	%
Selling, general and administrative expense	\$62.9	\$62.1	0.8	1.3
As a percent of total revenues	28.8%	30.5%		(1.7)

The increase in SG&A expense was largely attributable to the growth of the Company and addition of new stores. The improvement in our SG&A expense as a percent of revenues was largely driven by lower compensation costs in absolute dollars and as a percent of revenues as compared to the prior year, as well as reduced advertising expense as a percent of revenues. Additionally, reductions in certain store operating expenses, including repairs and maintenance and janitorial services contributed to the improvement. Partially offsetting these improvements were increases in utilities, management information systems and stock-based compensation expenses.

(Dollars in Thousands)	2008	2007	Change	
			\$	%
Interest income, net	\$(85)	\$(251)	166	(66.1)

The decrease in net interest income was a result of a decrease in interest income from invested funds due to lower balances of invested cash and lower interest rates earned on amounts invested.

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(Dollars in Millions)	2008	2007	Change	
			\$	%
Provision for income taxes	\$6.0	\$4.3	1.7	39.5
As a percent of income before income taxes	37.0%	30.8%		6.2

This increase in taxes as a percent of income before income taxes was impacted primarily by the one-time reversal of approximately \$0.9 million of accrued Texas margin tax in the prior year period.

Six Months Ended July 31, 2008 Compared to Six Months Ended July 31, 2007

Change

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(Dollars in Millions)	2008	2007	\$	%
Net sales	\$ 385.7	\$360.3	25.4	7.0
Finance charges and other	55.7	48.9	6.8	13.9
Net decrease in fair value	(4.3)	(0.4)	(3.9)	N/A
Total Revenues	\$ 437.1	\$ 408.8	28.3	6.9

The \$25.4 million increase in net sales was made up of the following:

- o a \$26.4 million increase generated by eleven retail locations that were not open for the six months in each period;
- o a \$0.7 million same store sales decrease of 0.2%, driven by weakness in appliance and lawn and garden sales;
- o a \$0.6 million increase resulted from a decrease in discounts on extended-term promotional credit sales (those with terms longer than 12 months); and
- o a \$0.9 million decrease resulted from a decrease in service revenues.

The components of the \$25.4 million increase in net sales were a \$24.7 million increase in Product sales and a \$0.7 million increase in service maintenance agreement commissions and service revenues. The \$24.7 million increase in product sales resulted from the following:

- o approximately \$30.5 million increase attributable to an overall increase in the average unit price. The increase was due primarily to a change in the mix of product sales, driven by an increase in the consumer electronics category, which has the highest average price point of any category, as a percentage of total product sales. Additionally, there were category price point increases as a result of a shift to higher-priced high-efficiency laundry items and increases in laptop computer and video game equipment sales, partially offset by a decline in the average price points on our electronics, and lawn and garden categories, and
- o approximately \$5.8 million decrease attributable to decreases in total unit sales, due primarily to decreased home appliance sales, which offset solid growth in consumer electronics.

The \$0.7 million increase in service maintenance agreement commissions and service revenues was driven by increased sales of service maintenance agreements due to higher product sales, partially offset by lower service revenues.

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The following table presents the makeup of net sales by product category, including service maintenance agreement commissions and service revenues, expressed both in dollar amounts and as a percent of total net sales. Classification of sales has been adjusted from previous filings to ensure comparability between the categories.

Six Months Ended July 31,

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Category	2007		2008		Percent Change
	Amount	Percent	Amount	Percent	
Consumer electronics	\$112,249	31.1%	\$136,832	35.5%	21.9%
Home appliances	118,444	32.9	116,104	30.1	(2.0)
Track	42,736	11.9	46,266	12.0	8.3
Furniture and mattresses	33,201	9.2	34,271	8.9	3.2
Lawn and garden	14,711	4.1	12,702	3.3	(13.7)
Delivery	6,365	1.8	6,346	1.6	(0.3)
Other	2,726	0.7	2,630	0.6	(3.5)
<b>Total product sales</b>	<b>330,432</b>	<b>91.7</b>	<b>355,151</b>	<b>92.0</b>	<b>7.5</b>
Service maintenance agreement commissions	18,352	5.1	19,881	5.2	8.3
Service revenues	11,582	3.2	10,680	2.8	(7.8)
<b>Total net sales</b>	<b>\$360,366</b>	<b>100.0%</b>	<b>\$385,712</b>	<b>100.0%</b>	<b>7.0%</b>

- (1) This increase is due to continued consumer interest in LCD televisions, which offset declines in projection and plasma televisions.
- (2) The home appliance category declined primarily due to lower refrigeration sales, as room air sales increased, and the appliance market in general showed continued weakness.
- (3) The increase in track sales (consisting largely of computers, computer peripherals, video game equipment, portable electronics and small appliances) is driven primarily by increased video game equipment and laptop computer sales, and the addition of GPS devices, partially offset by declines in camcorder and camera sales.
- (4) This increase is due to store expansion and a change in our furniture and mattresses merchandising driven by the multi-vendor strategy implemented during the prior year.
- (5) This category was impacted by lower rainfall during this year's fiscal period negatively impacting the selling season as compared to fiscal 2008.
- (6) This decrease was due to a reduction in the total number of deliveries.
- (7) This increase is due to the increase in product sales.
- (8) This decrease is driven by a decrease in the number of warranty service calls performed by our technicians.

Total Finance charges and other increased 6.0% for the period ended July 31, 2008, as securitization income increased by \$2.5 million, or 6.8%, net of a \$4.3 million decrease in the fair value of our Interests in securitized assets. The increase in total Finance charges and other was due primarily due to the growth of our portfolio and lower borrowing costs, partially offset by a higher net credit loss rate. The decrease in the fair value of our Interests in securitized assets was primarily a result of an increase in the estimated risk premium expected by a market participant included in the discount rate assumption used in the discounted cash flow model used to determine the fair value of our interests in securitized assets. The risk premium included in the discount rate assumption was increased due to the continued volatility in the financial markets during the period and is not related to the performance of the credit portfolio or our credit collection operations.

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(Dollars in Millions)	2008	2007	Change	
			\$	%
Cost of goods sold	\$275.8	\$249.7	26.1	10.5
As a percent of net product sales	77.7%	75.6%		2.1

Cost of goods sold increased as a percent of net product sales from the 2007 period to the 2008 period due to pricing pressures in retailing in general, and especially on flat-panel TV's.

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(Dollars in Millions)	2008	2007	Change	
			\$	%
Cost of service parts sold	\$4.6	\$4.0	0.6	15.2
As a percent of service revenues	43.0%	34.4%		8.6

This increase was due primarily to a 21.8% increase in parts sales, which grew faster than labor sales.

(Dollars in Millions)	2008	2007	Change	
			\$	%
Selling, general and administrative expense	\$123.3	\$121.3	2.2	1.6
As a percent of total revenues	28.2%	29.7%		(1.5)

The increase in SG&A expense was largely attributable to the growth of the Company and addition of new stores. The improvement in our SG&A expense as a percent of revenues was largely driven by lower compensation costs in absolute dollars and as a percent of revenues as compared to the prior year, as well as reduced advertising expense as a percent of revenues. Additionally, reductions in certain store operating expenses, including repairs and maintenance and janitorial services contributed to the improvement. Partially offsetting these improvements were increases in utilities, management information systems and stock-based compensation expenses.

(Dollars in Millions)	2008	2007	Change	
			\$	%
Provision for bad debts	\$0.6	\$0.9	(0.3)	(33.0)
As a percent of total revenues	.14%	.22%		(0.08)

The provision for bad debts on non-credit portfolio receivables and credit portfolio receivables retained by us and not eligible to be transferred to the

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QSPE decreased primarily as a result of reduced net credit charge-offs and provision adjustments due to the decreased net credit losses. See the notes to the financial statements for information regarding the performance of the credit portfolio.

(Dollars in Thousands)	2008	2007	Change	
			\$	%
Interest income, net	\$ (100)	\$ (491)	391	(79.6)

The decrease in net interest income was a result of a decrease in interest income from invested funds due to lower balances of invested cash and lower interest rates earned on amounts invested.

(Dollars in Thousands)	2008	2007	Change	
			\$	%
Other (income)/expense, net	\$106	\$ (886)	992	(112.0)

During the period ended July 31, 2007, there were gains of approximately \$0.8 million recognized on the sale of two of the Company's store locations. There were approximately \$1.2 million of gains realized, but not recognized, in the period ended July 31, 2007, on transactions qualifying for sale-leaseback accounting that were deferred and are being amortized as a reduction of rent expense on a straight-line basis over the minimum lease terms.

(Dollars in Millions)	2008	2007	Change	
			\$	%
Provision for income taxes	\$12.0	\$11.7	0.3	2.4
As a percent of income before income taxes	36.5%	34.1%		2.4

This increase in taxes as a percent of income before income taxes was impacted primarily by the one-time reversal of approximately \$0.9 million of accrued Texas margin tax in the prior year period.

### Liquidity and Capital Resources

#### Current Activities

We require capital to finance our growth as we add new stores and markets to our operations, which in turn requires additional working capital for increased receivables and inventory. We have historically financed our operations through a combination of cash flow generated from operations and external borrowings, including primarily bank debt, extended terms provided by our vendors for inventory purchases, acquisition of inventory under consignment arrangements and transfers of receivables to our asset-backed securitization facilities.



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As of July 31, 2008, we had approximately \$42.4 million in cash invested in short-term, tax-free instruments. In addition to this invested cash, we had \$98.3 million under our revolving line of credit, net of standby letters of credit issued, and \$8.0 million under our unsecured bank line of credit available to us for general corporate purposes and \$21.5 million under extended vendor terms for purchases of inventory. At July 31, 2008, our QSPE owed \$50 million to its lenders under commitments that expired on July 29, 2008. The amounts due will be repaid by the QSPE with collections on the receivables in its portfolio. This repayment is expected to be completed by the end of September 2008. After the repayment is complete, future collections on the QSPE's receivables will be available to purchase receivables transferred by us to the QSPE.

Effective August 14, 2008, we executed a \$210 million revolving loan facility that provides funding based on a borrowing base calculation that includes accounts receivable and inventory. The new facility, which replaced our \$100 million revolving credit facility, matures in August 2011 and bears interest at LIBOR plus a spread ranging from 225 basis points to 275 basis points, based on a fixed charge coverage ratio. The spread will be 225 basis points for the first six months under the new loan agreement, and then will be subject to adjustment as discussed above. Additionally, the new loan agreement includes an accordion feature allowing for future expansion of the committed amount up to \$350 million. In conjunction with completing this financing arrangement, our QSPE amended certain of its borrowing agreements to provide for the existence of the new revolving loan facility and adjust certain terms of its borrowing arrangements to current market requirements, including reducing the advance rate on its variable funding note facility from a maximum of 85% to a maximum of 76%. As a result of completing the new revolving credit facility, a larger portion of the accounts receivable we generate will be retained by us and not sold to the QSPE, and as such will be included in our consolidated balance sheet. Based on information at July 31, 2008, we would have had availability for borrowing under the new credit facility of approximately \$39.2 million, after considering standby letters of credit issued. Availability under the new facility will increase as new receivables are retained by us and included in the borrowing base calculation. As a result of the changes in our borrowing facilities, we estimate our immediately available liquidity be reduced to approximately \$40 million, before accessing other debt or equity markets, including financing or selling owned real estate. Additionally, on August 28, 2008, our QSPE completed an extension of the maturity date on its 364-day commitment to August 13, 2009. In conjunction with the renewal, the cost of borrowings under this \$300 million facility increased and will now bear interest at the commercial paper rate plus 250 basis points, in most instances.

A summary of the significant financial covenants that govern our new bank credit facility compared to our actual compliance status at July 31, 2008, is presented below:

	Actual	Required Minimum/ Maximum
	-----	-----
Fixed charge coverage ratio must exceed required minimum	1.64 to 1.00	1.30 to 1.00
Leverage ratio must be lower than required maximum	1.62 to 1.00	3.50 to 1.00
Cash recovery percentage must exceed required minimum	5.49%	4.75%
Capital expenditures, net must be lower than required maximum	\$21.5 million	\$22.0 million

Note: All terms in the above table are defined by the bank credit facility and may or may not agree directly to the financial statement captions in this document.

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We will continue to finance our operations and future growth through a combination of cash flow generated from operations and external borrowings,

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including primarily bank debt, extended vendor terms for purchases of inventory, acquisition of inventory under consignment arrangements and the QSPE's asset-backed securitization facilities. Based on our current operating plans, we believe that cash generated from operations, available borrowings under our bank credit facility and unsecured credit line, extended vendor terms for purchases of inventory, acquisition of inventory under consignment arrangements and cash flows from the QSPE's asset-backed securitization program will be sufficient to fund our operations, store expansion and updating activities, stock repurchases, if any, and capital programs for at least 12 months. However, there are several factors that could decrease cash provided by operating activities, including:

- o reduced demand or margins for our products;
- o more stringent vendor terms on our inventory purchases;
- o loss of ability to acquire inventory on consignment;
- o increases in product cost that we may not be able to pass on to our customers;
- o reductions in product pricing due to competitor promotional activities;
- o changes in inventory requirements based on longer delivery times of the manufacturers or other requirements which would negatively impact our delivery and distribution capabilities;
- o increases in the retained portion of our receivables portfolio under ou