

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549**

**Form 10-Q**

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

For the quarterly period ended May 3, 2025

OR

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

**Ollie's Bargain Outlet Holdings, Inc.**

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

001-37501  
(Commission File Number)

80-0848819  
(IRS Employer Identification No.)

6295 Allentown Boulevard  
Suite 1  
Harrisburg, Pennsylvania  
(Address of principal executive offices)

17112  
(Zip Code)

(717) 657-2300  
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class	Trading Symbol	Name of each exchange on which registered
Common Stock, \$0.001 par value	OLLI	The NASDAQ Stock Market LLC

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  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted 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 submit such files). Yes  No

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

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company  Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

The number of shares of the registrant's common stock, \$0.001 par value, outstanding as of May 30, 2025 was 61,341,122.

[Table of Contents](#)

**INDEX**

<b>PART I - FINANCIAL INFORMATION</b>		<b>Page</b>
Item 1.	<a href="#">Financial Statements</a>	1
	<a href="#">Condensed Consolidated Statements of Income for the thirteen weeks ended May 3, 2025 and May 4, 2024</a>	1
	<a href="#">Condensed Consolidated Balance Sheets as of May 3, 2025, February 1, 2025, and May 4, 2024</a>	2
	<a href="#">Condensed Consolidated Statements of Stockholders' Equity for the thirteen weeks ended May 3, 2025 and May 4, 2024</a>	3
	<a href="#">Condensed Consolidated Statements of Cash Flows for the thirteen weeks ended May 3, 2025 and May 4, 2024</a>	4
	<a href="#">Notes to Condensed Consolidated Financial Statements</a>	5
Item 2.	<a href="#">Management's Discussion and Analysis of Financial Condition and Results of Operations</a>	17
Item 3.	<a href="#">Quantitative and Qualitative Disclosures About Market Risk</a>	28
Item 4.	<a href="#">Controls and Procedures</a>	28
<b>PART II - OTHER INFORMATION</b>		
Item 1.	<a href="#">Legal Proceedings</a>	29
Item 1A.	<a href="#">Risk Factors</a>	29
Item 2.	<a href="#">Unregistered Sales of Equity Securities and Use of Proceeds</a>	29
Item 5.	<a href="#">Other Information</a>	29
Item 6.	<a href="#">Exhibits</a>	30

## ITEM 1 – CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

## OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES

Condensed Consolidated Statements of Income

(In thousands, except per share amounts)

(Unaudited)

	Thirteen weeks ended	
	May 3, 2025	May 4, 2024
Net sales	\$ 576,767	\$ 508,818
Cost of sales	339,736	299,460
<b>Gross profit</b>	<b>237,031</b>	<b>209,358</b>
Selling, general, and administrative expenses	164,832	142,419
Depreciation and amortization expenses	9,357	7,716
Pre-opening expenses	6,656	2,726
<b>Operating income</b>	<b>56,186</b>	<b>56,497</b>
Interest (income), net	(4,788)	(4,301)
Income before income taxes	60,974	60,798
Income tax expense	13,414	14,456
<b>Net income</b>	<b>\$ 47,560</b>	<b>\$ 46,342</b>
<b>Earnings per common share:</b>		
Basic	\$ 0.78	\$ 0.76
Diluted	\$ 0.77	\$ 0.75
<b>Weighted average common shares outstanding:</b>		
Basic	61,343	61,380
Diluted	61,816	61,739

See accompanying notes to the condensed consolidated financial statements.

## OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES

Condensed Consolidated Balance Sheets

(In thousands, except per share amounts)

(Unaudited)

Assets	May 3, 2025	February 1, 2025	May 4, 2024
Current assets:			
Cash and cash equivalents	\$ 199,018	\$ 205,123	\$ 212,250
Short-term investments	170,490	223,546	129,250
Inventories	611,852	552,542	527,469
Accounts receivable	2,348	2,352	916
Prepaid expenses and other current assets	14,313	10,228	8,897
<b>Total current assets</b>	<b>998,021</b>	<b>993,791</b>	<b>878,782</b>
Property and equipment, net of accumulated depreciation of \$239,255, \$226,549 and \$193,557, respectively	346,151	334,961	282,669
Operating lease right-of-use assets	639,664	554,737	472,525
Goodwill	444,850	444,850	444,850
Trade name	230,559	230,559	230,559
Long-term investments	45,355	-	-
Other assets	2,379	2,247	2,083
<b>Total assets</b>	<b>\$ 2,706,979</b>	<b>\$ 2,561,145</b>	<b>\$ 2,311,468</b>
<b>Liabilities and Stockholders' Equity</b>			
Current liabilities:			
Current portion of long-term debt	\$ 566	\$ 556	\$ 599
Accounts payable	137,869	130,279	103,495
Income taxes payable	14,364	1,707	29,227
Current portion of operating lease liabilities	99,767	83,944	89,607
Accrued expenses and other current liabilities	95,238	87,855	87,864
<b>Total current liabilities</b>	<b>347,804</b>	<b>304,341</b>	<b>310,792</b>
Revolving credit facility	-	-	-
Long-term debt	925	1,040	1,077
Deferred income taxes	81,006	81,124	71,628
Long-term portion of operating lease liabilities	547,431	479,330	395,547
<b>Total liabilities</b>	<b>977,166</b>	<b>865,835</b>	<b>779,044</b>
Stockholders' equity:			
Preferred stock - 50,000 shares authorized at \$0.001 parvalue; no shares issued	-	-	-
Common stock - 500,000 shares authorized at \$0.001 par value; 67,650, 67,462, and 67,069 shares issued, respectively	68	67	67
Additional paid-in capital	739,333	735,284	697,816
Retained earnings	1,415,273	1,367,713	1,214,293

Treasury - common stock, at cost; 6,273, 6,113, and 5,810 shares, respectively	(424,861)	(407,754)	(379,752)
<b>Total stockholders' equity</b>	<b>1,729,813</b>	<b>1,695,310</b>	<b>1,532,424</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 2,706,979</b>	<b>\$ 2,561,145</b>	<b>\$ 2,311,468</b>

See accompanying notes to the condensed consolidated financial statements.

2

[Table of Contents](#)

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Condensed Consolidated Statements of Stockholders' Equity  
(In thousands)  
(Unaudited)

	Common stock		Treasury stock		Additional paid-in capital	Retained earnings	Total stockholders' equity
	Shares	Amount	Shares	Amount			
Balance as of February 3, 2024	66,927	\$ 67	(5,473)	\$ (354,745)	\$ 694,959	\$ 1,167,951	\$ 1,508,232
Stock-based compensation expense	-	-	-	-	3,149	-	3,149
Proceeds from stock options exercised	66	-	-	-	2,548	-	2,548
Vesting of restricted stock	112	-	-	-	-	-	-
Common shares withheld for taxes	(36)	-	-	-	(2,840)	-	(2,840)
Shares repurchased	-	-	(337)	(25,007)	-	-	(25,007)
Net income	-	-	-	-	-	46,342	46,342
Balance as of May 4, 2024	<u>67,069</u>	<u>\$ 67</u>	<u>(5,810)</u>	<u>\$ (379,752)</u>	<u>\$ 697,816</u>	<u>\$ 1,214,293</u>	<u>\$ 1,532,424</u>
Balance as of February 1, 2025	67,462	\$ 67	(6,113)	\$ (407,754)	\$ 735,284	\$ 1,367,713	\$ 1,695,310
Stock-based compensation expense	-	-	-	-	3,164	-	3,164
Proceeds from stock options exercised	98	-	-	-	6,155	-	6,155
Vesting of restricted stock	138	1	-	-	-	-	1
Common shares withheld for taxes	(48)	-	-	-	(5,270)	-	(5,270)
Shares repurchased	-	-	(160)	(17,107)	-	-	(17,107)
Net income	-	-	-	-	-	47,560	47,560
Balance as of May 3, 2025	<u>67,650</u>	<u>\$ 68</u>	<u>(6,273)</u>	<u>\$ (424,861)</u>	<u>\$ 739,333</u>	<u>\$ 1,415,273</u>	<u>\$ 1,729,813</u>

See accompanying notes to the condensed consolidated financial statements.

3

[Table of Contents](#)

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Condensed Consolidated Statements of Cash Flows  
(In thousands)  
(Unaudited)

	Thirteen weeks ended	
	May 3, 2025	May 4, 2024
<b>Cash Flows from Operating Activities:</b>		
Net income	\$ 47,560	\$ 46,342
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization of property and equipment	12,772	9,742
Amortization of debt issuance costs	13	13
Gain on sale of assets	(21)	(118)
Deferred income tax provision	(118)	(249)
Stock-based compensation expense	3,164	3,149
Other	(752)	(480)
Changes in operating assets and liabilities:		
Inventories	(59,310)	(21,679)
Accounts receivable	4	1,307
Prepaid expenses and other assets	(4,230)	1,348
Accounts payable	7,229	(21,163)
Income taxes payable	12,657	14,483
Accrued expenses and other liabilities	9,734	7,489
Net cash provided by operating activities	<u>28,702</u>	<u>40,184</u>
<b>Cash Flows from Investing Activities:</b>		
Capital expenditures	(26,740)	(26,865)
Proceeds from sale of property and equipment	21	140

Purchases of investments	(118,994)	(96,042)
Maturities of investments	127,447	54,252
Net cash used in investing activities	(18,266)	(68,515)
<b>Cash Flows from Financing Activities:</b>		
Repayments on finance leases	(320)	(382)
Proceeds from stock option exercises	6,156	2,548
Common shares withheld for taxes	(5,270)	(2,840)
Payment for shares repurchased	(17,107)	(25,007)
Net cash used in financing activities	(16,541)	(25,681)
Net decrease in cash and cash equivalents	(6,105)	(54,012)
Cash and cash equivalents, beginning of the period	205,123	266,262
Cash and cash equivalents, end of the period	\$ 199,018	\$ 212,250
Supplemental disclosure of cash flow information:		
Cash paid during the period for:		
Interest	\$ 137	\$ 110
Income taxes	\$ 875	\$ 222
Non-cash investing activities:		
Accrued purchases of property and equipment	\$ 9,514	\$ 6,379

See accompanying notes to the condensed consolidated financial statements.

4

[Table of Contents](#)

## OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES

Notes to Condensed Consolidated Financial Statements

May 3, 2025 and May 4, 2024

(Unaudited)

### (1) Basis of Presentation and Summary of Significant Accounting Policies

#### (a) Description of Business

Ollie's Bargain Outlet Holdings, Inc. and subsidiaries (collectively referred to as the "Company" or "Ollie's") principally buys overproduced, overstocked, and closeout merchandise from manufacturers, wholesalers, and other retailers. In addition, the Company augments its name-brand closeout deals with directly sourced private label products featuring names exclusive to Ollie's in order to provide consistently value-priced goods in select key merchandise categories.

Since its first store opened in 1982, the Company has grown to 584 retail locations in 32 states as of May 3, 2025. Ollie's retail locations are located in Alabama, Arkansas, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Mississippi, Missouri, New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Vermont, Virginia, West Virginia, and Wisconsin.

#### (b) Fiscal Year

Ollie's follows a 52/53-week fiscal year, which ends on the Saturday nearer to January 31<sup>st</sup> of the following calendar year. References to the thirteen weeks ended May 3, 2025 and May 4, 2024 refer to the thirteen weeks from February 2, 2025 to May 3, 2025 and from February 4, 2024 to May 4, 2024, respectively. References to "2024" refer to the fiscal year ended February 1, 2025 and references to "2025" refer to the fiscal year ending January 31, 2026. Both periods consist of 52 weeks.

#### (c) Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") for interim financial information and applicable rules and regulations of the Securities and Exchange Commission ("SEC") regarding interim financial reporting. The condensed consolidated financial statements reflect all normal recurring adjustments which management believes are necessary to present fairly the Company's results of operations, financial condition, and cash flows for all periods presented. The condensed consolidated balance sheets as of May 3, 2025 and May 4, 2024, and the condensed consolidated statements of income and stockholders' equity for the thirteen weeks ended May 3, 2025 and May 4, 2024, and the condensed consolidated statements of cash flows for the thirteen weeks ended May 3, 2025 and May 4, 2024 have been prepared by the Company and are unaudited. The Company's business is seasonal in nature and results of operations for the interim periods presented are not necessarily indicative of operating results for 2025 or any other period. All intercompany accounts, transactions, and balances have been eliminated in consolidation.

The Company's balance sheet as of February 1, 2025, presented herein, has been derived from the audited balance sheet included in the Company's Annual Report on Form 10-K filed with the SEC on March 26, 2025, as amended on April 11, 2025 ("Annual Report"), but does not include all disclosures required by GAAP. These financial statements should be read in conjunction with the financial statements for 2024 and footnotes thereto included in the Annual Report.

For purposes of the disclosure requirements for segments of a business enterprise, it has been determined that the Company is comprised of one operating segment.

5

[Table of Contents](#)

## OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES

Notes to Condensed Consolidated Financial Statements

May 3, 2025 and May 4, 2024

(Unaudited)

#### (d) Use of Estimates

The preparation of condensed consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the condensed consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

(e) **Fair Value Disclosures**

Fair value is defined as the price which the Company would receive to sell an asset or pay to transfer a liability (an exit price) in an orderly transaction between market participants on the measurement date. In determining fair value, GAAP establishes a three-level hierarchy used in measuring fair value, as follows:

- Level 1 inputs are quoted prices available for identical assets and liabilities in active markets.
- Level 2 inputs are observable for the asset or liability, either directly or indirectly, including quoted prices for similar assets and liabilities in active markets or other inputs that are observable or can be corroborated by observable market data.
- Level 3 inputs are unobservable, developed using the Company's estimates and assumptions, which reflect those that market participants would use.

The Company's financial instruments consist of cash and cash equivalents, investment securities, accounts receivable, accounts payable and the Company's credit facilities. The carrying amounts of cash and cash equivalents, accounts receivable and accounts payable are representative of their respective fair value because of their short-term nature. The carrying amount of the Company's credit facilities approximates its fair value because the interest rates are adjusted regularly based on current market conditions. Under the fair value hierarchy, the fair market values of cash equivalents and the investments in treasury bonds are Level 1 while the investments in municipal bonds are Level 2. Since quoted prices in active markets for identical assets are not available, these prices are determined by a third-party pricing service using observable market information such as quotes from less active markets and quoted prices of similar securities.

As of May 3, 2025, February 1, 2025, and May 4, 2024, the Company's investment securities are classified as held-to-maturity since the Company has the intent and ability to hold the investments to maturity. Such securities are carried at amortized cost plus accrued interest and consist of the following:

	As of May 3, 2025			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Market Value
	(in thousands)			
Short-term:				
Treasury Bonds	\$ 119,163	\$ 23	\$ -	\$ 119,186
Municipal Bonds	20,139	23	(251)	19,911
Corporate Bonds	31,188	45	(232)	31,001
Total	<u>\$ 170,490</u>	<u>\$ 91</u>	<u>\$ (483)</u>	<u>\$ 170,098</u>
Long-term:				
Corporate Bonds	\$ 45,355	\$ 2	\$ (354)	\$ 45,003
Total	<u>\$ 45,355</u>	<u>\$ 2</u>	<u>\$ (354)</u>	<u>\$ 45,003</u>

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**

Notes to Condensed Consolidated Financial Statements  
May 3, 2025 and May 4, 2024  
(Unaudited)

	As of February 1, 2025			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Market Value
	(in thousands)			
Short-term:				
Treasury Bonds	\$ 141,324	\$ 48	\$ (7)	\$ 141,365
Municipal Bonds	28,028	2	(131)	27,899
Corporate Bonds	54,194	321	(174)	54,341
Total	<u>\$ 223,546</u>	<u>\$ 371</u>	<u>\$ (312)</u>	<u>\$ 223,605</u>

	As of May 4, 2024			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Market Value
	(in thousands)			
Short-term:				
Treasury Bonds	\$ 88,234	\$ 24	\$ -	\$ 88,258
Municipal Bonds	12,198	-	(72)	12,126
Corporate Bonds	28,818	9	-	28,827
Total	<u>\$ 129,250</u>	<u>\$ 33</u>	<u>\$ (72)</u>	<u>\$ 129,211</u>

Short-term investment securities as of May 3, 2025, February 1, 2025, and May 4, 2024 all mature in one year or less. Long-term investment securities as of May 3, 2025 all mature after one year but in less than three years.

(f) **Recently Issued Accounting Pronouncements**

In December 2023, the FASB issued ASU 2023-09, "Improvements to Income Tax Disclosures," which modifies the disclosure requirements for income taxes. This ASU requires disclosure of tabular statutory to effective rate reconciliation in both percentages and dollars, additional disaggregated rate reconciliation categories and disaggregation of both income taxes paid and income tax expense by jurisdiction. This guidance is effective for annual periods beginning after December 15, 2024. We expect this ASU to only impact our disclosures with no impact to our results of operations, cash flows, and financial condition.

In November 2024, the FASB issued ASU 2024-03 "Income Statement—Reporting Comprehensive Income—Expense Disaggregation Disclosures (Subtopic

220-40): Disaggregation of Income Statement Expenses” (“ASU 2024-03”) which requires disaggregated disclosure of certain costs and expenses, including purchases of inventory, employee compensation, depreciation, amortization and depletion, within relevant income statement captions. This guidance is effective for annual reporting periods beginning after December 15, 2026, and interim reporting periods within annual reporting periods beginning after December 15, 2027. Early adoption is permitted. We are currently evaluating the impact of ASU 2024-03 to our consolidated financial statements.

**OLLIE’S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Notes to Condensed Consolidated Financial Statements  
May 3, 2025 and May 4, 2024  
(Unaudited)

**(2) Net Sales**

Ollie’s recognizes retail sales in its stores when merchandise is sold and the customer takes possession of merchandise. Also included in net sales is revenue allocated to certain redeemed discounts earned via the Ollie’s Army loyalty program and gift card breakage. Net sales are presented net of returns and sales tax. The Company provides an allowance for estimated retail merchandise returns based on prior experience.

*Revenue Recognition*

Revenue is deferred for the Ollie’s Army loyalty program where members accumulate points that can be redeemed for discounts on future purchases. The Company has determined it has an additional performance obligation to Ollie’s Army members at the time of the initial transaction. The Company allocates the transaction price to the initial transaction and the discount awards based upon its relative standalone selling price, which considers historical redemption patterns for the award. Revenue is recognized as those discount awards are redeemed. Discount awards issued upon the achievement of specified point levels are subject to expiration. Unless temporarily extended, the maximum redemption period is 45 days. At the end of each fiscal period, unredeemed discount awards and accumulated points to earn a future discount award are reflected as a liability. Discount awards are combined in one homogeneous pool and are not separately identifiable. Therefore, the revenue recognized consists of discount awards redeemed that were included in the deferred revenue balance at the beginning of the period as well as discount awards issued during the current period. The following table is a reconciliation of the liability related to this program:

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
	<b>(in thousands)</b>	
Beginning balance	\$ 13,239	\$ 10,159
Revenue deferred	5,535	4,436
Revenue recognized	(4,551)	(3,442)
Ending balance	\$ 14,223	\$ 11,153

Gift card breakage for gift card liabilities not subject to escheatment is recognized as revenue in proportion to the redemption of gift cards. Gift cards do not expire. The rate applied to redemptions is based upon a historical breakage rate. Gift cards are combined in one homogeneous pool and are not separately identifiable. Therefore, the revenue recognized consists of gift cards that were included in the liability at the beginning of the period as well as gift cards that were issued during the period. The following table is a reconciliation of the gift card liability:

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
	<b>(in thousands)</b>	
Beginning balance	\$ 2,766	\$ 2,650
Gift card issuances	947	962
Gift card redemption and breakage	(1,164)	(1,143)
Ending balance	\$ 2,549	\$ 2,469

The Company offers a co-branded credit card that can be used by customers for purchases at Ollie’s and everywhere else the co-branded credit card is accepted, and credit is extended to such customers by a third-party financial institution on a non-recourse basis to the Company. The co-branded credit card includes a performance obligation for the Company which includes marketing and promoting the program on behalf of the back and the operation of the Company’s loyalty rewards program. Loyalty members earn points through purchases made using the card.

**OLLIE’S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Notes to Condensed Consolidated Financial Statements  
May 3, 2025 and May 4, 2024  
(Unaudited)

The third party reimburses the Company for certain credit card program costs such as advertising and loyalty points, which help promote the credit card program. The Company recognizes revenue when collectability is reasonably assured, under the assumption the amounts are not constrained and it is probable that a significant revenue reversal will not occur in future periods, which is generally the time at which the actual usage of the credit cards or specified transaction occurs.

Under the program, the Company receives a percentage of the sales generated by Ollie’s co-branded Credit Card, in exchange for primary marketing functions. As a result, all amounts associated with the program are recognized within net sales on the consolidated statements of income. Additionally, the Company is entitled to certain bonuses based on performance of the program.

**(3) Earnings per Common Share**

Basic earnings per common share is computed by dividing net income by the weighted average number of common shares outstanding. Diluted earnings per common share is computed by dividing net income by the weighted average number of common shares outstanding after giving effect to the potential dilution, if applicable, from the assumed exercise of stock options into shares of common stock as if those stock options were exercised and the assumed lapse of restrictions

on restricted stock units.

The following table summarizes those effects for the diluted earnings per common share calculation:

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
(in thousands, except per share amounts)		
Net income	\$ 47,560	\$ 46,342
Weighted average number of common shares outstanding – Basic	61,343	61,380
Incremental shares from the assumed exercise of outstanding stock options and vesting of restricted stock units	473	359
Weighted average number of common shares outstanding - Diluted	61,816	61,739
Earnings per common share – Basic	\$ 0.78	\$ 0.76
Earnings per common share - Diluted	\$ 0.77	\$ 0.75

The effect of the weighted average assumed exercise of stock options outstanding totaling 72,615 and 519,736 for the thirteen weeks ended May 3, 2025 and May 4, 2024, respectively, were excluded from the calculation of diluted weighted average common shares outstanding because the effect would have been antidilutive.

The effect of weighted average non-vested restricted stock units outstanding totaling 34,200 and 46 for the thirteen weeks ended May 3, 2025 and May 4, 2024, respectively, were excluded from the calculation of diluted weighted average common shares outstanding because the effect would have been antidilutive.

9

[Table of Contents](#)

**OLLIE’S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Notes to Condensed Consolidated Financial Statements  
May 3, 2025 and May 4, 2024  
(Unaudited)

**(4) Leases**

The Company accounts for leases in accordance with ASC Topic 842, Leases. Under this guidance, arrangements meeting the definition of a lease are classified as operating or financing leases and are recorded on the balance sheet as both a right-of-use asset and lease liability, calculated by discounting fixed lease payments over the lease term at the rate implicit in the lease, if available. The Company’s lessors do not provide an implicit rate, nor is one readily available, therefore the Company uses its incremental borrowing rate based on the portfolio approach, which applies one rate to leases within a given period. Lease liabilities are increased by interest and reduced by payments each period, and the right-of-use asset is amortized over the lease term. For operating leases, interest on the lease liability and the amortization of the right-of-use asset result in straight-line rent expense over the lease term. Variable lease expenses, if any, are recorded when incurred.

In calculating the right-of-use asset and lease liability, the Company elects to combine lease and non-lease components. The Company excludes short-term leases having initial terms of 12 months or less from the guidance as an accounting policy election and recognizes rent expense on a straight-line basis over the lease term. The Company does not act as a lessor.

Ollie’s generally leases its stores, offices, and distribution facilities under operating leases that expire at various dates through 2038. These leases generally provide for fixed annual rentals; however, several provide for minimum annual rentals plus contingent rentals based on a percentage of annual sales. A majority of the Company’s leases also require a payment for all or a portion of common-area maintenance, insurance, real estate taxes, water and sewer costs, and repairs, on a fixed or variable payment basis, the cost of which, for leases existing as of the adoption of ASC 842, is charged to the related expense category rather than being accounted for as rent expense. For leases entered into after the adoption of ASC 842, the Company accounts for lease components together with non-lease components as a single component for all classes of underlying assets. Most of the leases contain options to renew for three to five successive five-year periods. The Company is generally not reasonably certain to exercise renewal options; therefore, the options are not considered in determining the lease term, and associated potential option payments are excluded from the lease payments. Ollie’s lease agreements generally do not contain any material residual value guarantees or material restrictive covenants.

Store and office lease costs are classified in selling, general, and administrative expenses and distribution center lease costs are classified in cost of sales on the condensed consolidated statements of income.

The following table summarizes the maturity of the Company’s operating lease liabilities by fiscal year as of May 3, 2025:

	<b>May 3, 2025</b>
(in thousands)	
Remainder of 2025	\$ 83,495
2026	126,103
2027	114,689
2028	99,506
2029	78,770
Thereafter	294,222
Total undiscounted lease payments <sup>(1)</sup>	796,785
Less: Imputed interest	(149,587)
Total lease obligations	647,198
Less: Current obligations under leases	(99,767)
Long-term lease obligations	\$ 547,431

(1) Lease obligations exclude \$28.6 million of minimum lease payments for leases signed but not commenced.

10

[Table of Contents](#)

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**

Notes to Condensed Consolidated Financial Statements

May 3, 2025 and May 4, 2024

(Unaudited)

The following table summarizes other information related to the Company's operating leases as of and for the respective periods:

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
	(dollars in thousands)	
Cash paid for operating leases	\$ 33,543	\$ 28,167
Operating lease cost	32,157	27,241
Variable lease cost	4,504	3,846
Non-cash right-of-use assets obtained in exchange for lease obligations	94,952	7,022
Weighted-average remaining lease term	8.6 years	6.4 years
Weighted-average discount rate	4.4%	4.0%

**(5) Commitments and Contingencies**

**Contingencies**

From time to time, the Company may be involved in claims and legal actions that arise in the ordinary course of its business. The Company cannot predict the outcome of any claim or legal action to which it is a party. However, the Company does not believe that an unfavorable decision of any of the current claims or legal actions against it, individually or in the aggregate, will have a material adverse effect on its financial position, results of operations, liquidity, or capital resources.

**(6) Accrued Expenses and Other Current Liabilities**

Accrued expenses and other current liabilities consists of the following:

	<b>May 3, 2025</b>	<b>February 1, 2025</b>	<b>May 4, 2024</b>
	(in thousands)		
Compensation and benefits	\$ 19,287	\$ 20,605	\$ 16,907
Deferred revenue	16,772	16,006	13,622
Sales and use taxes	12,312	9,034	11,321
Insurance	8,646	8,495	10,540
Freight	7,917	7,258	5,404
Real estate	5,739	5,114	4,557
Advertising	3,493	2,178	6,346
Other	21,072	19,165	19,167
	<u>\$ 95,238</u>	<u>\$ 87,855</u>	<u>\$ 87,864</u>

[Table of Contents](#)

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**

Notes to Condensed Consolidated Financial Statements

May 3, 2025 and May 4, 2024

(Unaudited)

**(7) Debt Obligations and Financing Arrangements**

Long-term debt consists of finance leases.

The Company's credit facility (the "Credit Facility") provides for a five-year \$100.0 million revolving credit facility, which includes a \$45.0 million sub-facility for letters of credit and a \$25.0 million sub-facility for swingline loans (the "Revolving Credit Facility"). In addition, the Company may at any time add term loan facilities or additional revolving commitments up to \$150.0 million pursuant to terms and conditions set out in the Credit Facility. On January 9, 2024, the Company refinanced its credit facility (the "Credit Facility"), pursuant to which the maturity date for any loans under the revolving credit facility was extended for a period of five years from the effective date of January 9, 2024 and a zero percent (0.0%) interest rate floor was added to the option for the SOFR Loan Rate (as defined in the Amendment). Loans under the Revolving Credit Facility mature on January 9, 2029.

As a result of the anticipated discontinuation of LIBOR in 2023, on January 24, 2023, the Company amended its Credit Facility to replace the LIBOR-based interest rates included therein with SOFR-based interest rates and to modify the provisions for determining an alternative rate of interest upon the occurrence of certain events relating to the availability of interest rate benchmarks. The interest rates for the Credit Facility are calculated as follows: for ABR Loans, the highest of the Prime Rate, the Federal Funds Effective Rate plus 0.50% and Term SOFR with a term of one-month in effect on such day plus the SOFR Spread Adjustment plus 1.0%, plus the Applicable Margin, or, for SOFR Loans, the SOFR Loan Rate plus the Applicable Margin plus the SOFR Spread Adjustment. The Applicable Margin will vary from 0.00% to 0.50% for an ABR Loan and 1.00% to 1.50% for a SOFR Loan, based on availability under the Credit Facility. The SOFR Loan Rate is subject to a 0% floor.

Under the terms of the Revolving Credit Facility, as of May 3, 2025, the Company could borrow up to 90.0% of the most recent appraised value (valued at cost, discounted for the current net orderly liquidation value) of its eligible inventory, as defined, up to \$100.0 million.

As of May 3, 2025, the Company had no outstanding borrowings under the Revolving Credit Facility, with \$91.9 million of borrowing availability, outstanding letters of credit commitments of \$7.9 million and \$0.2 million of rent reserves. The Revolving Credit Facility also contains a variable unused line fee ranging from 0.125% to 0.250% per annum.

The Credit Facility is collateralized by the Company's assets and equity and contains a financial covenant, as well as certain business covenants, including restrictions on dividend payments, which the Company must comply with during the term of the agreement. The financial covenant is a consolidated fixed charge coverage ratio test of at least 1.0 to 1.0 applicable during a covenant period, based on reference to availability. The Company was in compliance with all terms of the Credit Facility during the thirteen weeks ended May 3, 2025.

The provisions of the Credit Facility restrict all of the net assets of the Company's consolidated subsidiaries, which constitutes all of the net assets on the

Company's consolidated balance sheet as of May 3, 2025, from being used to pay any dividends or make other restricted payments to the Company without prior written consent from the financial institutions that are a party to the Credit Facility, subject to material exceptions including proforma compliance with the applicable conditions described in the Credit Facility.

**(8) Income Taxes**

The effective income tax rate for the thirteen weeks ended May 3, 2025 and May 4, 2024 was 22.0% and 23.8%, respectively. The decrease in the effective income tax rate for the thirteen weeks ended May 3, 2025 compared to May 4, 2024 was driven by the impact of discrete items recognized, primarily excess tax benefits related to stock-based compensation, in the thirteen weeks ended May 3, 2025.

[Table of Contents](#)

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**

Notes to Condensed Consolidated Financial Statements

May 3, 2025 and May 4, 2024

(Unaudited)

The Company is subject to tax in the United States. The Company files a consolidated U.S. income tax return for federal income tax purposes. The Company is no longer subject to income tax examinations by U.S. federal, or state and local tax authorities for tax years 2020 and prior.

Management believes that an adequate provision has been made for any adjustments that may result from tax examinations. However, the outcome of tax audits cannot be predicted with certainty. If any issues arise as a result of a tax audit and are resolved in a manner not consistent with management's expectations, the Company could be required to adjust its provision for income taxes in the period such resolution occurs.

**(9) Equity Incentive Plans**

During fiscal 2012, Ollie's established an equity incentive plan (the "2012 Plan"), under which stock options were granted to executive officers and key employees as deemed appropriate under the provisions of the 2012 Plan, with an exercise price at the fair value of the underlying stock on the date of grant. The vesting period for options granted under the 2012 Plan is five years (20% ratably per year). Options granted under the 2012 Plan are subject to employment for vesting, expire 10 years from the date of grant, and are not transferable other than upon death. As of July 15, 2015, the date of the pricing of the Company's initial public offering, no additional equity grants will be made under the 2012 Plan.

In connection with its initial public offering, the Company adopted the 2015 equity incentive plan (the "2015 Plan") pursuant to which the Company's Board of Directors may grant stock options, restricted shares, or other awards to employees, directors and consultants. The 2015 Plan allows for the issuance of up to 5,250,000 shares. Awards will be made pursuant to agreements and may be subject to vesting and other restrictions as determined by the Board of Directors or the Compensation Committee of the Board. The Company uses authorized and unissued shares to satisfy share award exercises. As of May 3, 2025, there were 1,472,647 shares available for grant under the 2015 Plan.

Stock Options

The exercise price for stock options is determined at the fair value of the underlying stock on the date of grant. The vesting period for awards granted under the 2015 Plan is generally set at four years (25% ratably per year). Awards are subject to employment for vesting, expire 10 years from the date of grant, and are not transferable other than upon death.

A summary of the Company's stock option activity and related information for the thirteen weeks ended May 3, 2025 follows:

	Number of options	Weighted average exercise price	Weighted average remaining contractual term (years)
	(in thousands, except share and per share amounts)		
Outstanding at February 1, 2025	783,663	\$ 61.85	
Granted	99,718	111.16	
Forfeited	(1,988)	65.57	
Exercised	(97,915)	62.86	
Outstanding at May 3, 2025	<u>783,478</u>	67.99	7.0
Exercisable at May 3, 2025	<u>440,900</u>	62.08	5.8

[Table of Contents](#)

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**

Notes to Condensed Consolidated Financial Statements

May 3, 2025 and May 4, 2024

(Unaudited)

The weighted average grant date fair value per option for options granted during the thirteen weeks ended May 3, 2025 and May 4, 2024 was \$53.80 and \$38.69, respectively. The fair value of each option award is estimated on the date of grant using the Black-Scholes option-pricing model that used the weighted average assumptions in the following table:

	Thirteen weeks ended	
	May 3, 2025	May 4, 2024
Risk-free interest rate	4.08%	4.28%
Expected dividend yield	—	—
Expected life (years)	5.32 years	6.25 years
Expected volatility	48.20%	47.63%

To estimate the expected life of stock options, the Company uses its historical information to develop reasonable expectation about future exercise patterns and post-vesting employment termination behavior for its stock option grants. For expected volatility, the Company uses its historical information over the expected life of the option granted to calculate the fair value of option grants. The risk-free interest rate is based on U.S. Treasury notes with a term approximating the expected life of the option.

### Restricted Stock Units

Restricted stock units (“RSUs”) are issued at the closing price of the Company’s common stock on the date of grant. RSUs outstanding generally vest ratably over four years or cliff vest in one or four years. Awards are subject to employment for vesting and are not transferable other than upon death.

A summary of the Company’s RSU activity and related information for the thirteen weeks ended May 3, 2025 is as follows:

	Number of shares	Weighted average grant date fair value
Non-vested balance at February 1, 2025	385,122	\$ 62.89
Granted	119,564	113.14
Forfeited	(5,090)	70.19
Vested	(138,036)	61.61
Non-vested balance at May 3, 2025	<u>361,560</u>	<u>79.89</u>

### Stock-Based Compensation Expense

The compensation cost for stock options and RSUs which have been recorded within selling, general, and administrative expenses related to the Company’s equity incentive plans was \$3.2 million and \$3.1 million for the thirteen weeks ended May 3, 2025 and May 4, 2024, respectively.

As of May 3, 2025, there was \$34.7 million of total unrecognized compensation cost related to non-vested stock-based compensation arrangements. That cost is expected to be recognized over a weighted average period of 3.0 years. Compensation costs related to awards are recognized using the straight-line method.

**OLLIE’S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Notes to Condensed Consolidated Financial Statements  
May 3, 2025 and May 4, 2024  
(Unaudited)

#### **(10) Common Stock**

##### Common Stock

The Company’s capital structure consists of a single class of common stock with one vote per share. The Company has authorized 500,000,000 shares at \$0.001 par value per share. Additionally, the Company has authorized 50,000,000 shares of preferred stock at \$0.001 par value per share; to date, however, no preferred shares have been issued. Treasury stock, which consists of the Company’s common stock, is accounted for using the cost method.

##### Share Repurchase Program

Between December 15, 2020, and November 30, 2023, the Company’s Board of Directors approved and authorized the repurchase of up to \$400.0 million of shares of the Company’s common stock through three separate approvals, set to expire March 31, 2026. On March 19, 2025, the Company’s Board of Directors approved a new share repurchase authorization of an additional \$300.0 million of the Company’s outstanding common stock, effective through March 31, 2029.

The shares to be repurchased may be purchased from time to time in open market conditions (including blocks), privately negotiated transactions, accelerated share repurchase programs or other derivative transactions, issuer self-tender offers, or any combination of the foregoing. The timing of repurchases and the actual amount purchased will depend on a variety of factors, including the market price of the Company’s shares, general market, economic and business conditions, and other corporate considerations. Repurchases may be made pursuant to plans intended to comply with Rule 10b5-1 under the Securities Exchange Act of 1934, which could allow the Company to purchase its shares during periods when it otherwise might be prevented from doing so under insider trading laws or because of self-imposed trading blackout periods. Repurchases are expected to be funded from cash on hand or through the utilization of the Company’s Revolving Credit Facility. The repurchase authorization does not require the purchase of a specific number of shares and is subject to suspension or termination by the Company’s Board of Directors at any time.

During the thirteen weeks ended May 3, 2025, the Company repurchased 159,757 shares of its common stock for \$17.1 million, inclusive of transaction costs, pursuant to its share repurchase program. These expenditures were funded by cash on hand. As of May 3, 2025, the Company had \$315.5 million remaining under its share repurchase authorization. There can be no assurance that any additional repurchases will be completed, or as to the timing or amount of any repurchases. The share repurchase program may be discontinued at any time.

#### **(11) Segment Reporting and Entity-Wide Information**

For purposes of the disclosure requirements for segments of a business enterprise, it has been determined that the Company is comprised of one operating segment and one reportable segment. The Company’s chief operating decision maker (the “CODM”) is the Chief Executive Officer. The CODM regularly reviews operations and financial performance at a consolidated level, for purposes of assessing performance and allocating resources.

The CODM uses net income to allocate resources for the single segment to make decisions regarding annual budget, new store openings, landlord and vendor negotiations, marketing decisions, pursuing new business ventures, and driving the Company’s values. The CODM reviews asset information on a consolidated basis.

**OLLIE’S BARGAIN OUTLET HOLDINGS, INC. AND SUBSIDIARIES**  
Notes to Condensed Consolidated Financial Statements  
May 3, 2025 and May 4, 2024  
(Unaudited)

The following table summarizes the percentage of net sales by each product group for each period presented:

**Thirteen weeks ended**

	<b>May 3, 2025</b>		<b>May 4, 2024</b>	
	(in thousands)			
Consumables <sup>(1)</sup>	\$ 188,910	32.8%	\$ 163,295	32.1%
Home <sup>(1)</sup>	172,672	29.9%	151,832	29.8%
Seasonal	102,483	17.8%	95,711	18.8%
Other	112,702	19.5%	97,980	19.3%
<b>Total</b>	<b>\$ 576,767</b>	<b>100.0%</b>	<b>\$ 508,818</b>	<b>100.0%</b>

(1) In fiscal 2024, the Company reclassified certain products out of the Home category and into the Consumables category. These products included cleaning supplies, floor care, and other products such as paper goods. Prior periods have been adjusted for comparability.

Our single segment net sales, net income, and significant expenses are as follows for the thirteen weeks ended May 3, 2025 and May 4, 2024:

	<b>May 3, 2025</b>	<b>May 4, 2024</b>
Net sales	\$ 576,767	\$ 508,818
Cost of sales	339,736	299,460
Selling, general, and administrative expenses other	112,522	95,783
Occupancy	33,430	29,398
Advertising expenses <sup>(1)</sup>	15,716	14,089
Depreciation and amortization expenses <sup>(2)</sup>	9,357	7,716
Stock-based compensation expense	3,164	3,149
Pre-opening expenses	6,656	2,726
Interest income, net	(4,788)	(4,301)
Income tax expense	13,414	14,456
Segment income	47,560	46,342
Reconciliation of profit or loss:		
Adjustments and reconciling items	-	-
Consolidated net income	<u>\$ 47,560</u>	<u>\$ 46,342</u>

(1) Expenses reported in operating expenses excludes advertising expenses recorded in pre-opening.

(2) Expenses reported in operating expenses excludes depreciation and amortization recorded in cost of sales.

**ITEM 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations**

*The following discussion and analysis of the financial condition and results of our operations should be read together with the financial statements and related notes of Ollie’s Bargain Outlet Holdings, Inc. included in Item 1 of this Quarterly Report on Form 10-Q and with our audited financial statements and the related notes included in our Annual Report on Form 10-K filed with the Securities and Exchange Commission, or SEC, on March 26, 2025 (“Annual Report”). As used in this Quarterly Report on Form 10-Q, except where the context otherwise requires or where otherwise indicated, the terms “Ollie’s,” the “Company,” “we,” “our,” and “us” refer to Ollie’s Bargain Outlet Holdings, Inc. and subsidiaries.*

*We operate on a fiscal calendar widely used by the retail industry that results in a fiscal year consisting of a 52- or 53-week period ending on the Saturday nearer to January 31<sup>st</sup> of the following year. References to “2025” refer to the 52-week period of February 2, 2025 to January 31, 2026. References to “2024” refer to the 52-week period of February 4, 2024 to February 1, 2025. References to the “first quarter of fiscal 2025” and the “first quarter of fiscal 2024” refer to the thirteen weeks of February 2, 2025 to May 3, 2025 and February 4, 2024 to May 4, 2024, respectively. Historical results are not necessarily indicative of the results to be expected for any future period and results for any interim period may not necessarily be indicative of the results that may be expected for a full year.*

**Cautionary Note Regarding Forward-Looking Statements**

This Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “could,” “may,” “might,” “will,” “likely,” “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects,” “continues,” “projects,” and similar references to future periods, prospects, financial performance, and industry outlook. Forward-looking statements are based on our current expectations and assumptions regarding our business, capital market conditions, the economy, and other future conditions. Because forward-looking statements relate to the future, by their nature, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, our actual results may differ materially from those contemplated by the forward-looking statements. Important factors that could cause actual results to differ materially from those in the forward-looking statements include regional, national or global political, economic, business, competitive, market and regulatory conditions, including, but not limited to, supply chain challenges, legislation, national trade policy, and the following: our failure to adequately procure and manage our inventory, anticipate consumer demand, or achieve favorable product margins; changes in consumer confidence and spending; risks associated with our status as a “brick and mortar” only retailer; risks associated with intense competition; our failure to open new profitable stores, or successfully enter new markets, on a timely basis or at all; fluctuations in comparable store sales and results of operations, including on a quarterly basis; factors such as inflation, cost increases and energy prices; the risks associated with doing business with international manufacturers and suppliers including, but not limited to, potential increases in tariffs on imported goods; our inability to operate our stores due to civil unrest and related protests or disturbances; our failure to properly hire and to retain key personnel and other qualified personnel; changes in market levels of wages; risks associated with cybersecurity events, and the timely and effective deployment, protection, and defense of computer networks and other electronic systems, including e-mail; our inability to obtain favorable lease terms for our properties; the failure to timely acquire, develop, open and operate, or the loss of, disruption or interruption in the operations of, any of our centralized distribution centers; risks associated with our lack of operations in the growing online retail marketplace; risks associated with litigation, the expense of defense, and potential for adverse outcomes; our inability to successfully develop or implement our marketing, advertising, and promotional efforts; the seasonal nature of our business; risks associated with natural disasters, whether or not caused by climate change; outbreak of viruses, global health epidemics, pandemics, or widespread illness; changes in government regulations, procedures, and requirements; and our ability to service indebtedness and to comply with our financial covenants together with each of the other factors set forth under “Item 1A – Risk Factors” contained herein and in our filings with the SEC, including our Annual Report. Any forward-looking statement made by us in this Quarterly Report on Form 10-Q speaks only as of the date on which such statement is made. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to

publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law. You are advised, however, to consult any further disclosures we make on related subjects in our public announcements and SEC filings.

---

[Table of Contents](#)

## Overview

Ollie's is America's largest retailer of closeout merchandise and excess inventory. Our stores sell name brand household related items that consumers use in their everyday lives at prices that are typically 20% to 70% below traditional retailers. Known for our assortment of products offered as "Good Stuff Cheap®," we offer customers a broad selection of brand name products, including housewares, bed and bath, food, floor coverings, health and beauty aids, books and stationery, toys, and electronics. Our differentiated go-to market strategy is characterized by a unique, fun and engaging treasure hunt shopping experience, compelling customer value proposition and witty, humorous in-store signage and advertising campaigns.

## Our Growth Strategy

Since the founding of Ollie's in 1982, our principal growth strategy has been the opening of new stores. Historically, we have expanded our store base by opening new stores organically. More recently, we also have opportunistically expanded our store base through acquiring former store locations of distressed or bankrupt retailers through the bankruptcy auction or similar process. Our growth strategy continuously evaluates the best opportunities in the marketplace and combines organic new store openings with the acquisition of store locations through alternative means. We follow a contiguous unit growth strategy that combines backfilling existing markets and states with entering new markets and states in a contiguous manner. As of May 3, 2025 we have grown to 584 stores in 32 states.

Our stores are supported by four distribution centers, one each in York, PA, Commerce, GA, Lancaster, TX, and Princeton, IL. We completed the construction of our Princeton, IL distribution center in the second quarter of 2024 and began shipping product in July 2024. With the addition of our fourth distribution center, we believe our distribution capabilities will support up to 750 stores.

We have invested in our associates, infrastructure, distribution network and information systems to allow us to continue to rapidly grow our store footprint, including:

- growing our merchant buying team to increase our access to brand name/closeout merchandise;
- adding members to our senior management team;
- expanding the capacity of our distribution centers to their current 3.0 million square feet; and
- investing in information technology, accounting, and warehouse management systems.

Our business model has produced consistent and predictable store growth over the past several years, during both strong and weaker economic cycles. We plan to continue to enhance our competitive positioning and drive growth in sales and profitability by executing on the following strategies:

- growing our store base;
- increasing our offerings of great bargains; and
- leveraging and expanding Ollie's Army.

We have a proven portable, flexible, and highly profitable store model that has produced consistent financial results and returns. Our new store model targets a store size between 25,000 to 35,000 square feet and an average initial cash investment of approximately \$1.0 million, which includes store fixtures and equipment, store-level and distribution center inventory (net of payables), and pre-opening expenses. We target new store sales of approximately \$4.0 million in their first full year of operations.

---

[Table of Contents](#)

While we are focused on driving comparable store sales and managing our expenses, our revenue and profitability growth will primarily come from opening new stores. The core elements of our business model are procuring great deals, offering extreme values to our customers, and creating consistent, predictable store growth and margins. In addition, our new stores generally open strong, immediately contributing to the growth in net sales and profitability of our business. We plan to achieve continued net sales growth, including comparable stores sales, by adding stores to our store base and by continuing to provide quality merchandise at a value for our customers as we scale and gain more access to purchase directly from major manufacturers. We also plan to leverage and expand our Ollie's Army database marketing strategies. In addition, we plan to continue to manage our selling, general, and administrative expenses ("SG&A") by continuing to make process improvements and by maintaining our standard policy of reviewing our operating costs.

Our ability to grow and our results of operations may be impacted by additional factors and uncertainties, such as consumer spending habits, which are subject to macroeconomic conditions and changes in discretionary income. Our customers' discretionary income is primarily impacted by gas prices, wages, rising interest rates, inflation, and consumer trends and preferences, which fluctuate depending on the environment. The potential consolidation of our competitors or other changes in our competitive landscape could also impact our results of operations or our ability to grow, even though we compete with a broad range of retailers.

Our key competitive advantage is our direct buying relationships with many major manufacturers, wholesalers, distributors, brokers, and retailers for our brand name closeout products and unbranded goods. We also augment our product mix with private label brands. As we continue to grow, we believe our increased scale will provide us with even greater access to brand name closeout products as major manufacturers seek a single buyer to acquire an entire deal.

## How We Assess the Performance of Our Business and Key Line Items

We consider a variety of financial and operating measures in assessing the performance of our business. The key measures we use are number of new stores, net sales, comparable store sales, gross profit and gross margin, SG&A, pre-opening expenses, operating income, EBITDA and Adjusted EBITDA.

### Number of New Stores

The number of new stores reflects the number of stores opened during a particular reporting period. Before we open new stores, we incur pre-opening expenses described below under "Pre-Opening Expenses" and we make an initial investment in inventory. We also make initial capital investments in fixtures and equipment, which we amortize over time.

We expect new store growth to be the primary driver of our sales growth. Our initial lease terms are approximately seven years with options to renew for three to five successive five-year periods. Our portable and predictable real estate model focuses on backfilling existing markets and entering new markets in contiguous states. Our new stores often open with higher sales levels as a result of greater advertising and promotional spend in connection with grand opening events but decline shortly thereafter to our new store model levels.

### Net Sales

Ollie's recognizes retail sales in its stores when merchandise is sold and the customer takes possession of the merchandise. Also included in net sales is revenue allocated to certain redeemed discounts earned via the Ollie's Army loyalty program and gift card breakage. Net sales are presented net of returns and sales tax. Net sales consist of sales from comparable stores and non-comparable stores, described below under "Comparable Store Sales." Growth of our net sales is primarily driven by expansion of our store base in existing and new markets. As we continue to grow, we believe we will have greater access to brand name and closeout merchandise and an increased deal selection, resulting in more potential offerings for our customers. Net sales are impacted by product mix, merchandise mix and availability, as well as promotional activities and the spending habits of our customers. Our broad selection of offerings across diverse product categories supports growth in net sales by attracting new customers, which results in higher spending levels and frequency of shopping visits from our customers, including Ollie's Army members.

---

[Table of Contents](#)

The spending habits of our customers are subject to macroeconomic conditions and changes in discretionary income. Our customers' discretionary income is primarily impacted by gas prices, wages, inflation, and consumer trends and preferences, which fluctuate depending on the environment. However, because we offer a broad selection of merchandise at extreme values, we believe we are less impacted than other retailers by economic cycles that correspond with declines in general consumer spending habits. We believe we also benefit from periods of increased consumer spending.

#### **Comparable Store Sales**

Comparable store sales measure performance of a store during the current reporting period against the performance of the same store in the corresponding period of the previous year. Comparable store sales consist of net sales from our stores beginning on the first day of the sixteenth full fiscal month following the store's opening, which is when we believe comparability is achieved. Comparable store sales are impacted by the same factors that impact net sales.

We define comparable stores to be stores that:

- have been remodeled while remaining open;
- are closed for five or fewer days in any fiscal month;
- are closed temporarily and relocated within their respective trade areas; and
- have expanded, but are not significantly different in size, within their current locations.

Non-comparable store sales consist of new store sales and sales for stores not open for a full 15 months. Stores which are closed temporarily, but for more than five days in any fiscal month, are included in non-comparable store sales beginning in the fiscal month in which the temporary closure begins until the first full month of operation once the store re-opens, at which time they are included in comparable store sales.

Opening new stores is the primary component of our growth strategy and as we continue to execute on our growth strategy, we expect a significant portion of our sales growth will be attributable to non-comparable store sales. Accordingly, comparable store sales are only one measure we use to assess the success of our growth strategy.

#### **Gross Profit and Gross Margin**

Gross profit is equal to our net sales less our cost of sales. Cost of sales includes merchandise costs, inventory markdowns, shrinkage and transportation, distribution and warehousing costs, including depreciation. Gross margin is gross profit as a percentage of our net sales. Gross margin is a measure used by management to indicate whether we are selling merchandise at an appropriate gross profit.

In addition, our gross margin is impacted by product mix, as some products generally provide higher gross margins, by our merchandise mix and availability, and by our merchandise cost, which can vary.

Our gross profit is variable in nature and generally follows changes in net sales. We regularly analyze the components of gross profit, as well as gross margin. Specifically, our product margin and merchandise mix is reviewed by our merchant team and senior management, ensuring strict adherence to internal margin goals. Our disciplined buying approach has produced consistent gross margins and we believe helps to mitigate adverse impacts on gross profit and results of operation.

The components of our cost of sales may not be comparable to the components of cost of sales or similar measures of our competitors and other retailers. As a result, our gross profit and gross margin may not be comparable to similar data made available by our competitors and other retailers.

---

[Table of Contents](#)

#### **Selling, General, and Administrative Expenses**

SG&A is comprised of payroll and benefits for store, field support, and support center associates. SG&A also includes marketing and advertising expense, occupancy costs for stores and the store support center, insurance, corporate infrastructure, and other general expenses. The components of our SG&A remain relatively consistent per store and for each new store opening. The components of our SG&A may not be comparable to the components of similar measures of other retailers. Consolidated SG&A generally increase as we grow our store base and as our net sales increase. A significant portion of our expenses are primarily fixed in nature, and we expect to continue to maintain strict discipline while carefully monitoring SG&A as a percentage of net sales. We expect that our SG&A will continue to increase in future periods with future growth.

The components of our SG&A may not be comparable to the components of SG&A or similar measures of our competitors and other retailers. As a result, our SG&A may not be comparable to similar data made available by our competitors and other retailers.

#### **Depreciation and Amortization Expenses**

Property and equipment are stated at original cost less accumulated depreciation and amortization. Depreciation and amortization expenses are calculated over the estimated useful lives of the related assets, or in the case of leasehold improvements, the lesser of the useful lives or the remaining term of the lease. Expenditures for additions, renewals, and betterments are capitalized; expenditures for maintenance and repairs are charged to expense as incurred. Depreciation and amortization are computed on the straight-line method for financial reporting purposes. Depreciation as it relates to our distribution centers is included within cost of sales on the condensed consolidated statements of income.

#### **Pre-Opening Expenses**

Pre-opening expenses consist of expenses of opening new stores and distribution centers, as well as store remodel and closing costs. For opening new stores, pre-opening expenses include grand opening advertising costs, payroll expenses, travel expenses, employee training costs, rent expenses, and store setup costs. Pre-opening expenses for new stores are expensed as they are incurred, which is typically within 30 to 45 days of opening a new store. For opening distribution centers, pre-opening expenses primarily include inventory transportation costs, employee travel expenses, and occupancy costs. Store remodel costs primarily consist of

payroll expenses, travel expenses, and store setup costs expensed as they are incurred. Store closing costs primarily consist of insurance deductibles, rent, and store payroll.

### Operating Income

Operating income is gross profit less SG&A, depreciation and amortization, and pre-opening expenses. Operating income excludes net interest income or expense, and income tax expense or benefit. We use operating income as an indicator of the productivity of our business and our ability to manage expenses.

21

[Table of Contents](#)

### EBITDA and Adjusted EBITDA

EBITDA and Adjusted EBITDA are key metrics used by management and our Board to assess our financial performance. EBITDA and Adjusted EBITDA are also frequently used by analysts, investors, and other interested parties to evaluate companies in our industry. We use Adjusted EBITDA to supplement U.S. generally accepted accounting principles (“GAAP”) measures of performance to evaluate the effectiveness of our business strategies, to make budgeting decisions, to evaluate our performance in connection with compensation decisions and to compare our performance against that of other peer companies using similar measures. Management believes it is useful to investors and analysts to evaluate these non-GAAP measures on the same basis as management uses to evaluate the Company’s operating results. We believe that excluding items from operating income, net income and net income per diluted share that may not be indicative of, or are unrelated to, our core operating results, and that may vary in frequency or magnitude, enhances the comparability of our results and provides a better baseline for analyzing trends in our business.

We define EBITDA as net income before net interest income or expense, depreciation and amortization expenses and income taxes. Adjusted EBITDA represents EBITDA as further adjusted for non-cash stock-based compensation expense and gains on insurance settlements. EBITDA and Adjusted EBITDA are non-GAAP measures and may not be comparable to similar measures reported by other companies. EBITDA and Adjusted EBITDA have limitations as analytical tools, and you should not consider them in isolation or as a substitute for analysis of our results as reported under GAAP. In the future we may incur expenses or charges such as those added back to calculate Adjusted EBITDA. Our presentation of Adjusted EBITDA should not be construed as an inference that our future results will be unaffected by these items. For further discussion of EBITDA and Adjusted EBITDA and for reconciliations of net income, the most directly comparable GAAP measure, to EBITDA and Adjusted EBITDA, see “Results of Operations.”

### Factors Affecting the Comparability of our Results of Operations

Our results over the past two years have been affected by the following factors, which must be understood in order to assess the comparability of our period-to-period financial performance and condition.

#### Historical Results

Historical results are not necessarily indicative of the results to be expected for any future period.

#### Store Openings and Closings

We opened 25 new stores in the first quarter of fiscal 2025 and opened 4 new stores in the first quarter of fiscal 2024. In connection with these store openings and closings, we incurred expenses of \$6.7 million and \$2.7 million in the respective periods. Additionally, in the first quarter of fiscal 2025, we incurred \$1.8 million of dark rent associated with the bankruptcy acquired stores, included within pre-opening expenses.

#### Seasonality

Our business is seasonal in nature and demand is generally the highest in our fourth fiscal quarter due to the holiday sales season. To prepare for the holiday sales season, we must order and keep in stock more merchandise than we carry during other times of the year and generally engage in additional marketing efforts. We expect inventory levels, along with accounts payable and accrued expenses, to reach their highest levels in our third and fourth fiscal quarters in anticipation of increased net sales during the holiday sales season. As a result of this seasonality, and generally because of variation in consumer spending habits, we experience fluctuations in net sales and working capital requirements during the year. Because we offer a broad selection of merchandise at extreme values, we believe we are less impacted than other retailers by economic cycles which correspond with declines in general consumer spending habits, and we believe we still benefit from periods of increased consumer spending.

22

[Table of Contents](#)

### Results of Operations

The following tables summarize key components of our results of operations for the periods indicated, both in dollars and as a percentage of our net sales.

We derived the condensed consolidated statements of income for the first quarter of fiscal 2025 and the first quarter of fiscal 2024 from our unaudited condensed consolidated financial statements and related notes. Our historical results are not necessarily indicative of the results that may be expected in the future.

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
	<b>(dollars in thousands)</b>	
<b>Condensed consolidated statements of income data:</b>		
Net sales	\$ 576,767	\$ 508,818
Cost of sales	339,736	299,460
Gross profit	237,031	209,358
Selling, general and administrative expenses	164,832	142,419
Depreciation and amortization expenses	9,357	7,716
Pre-opening expenses	6,656	2,726
Operating income	56,186	56,497
Interest (income), net	(4,788)	(4,301)
Income before income taxes	60,974	60,798
Income tax expense	13,414	14,456
Net income	<u>\$ 47,560</u>	<u>\$ 46,342</u>
<b>Percentage of net sales: <sup>(1)</sup></b>		

Net sales	100.0%	100.0%
Cost of sales	58.9	58.9
Gross profit	41.1	41.1
Selling, general and administrative expenses	28.6	28.0
Depreciation and amortization expenses	1.6	1.5
Pre-opening expenses	1.2	0.5
Operating income	9.7	11.1
Interest (income), net	(0.8)	(0.8)
Income before income taxes	10.6	11.9
Income tax expense	2.3	2.8
Net income	8.2%	9.1%

**Select operating data:**

Number of new stores	25	4
Number of stores open at end of period	584	516
Average net sales per store <sup>(2)</sup>	\$ 1,005	\$ 993
Comparable stores sales change	2.6%	3.0%

(1) Components may not add to totals due to rounding.

(2) Average net sales per store represents the weighted average of total net weekly sales divided by the number of stores open at the end of each week for the respective periods presented.

[Table of Contents](#)

The following table provides a reconciliation of our net income to Adjusted EBITDA for the periods presented:

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
	<b>(in thousands)</b>	
Net income	\$ 47,560	\$ 46,342
Interest (income), net	(4,788)	(4,301)
Depreciation and amortization expenses	12,809	9,785
Income tax expense	13,414	14,456
EBITDA	68,995	66,282
Non-cash stock-based compensation expense	3,164	3,149
Adjusted EBITDA	<u>\$ 72,159</u>	<u>\$ 69,431</u>

(1) Includes depreciation and amortization relating to our distribution centers, which is included within cost of sales on our condensed consolidated statements of income.

**First Quarter of Fiscal 2025 Compared to First Quarter of Fiscal 2024**

**Net Sales**

Net sales increased to \$576.8 million in the first quarter of fiscal 2025 from \$508.8 million in the first quarter of fiscal 2024, an increase of \$67.9 million, or 13.4%. The increase in net sales was the result of new store unit growth in addition to a comparable store sales increase of 2.6%.

Comparable store sales increased 2.6% in the first quarter of fiscal 2025 compared with a 3.0% increase in the first quarter of fiscal 2024. The increase in comparable store sales was driven by an increase in the number of transactions.

**Gross Profit and Gross Margin**

Gross profit increased to \$237.0 million in the first quarter of fiscal 2025 from \$209.4 million in the first quarter of fiscal 2024. Gross margin remained flat at 41.1% in the first quarter of fiscal 2025 and 2024, respectively. Gross margin in the first quarter of fiscal 2025 was the result of favorable supply chain costs offset by lower merchandise margin driven by changes in mix.

**Selling, General, and Administrative Expenses**

SG&A increased to \$164.8 million in the first quarter of fiscal 2025 from \$142.4 million in the first quarter of fiscal 2024, an increase of \$22.4 million, or 15.7%, primarily driven by higher selling expenses related to new store growth. As a percentage of net sales, SG&A increased to 28.6% in the first quarter of fiscal 2025 compared to 28.0% in the first quarter of fiscal 2024 driven primarily by higher medical and casualty claims.

**Pre-Opening Expenses**

Pre-opening expenses increased to \$6.7 million in the first quarter of fiscal 2025 from \$2.7 million in the first quarter of fiscal 2024 primarily driven by new store growth and \$1.8 million of dark rent associated with the bankruptcy acquired stores. We opened 25 new stores in the first quarter of fiscal 2025 and opened 4 new stores in the first quarter of fiscal 2024. As a percentage of net sales, pre-opening expenses increased to 1.2% in the first quarter of fiscal 2025 compared to 0.5% in the first quarter of fiscal 2024.

[Table of Contents](#)

**Interest Income, Net**

Net interest income was \$4.8 million in the first quarter of fiscal 2025 compared with net interest income of \$4.3 million in the first quarter of fiscal 2024. The increase in interest income in the first quarter of fiscal 2025 is primarily due to higher average cash and cash equivalent and investments balances compared to the first quarter of fiscal 2024.

**Income Tax Expense**

Income tax expense decreased to \$13.4 million in the first quarter of fiscal 2025 compared to \$14.5 million in the first quarter of fiscal 2024. The effective tax rates

for the first quarters of fiscal 2025 and fiscal 2024 were 22.0% and 23.8%, respectively. The decrease in the effective tax rate in the first quarter of fiscal 2025 was primarily due to an increase in excess tax benefits related to stock-based compensation. Discrete tax benefits totaled \$2.3 million in the first quarter of fiscal 2025 compared to discrete tax benefits of \$1.1 million in the first quarter of fiscal 2024.

### Net Income

As a result of the foregoing, net income increased to \$47.6 million in the first quarter of fiscal 2025 from \$46.3 million in the first quarter of fiscal 2024, an increase of \$1.2 million or 2.6%.

### Adjusted EBITDA

Adjusted EBITDA increased to \$72.2 million in the first quarter of fiscal 2025 from \$69.4 million in the first quarter of fiscal 2024, an increase of \$2.7 million, or 3.9%.

## Liquidity and Capital Resources

### Overview

Our primary sources of liquidity are net cash flows provided by operating activities and available borrowings under our \$100.0 million Revolving Credit Facility. Our primary cash needs are for capital expenditures and working capital. As of May 3, 2025, we had \$91.9 million available to borrow under our Revolving Credit Facility, \$369.5 million of cash and cash equivalents and short-term investments on hand. For further information regarding our Revolving Credit Facility, see Note 7 under “Notes to Unaudited Condensed Consolidated Financial Statements.”

Our capital expenditures are primarily related to new store openings, lease acquisitions and related build-out costs, store resets, which consist of improvements to stores as they are needed, expenditures related to our distribution centers, and infrastructure-related investments, including investments related to upgrading and maintaining our information technology systems. We spent \$26.7 million and \$26.9 million for capital expenditures during the first quarters of fiscal 2025 and fiscal 2024, respectively. We opened 25 new stores during the first quarter of fiscal 2025.

Capital expenditures in 2025 are planned to be approximately \$83 to \$88 million, primarily for the opening of 75 new stores, store-level initiatives at our existing stores, as well as general corporate capital expenditures, including information technology. We have experienced, and may continue to experience, delays in construction and permitting of new stores and other projects.

Our primary working capital requirements are for the purchase of merchandise inventories, payroll, store rent associated with our operating leases, other store operating costs, distribution costs, and general and administrative costs. Our working capital requirements fluctuate during the year, rising in our third fiscal quarter as we increase quantities of inventory in anticipation of our peak holiday sales season in our fourth fiscal quarter. Fluctuations in working capital are also driven by the timing of new store openings.

### [Table of Contents](#)

Historically, we have funded our capital expenditures and working capital requirements during the fiscal year with cash flows from operations.

A financial instrument which potentially subjects the Company to a concentration of credit risk is cash. Ollie’s currently maintains its day-to-day operating cash balances with major financial institutions. The Company’s operating cash balances are in excess of the Federal Deposit Insurance Corporation (“FDIC”) insurance limit. From time to time, Ollie’s invests temporary excess cash in overnight investments with expected minimal volatility, such as money market funds. Although the Company maintains balances which exceed the FDIC insured limit, it has not experienced any losses related to these balances.

We believe our cash and cash equivalents and short-term investments position, net cash provided by operating activities and availability under our Revolving Credit Facility will be adequate to finance our planned capital expenditures, working capital requirements, debt service and other financing activities over the next 12 months. If cash provided by operating activities and borrowings under our Revolving Credit Facility are not sufficient or available to meet our capital requirements, we will then be required to obtain additional equity or debt financing in the future. There can be no assurance equity or debt financing will be available to us when needed or, if available, the terms will be satisfactory to us and not dilutive to our then-current stockholders.

### Share Repurchase Program

Between December 15, 2020, and November 30, 2023, the Company’s Board of Directors approved and authorized the repurchase of up to \$400.0 million of shares of the Company’s common stock through three separate approvals, set to expire March 31, 2026. On March 19, 2025, the Company’s Board of Directors approved a new share repurchase authorization of an additional \$300.0 million of the Company’s outstanding common stock, effective through March 31, 2029. The shares to be repurchased may be purchased from time to time in open market conditions (including blocks), privately negotiated transactions, accelerated share repurchase programs or other derivative transactions, issuer self-tender offers or any combination of the foregoing. The timing of repurchases and the actual amount purchased will depend on a variety of factors, including the market price of our shares, general market, economic and business conditions, and other corporate considerations. Repurchases may be made pursuant to plans intended to comply with Rule 10b5-1 under the Securities Exchange Act of 1934, which could allow us to purchase our shares during periods when we otherwise might be prevented from doing so under insider trading laws or because of self-imposed trading blackout periods. Repurchases are expected to be funded from cash on hand or through the utilization of our Revolving Credit Facility. The repurchase authorization does not require the purchase of a specific number of shares and is subject to suspension or termination by our Board of Directors at any time.

During the first quarter of fiscal 2025, we repurchased 159,757 shares of our common stock for \$17.1 million, inclusive of transaction costs, pursuant to our share repurchase program. During the first quarter of fiscal 2024, we repurchased 336,934 shares of our common stock for \$25.0 million. These expenditures were funded by cash generated from operations. As of May 3, 2025, we had \$315.5 million remaining under our share repurchase authorization. There can be no assurances that any additional repurchases will be completed, or as to the timing or amount of any repurchases.

### [Table of Contents](#)

### Summary of Cash Flows

A summary of our cash flows from operating, investing, and financing activities is presented in the following table:

	<b>Thirteen weeks ended</b>	
	<b>May 3, 2025</b>	<b>May 4, 2024</b>
	(in thousands)	
Net cash provided by operating activities	\$ 28,702	\$ 40,184
Net cash used in investing activities	(18,266)	(68,515)
Net cash used in financing activities	(16,541)	(25,681)
Net decrease in cash and cash equivalents	<u>\$ (6,105)</u>	<u>\$ (54,012)</u>

### ***Cash Provided by Operating Activities***

Net cash provided by operating activities in the first quarter of fiscal 2025 was \$28.7 million as compared to net cash provided by operating activities of \$40.2 million in the first quarter of fiscal 2024. The decrease in net cash provided by operating activities in the first quarter of fiscal 2025 was primarily due to changes in working capital, most notably the timing of merchandise payments, partially offset by higher net income year over year.

### ***Cash Used in Investing Activities***

Net cash used in investing activities in the first quarters of fiscal 2025 and fiscal 2024 was \$18.3 million and \$68.5 million, respectively. The decrease in cash used in investing activities is primarily due to reduced net investment of investments in the first quarter of fiscal 2025 as compared to the first quarter of fiscal 2024. In the first quarter of fiscal 2025 purchases of investments were \$119.0 million offset with maturities of investments of \$127.4 million. In the first quarter of fiscal 2024, purchases of short-term investments were \$96.0 million offset with maturities of short-term investments of \$54.3 million.

### ***Cash Used in Financing Activities***

Net cash used in financing activities in the first quarters of fiscal 2025 and fiscal 2024 was \$16.5 million and \$25.7 million, respectively. The decrease in cash used in financing activities is primarily due to a decrease in the shares repurchased in the first quarter of fiscal 2025 of \$17.1 million compared to \$25.0 million in the first quarter of fiscal 2024, partially offset by an increase in the proceeds from stock option exercises and vesting of restricted stock of \$6.2 million in the first quarter of fiscal 2025 as compared with proceeds of \$2.5 million in the first quarter of 2024.

### **Contractual Obligations**

We enter into long-term contractual obligations and commitments in the normal course of business, primarily operating leases. Except as set forth in Note 4 of the accompanying unaudited condensed consolidated financial statements, there have been no material changes to our contractual obligations as disclosed in our Annual Report, other than those which occur in the ordinary course of business.

### **Off-Balance Sheet Arrangements**

We do not have any off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on our financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources that is material to investors.

### **Critical Accounting Policies and Estimates**

The preparation of financial statements in conformity with GAAP requires us to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues, expenses, and related disclosures. There have been no significant changes in the significant accounting policies and estimates.

27

---

[Table of Contents](#)

### **Recently Issued Accounting Pronouncements**

Not applicable.

## **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

### ***Interest Rate Risk***

We are subject to interest rate risk in connection with borrowings under our Revolving Credit Facility, which bears interest at variable rates. As of May 3, 2025, we had no outstanding variable rate debt.

As of May 3, 2025, there were no material changes in the market risks described in the “Quantitative and Qualitative Disclosure of Market Risks” section of our Annual Report.

### ***Impact of Inflation***

Our results of operations and financial condition are presented based on historical cost. While it is difficult to accurately measure the impact of inflation due to the imprecise nature of the estimates required, we believe the effects of inflation, if any, on our historical results of operations and financial condition have been immaterial. We cannot be assured that our results of operations and financial condition will not be materially impacted by inflation in the future.

## **ITEM 4. CONTROLS AND PROCEDURES**

### **Evaluation of Disclosure Controls and Procedures**

Our management has evaluated, under the supervision and with the participation of our Chief Executive Officer and Chief Financial Officer, the effectiveness of our disclosure controls and procedures, as defined in Rule 13(a)-15(e) of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), as of the end of the period covered by this Quarterly Report on Form 10-Q pursuant to Rule 13a-15(b) of the Exchange Act. Based on that evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that our disclosure controls and procedures as of the end of the period covered by this Quarterly Report on Form 10-Q are effective at a reasonable assurance level in ensuring that information required to be disclosed in our Exchange Act reports is: (1) recorded, processed, summarized and reported in a timely manner, and (2) accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure. Our management, including our Chief Executive Officer and Chief Financial Officer, does not expect that our disclosure controls and procedures will prevent or detect all errors and all fraud. While our disclosure controls and procedures are designed to provide reasonable assurance of their effectiveness, because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within the Company have been detected.

### **Changes in Internal Control over Financial Reporting**

There were no changes to our internal control over financial reporting during the first quarter of fiscal 2025 that have materially affected, or that are reasonably likely to materially affect, our internal control over financial reporting.

28

---

[Table of Contents](#)

## **PART II - OTHER INFORMATION**

### **ITEM 1. LEGAL PROCEEDINGS**

From time to time we may be involved in claims and legal actions that arise in the ordinary course of our business. We cannot predict the outcome of any litigation or suit to which we are a party. However, we do not believe that an unfavorable decision of any of the current claims or legal actions against us, individually or in

the aggregate, will have a material adverse effect on our financial position, results of operations, liquidity or capital resources.

## ITEM 1A. RISK FACTORS

See Item 1A in our Annual Report for a detailed description of risk factors affecting the Company. There have been no material changes from the risk factors previously disclosed in that filing.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

### Information on Share Repurchases

Information regarding shares of common stock the Company repurchased during the thirteen weeks ended May 3, 2025 is as follows:

Period	Total number of shares repurchased <sup>(1)</sup>	Average price paid per share <sup>(2)</sup>	Total number of shares purchased as part of publicly announced plans or programs <sup>(3)</sup>	Approximate dollar value of shares that may yet be purchased under the plans or programs <sup>(3)</sup>
February 2, 2025 through March 1, 2025	51,499	103.81	51,499	\$ 27,263,134
March 2, 2025 through April 5, 2025	62,851	106.95	62,851	\$ 320,525,359
April 6, 2025 through May 3, 2025	45,407	109.01	45,407	\$ 315,539,207
Total	<u>159,757</u>		<u>159,757</u>	

(1) Consists of shares repurchased under the publicly announced share repurchase program.

(2) Includes commissions for the shares repurchased under the share repurchase program.

(3) Between December 15, 2020, and November 30, 2023, the Company's Board of Directors approved and authorized the repurchase of up to \$400.0 million of shares of the Company's common stock through three separate approvals, set to expire March 31, 2026. On March 19, 2025, the Company's Board of Directors approved a new share repurchase authorization of an additional \$300.0 million of the Company's outstanding common stock, effective through March 31, 2029. Shares to be repurchased are subject to the same considerations regarding timing and amount of repurchases as the initial authorization. As of May 3, 2025, the Company had \$315.5 million remaining under its share repurchase program. For further discussion on the share repurchase program, see "Part I, Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations, Liquidity and Capital Resources, Share Repurchase Program."

## ITEM 5. OTHER INFORMATION

### Trading Arrangements of Directors and Executive Officers

During the quarter ended May 3, 2025, no director or officer of the Company entered into, modified, or terminated a "Rule 10b5-1(c) trading arrangement" or "non-Rule 10b5-1 trading arrangement," as each term is defined in item 408(a) of Regulation S-K.

[Table of Contents](#)

## ITEM 6. EXHIBITS

Exhibit No.	Description of Exhibits
<a href="#">*31.1</a>	Certification of Chief Executive Officer pursuant to Rule 13a-14(a) or 15d-14(a) of the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
<a href="#">*31.2</a>	Certification of Chief Financial Officer pursuant to Rule 13a-14(a) or 15d-14(a) of the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
<a href="#">*32.1</a>	Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
<a href="#">*32.2</a>	Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
**101.INS	Inline XBRL Instance Document (the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document).
**101.SCH	Inline XBRL Taxonomy Extension Schema Document.
**101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document.
**101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document.
**101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document.
**101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document.
**104	Cover Page Interactive Data File (formatted as inline XBRL and contained in Exhibit 101).

† Previously filed.

\* Filed herewith.

[Table of Contents](#)

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**OLLIE'S BARGAIN OUTLET HOLDINGS, INC.**

Date: June 3, 2025

/s/ Robert Helm \_\_\_\_\_

Robert Helm  
Executive Vice President and Chief Financial Officer  
(Principal Financial and Accounting Officer)

**CERTIFICATIONS**

I, Eric van der Valk, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Ollie's Bargain Outlet Holdings, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: June 3, 2025

/s/ Eric van der Valk  
Eric van der Valk  
Chief Executive Officer  
(Principal Executive Officer)

---

**CERTIFICATIONS**

I, Robert Helm, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Ollie's Bargain Outlet Holdings, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: June 3, 2025

/s/ Robert Helm  
Robert Helm  
Executive Vice President and Chief Financial Officer  
(Principal Financial Officer)

---

**CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the quarterly report of Ollie's Bargain Outlet Holdings, Inc. (the "Company") on Form 10-Q for the quarter ended May 3, 2025, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Eric van der Valk, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, adopted pursuant to §906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: June 3, 2025

/s/ Eric van der Valk

Eric van der Valk  
Chief Executive Officer

---

**CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the quarterly report of Ollie's Bargain Outlet Holdings, Inc. (the "Company") on Form 10-Q for the quarter ended May 3, 2025, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Robert Helm, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, adopted pursuant to §906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: June 3, 2025

/s/ Robert Helm

Robert Helm

Executive Vice President and Chief Financial Officer

---

