REGIS CORP Form 10-Q February 06, 2012 Table of Contents

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q



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

For the quarterly period ended December 31, 2011

OR

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

For the transition period from to

Commission file number 1-12725

Regis Corporation

(Exact name of registrant as specified in its charter)

Minnesota

41-0749934 (I.R.S. Employer

(State or other jurisdiction of incorporation or organization)

Identification No.)

7201 Metro Boulevard, Edina, Minnesota

(Address of principal executive offices)

55439 (Zip Code)

(952) 947-7777

(Registrant s telephone number, including area code)

N/A

(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 o

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

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

Large accelerated filer x

Accelerated filer o

Non-accelerated filer o
(Do not check if a smaller reporting company)

Smaller reporting company o

Indicate by check mark whether the registrant is a shell company (as defined by Rule 12b-2 of the Act). Yes o No x

Indicate the number of shares outstanding of each of the issuer s classes of common stock as of January 25, 2012:

Common Stock, \$.05 par value Class **57,628,069**Number of Shares

Table of Contents

REGIS CORPORATION

INDEX

| Part I. | Financial Information UNAUDITED | | | | | |
|----------|---------------------------------|---|----|--|--|--|
| | Item 1. | Condensed Consolidated Financial Statements: | | | | |
| | | Condensed Consolidated Balance Sheet as of December 31, 2011 and June 30, 2011 | 3 | | | |
| | | Condensed Consolidated Statement of Operations for the three months ended December 31, 2011 and 2010 | 4 | | | |
| | | Condensed Consolidated Statement of Operations for the six months ended December 31, 2011 and 2010 | 5 | | | |
| | | Condensed Consolidated Statement of Cash Flows for the six months ended December 31, 2011 and 2010 | 6 | | | |
| | | Notes to Condensed Consolidated Financial Statements | 7 | | | |
| | | Review Report of Independent Registered Public Accounting Firm | 32 | | | |
| | Item 2. | Management s Discussion and Analysis of Financial Condition and Results of Operations | 33 | | | |
| | Item 3. | Quantitative and Qualitative Disclosures about Market Risk | 55 | | | |
| | Item 4. | Controls and Procedures | 55 | | | |
| Part II. | Other Information | | 56 | | | |
| | Item 1. | Legal Proceedings | 56 | | | |
| | Item 1A. | Risk Factors | 56 | | | |
| | Item 2. | Unregistered Sales of Equity Securities and Use of Proceeds | 59 | | | |
| | Item 6. | <u>Exhibits</u> | 59 | | | |
| | Signatures | | 60 | | | |
| | | | | | | |
| | | 2 | | | | |

Table of Contents

PART I - FINANCIAL INFORMATION

Item 1. Financial Statements

REGIS CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEET (Unaudited) As Of December 31, 2011 and June 30, 2011

(In thousands, except share data)

| | 1 | December 31, 2011 | June 30, 2011 |
|---|----|----------------------|------------------|
| ASSETS | | | |
| Current assets: | | | |
| Cash and cash equivalents | \$ | 83,099 | \$ 96,263 |
| Receivables, net | | 31,944 | 27,149 |
| Inventories | | 170,551 | 150,804 |
| Deferred income taxes | | 15,082 | 17,887 |
| Income tax receivable | | 17,322 | 22,341 |
| Other current assets | | 29,681 | 32,118 |
| Total current assets | | 347,679 | 346,562 |
| Property and equipment, net | | 327,381 | 347,811 |
| Goodwill | | 604,097 | 680,512 |
| Other intangibles, net | | 106,411 | 111,328 |
| Investment in and loans to affiliates | | 251,573 | 261,140 |
| Other assets | | 59,820 | 58,400 |
| Total assets | \$ | 1,696,961 | \$ 1,805,753 |
| LIABILITIES AND SHAREHOLDERS EQUITY | | | |
| Current liabilities: | | | |
| Long-term debt, current portion | \$ | 28,999 | \$ 32,252 |
| Accounts payable | | 52,541 | 55,107 |
| Accrued expenses | | 175,105 | 167,321 |
| Total current liabilities | | 256,645 | 254,680 |
| Long-term debt and capital lease obligations | | 263,882 | 281,159 |
| Other noncurrent liabilities | | 216,077 | 237,295 |
| Total liabilities | | 736,604 | 773,134 |
| Commitments and contingencies (Note 8) | | | |
| Shareholders equity: | | | |
| Common stock, \$0.05 par value; issued and outstanding 57,650,228 and 57,710,811 common | | | |
| shares at December 31, 2011 and June 30, 2011, respectively | | 2,883 | 2,886 |
| Additional paid-in capital | | 345,827 | 341,190 |
| Accumulated other comprehensive income | | 55,661 | 77,946 |
| Retained earnings | | 555,986 | 610,597 |
| | | | |

| Total shareholders equity | 960,357 | 1,032,619 |
|---|--------------------|-----------|
| | | |
| Total liabilities and shareholders equity | \$ 1,696,961 \$ | 1,805,753 |

The accompanying notes are an integral part of the unaudited Condensed Consolidated Financial Statements.

Table of Contents

REGIS CORPORATION

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited) For The Three Months Ended December 31, 2011 and 2010

(In thousands, except per share data)

| | 2011 | 2010 |
|---------------------|------------------|---------|
| Revenues: | | |
| Service | \$ 421,299 \$ | 430,939 |
| Product | 132,208 | 133,824 |
| Royalties and fees | 9,771 | 9,609 |
| | 563,278 | 574,372 |
| Operating expenses: | | |
| Cost of service | 242,341 | 249,705 |
| Cost of product | 63,469 | |