#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

#### FORM 8-K

#### CURRENT REPORT Pursuant to Section 13 or 15(d)

of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 9, 2014

#### **DESTINATION XL GROUP, INC.**

(Exact Name of Registrant as Specified in its Charter)

Delaware (State or Other Jurisdiction of Incorporation) 01-34219 (Commission File Number)

(781) 828-9300 (Registrant's telephone number, including area code) 04-2623104 (I.R.S. Employer Identification No.)

555 Turnpike Street, Canton, Massachusetts (Address of Principal Executive Offices)

02021 (Zip Code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction

A.2. below):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

D Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 -Regulation FD Disclosure

The Company will be presenting a slide presentation to various investment groups at upcoming investor conferences beginning September 9, 2014. A copy of the slides is attached to this report as Exhibit 99.1 and is incorporated by reference herein.

One of the slides includes financial information not prepared in accordance with generally accepted accounting principles ("Non-GAAP Financial Measures"). The Company believes that the non-GAAP measures are useful as an additional means for investors to evaluate the Company's operating results, when reviewed in conjunction with the Company's GAAP financial statements. A reconciliation of the Non-GAAP Financial Measures to financial information prepared in accordance with generally accepted accounting principles ("GAAP"), as required by Regulation G, is included as Appendix A to the investor presentation.

The full slide presentation is available on the investor relations page of the Company's website at www.destinationxl.com.

The slides contained in the exhibit include statements intended as "forward-looking statements," which are subject to the cautionary statement about forward-looking statements set forth in the exhibit. The additional slides are being furnished, not filed, pursuant to Regulation FD. Accordingly, the slides will not be incorporated by reference into any registration statement filed by the Company under the Securities Act of 1933, as amended, unless specifically identified therein as being incorporated therein by reference. The furnishing of these slides is not intended to, and does not, constitute a determination or admission by the Company that the information in the slide presentation is material or complete, or that investors should consider this information before making an investment decision with respect to the Company.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

 Exhibit
 Description

 99.1
 Investor Presentation dated September 2014.

#### SIGNATURE

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

DESTINATION XL GROUP, INC.

By: /s/ Robert S. Molog Name: Robert S. Molloy Title: Senior Vice President, General Counsel and Secretary

Date: September 9, 2014



September 2014 Investor Presentation

#### FORWARD LOOKING STATEMENTS AND NON-GAAP MEASURES

#### Forward Looking Statements:

Certain information contained in this presentation, including, but not limited to, future store projections of sales per square foot, gross margin, occupancy and selling, general administrative expenses as well four-wall cash flow, constitute forward-looking statements under the federal securities laws. The discussion of forward-looking information requires management of the Company to make certain estimates and assumptions regarding the Company's strategic direction and the effect of such plans on the Company's financial results. Such forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from those indicated. Such risks and uncertainties may include, but are not limited to: the failure to implement the Company's business plan for increased profitability and growth in the Company's retail stores sales and direct-to-consumer business, the failure to achieve improvement in the Company's competitive position, changes in or miscalculation of fashion trends, extreme or unseasonable weather conditions, economic downturns, a weakness in overall consumer demand, trade and security restrictions and political or financial instability in countries where goods are manufactured, increases in raw material costs from inflation and other factors, the interruption of merchandise flow from the Company's distribution facility, competitive pressures, and the adverse effects of natural disasters, war, acts of terrorism or threats of either, or other armed conflict, on the United States and international economies. These, and other risks and uncertainties, are detailed in the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission for the fiscal year ended February 1, 2014 filed on March 17, 2014 and other Company filings with the Securities and Exchange Commission. The Company assumes no duty to update or revise its forward-looking statements even if experience or future changes make it clear that any projected results expressed or implied therein will not be realized.

#### Non-GAAP Measures:

Adjusted Net Loss, Adjusted Net Loss Per Diluted Share, EBITDA, Adjusted EBITDA, EBITDA Margin and Adjusted EBITDA Margin are non-GAAP measures. The Company believes that these non-GAAP measures are useful as additional means for investors to evaluate the Company's operating results, when reviewed in conjunction with the Company's GAAP financial statements. Please see Appendix A for additional information concerning these non-GAAP measures and a reconciliation to their respective GAAP measures.



## LARGEST MEN'S B&T SPECIALTY RETAILER



354

Total stores

80% - 85%

**Retail sales** 

15% - 20%

**Direct sales** 

DXL



**40 million** Addressable market

**1.4 million** Active customers

> **90%** Enrolled in loyalty program

Destination XL Group, Inc.



**15** Private label brands

> **40** Name brands

**20** Exclusive brands

# **UNIQUE CUSTOMER**

Not determined by demographic

Males of all ages with a waist size 40" and greater

Values convenience, comfort, selection and fit over price

Desires a good, better, best array of product assortments in all primary lifestyles





## **TRANSFORMING OUR BRAND**

#### Began transformation to DXL brand in 2010 to provide customers with a one-stop shopping destination and grow the business







**Opportunity for Growth** 

Capture greater wallet share Attract broader customer audience Target end-of-rack<sup>1</sup> customers

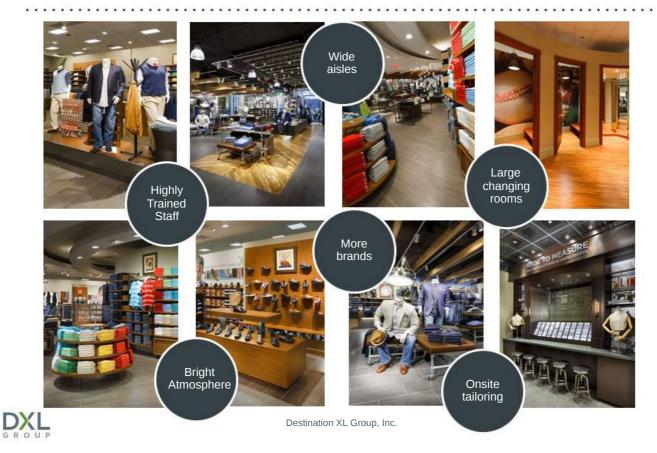
Leverage website to drive sales



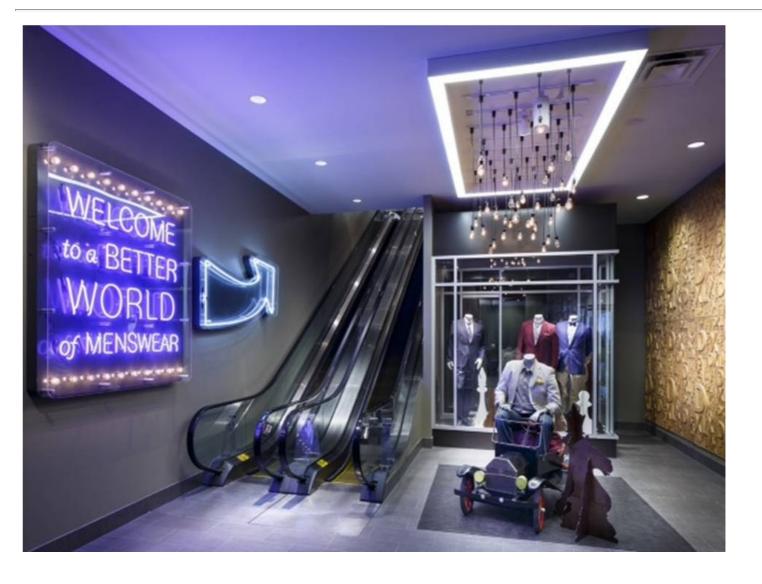
<sup>1</sup>Waist sizes 40 to 46 inches



#### **ONE-STOP SHOPPING AT ITS BEST**









# LARGE SELECTION OF NAME BRANDS













Tommy Bahama.



RALPH LAUREN



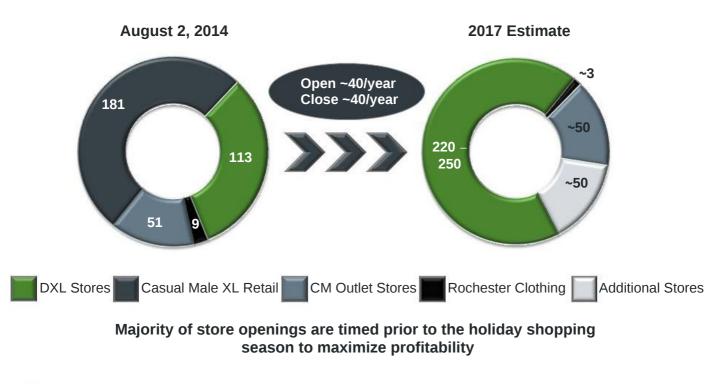
DXL

TOMMY **T**HILFIGER

Jucky Brand

Destination XL Group, Inc.

### **COMPLETE DXL STORE ROLL-OUT IN 2017**





Destination XL Group, Inc.

11

.....

#### **SQUARE FOOTAGE COMPOSITION**



DXL stores will account for the majority of square footage by end of fiscal 2017 Total square footage to increase 10% to 25% by end of fiscal 2017



Destination XL Group, Inc.

12

. . . . . . . . .

## **IMPROVED PROFITABILITY AT MATURITY**

DXL Year 11DXL Year 21DXL Year 31DXL Year 42DXL Year 42Sales per square foot\$150\$170\$190\$205\$220Gross margin, net of occupancy costs42.0%44.0%45.0%46.0%47.0%SG&A as a % of sales26.0%22.0%21.0%21.0%20.0%Four-wall cash flow16.0%22.0%24.0%25.0%27.0%Build out costs\$75 </th <th></th> <th></th> <th colspan="2"></th>						
Sales per square foot       \$150       \$170       \$190       \$205       \$220         Gross margin, net of occupancy costs       42.0%       44.0%       45.0%       46.0%       47.0%         SG&A as a % of sales       26.0%       22.0%       21.0%       21.0%       20.0%       27.0%         Four-wall cash flow       16.0%       22.0%       24.0%       25.0%       27.0%			DXL Year 2 <sup>1</sup>	DXL Year 3 <sup>1</sup>	2	DXL Year 5 <sup>2</sup>
occupancy costs       42.0%       44.0%       45.0%       46.0%       47.0%         SG&A as a % of sales       26.0%       22.0%       21.0%       21.0%       20.0%         Four-wall cash flow       16.0%       22.0%       24.0%       25.0%       27.0%	Sales per square foot	\$150		\$190	\$205	\$220
Four-wall cash flow         16.0%         22.0%         24.0%         25.0%         27.0%	_	42.0%	44.0%	45.0%	46.0%	47.0%
	SG&A as a % of sales	26.0%	22.0%	21.0%	21.0%	20.0%
Build out costs \$75	Four-wall cash flow	16.0%	22.0%	24.0%	25.0%	27.0%
<sup>1</sup> Average store results	-	\$75				

<sup>1</sup>Average store results <sup>2</sup>Average store pro forma

. . . . . . . . . .



Destination XL Group, Inc.

### DXL 5K STORES DRIVE PROFITABILITY

Introduced 5,000 square foot store concept in Q2 2014, which increased opportunity for continued store growth by ~50 more stores

Lowers cap ex and occupancy costs by 25% as compared to a 7,000 sq. ft. store

Penetrate smaller markets, where the economics of a full-size DXL would not work, and certain larger markets that warrant an additional presence due to geographical considerations

Economics of a 5,000 square foot DXL in year one in a sample market with expected annual sales of ~\$800K:

Sales per square foot	\$160
Gross margin, net of occupancy costs	45.5%
SG&A as a % of sales	30.5%
Four-wall cash flow	15.0%
Build out costs	\$80



# **INCREASING RETURN ON INVESTMENT**

Achieving stronger return on investment in first year with smaller store sizes





	Per Square Foot				
	Average Sq. Ft. <sup>1</sup>	Year One Sales <sup>1</sup>	Year One 4-Wall Cash Flow <sup>1</sup>	ROI <sup>1,2</sup>	
2010 – 2012 (48 stores)	9,590	\$151	\$22	30.0%	
2013 (51 stores)	8,441	\$145	\$25	38.0%	
2014 (40 stores)	7,428	\$153	\$26	42.0%	
<sup>1</sup> Average store results					

<sup>2</sup>ROI is defined as the internal rate of return calculated on a store four-wall basis over 5 years



Destination XL Group, Inc.

15

. . . . . . . . . . .

### SUCCESSFUL DXL MARKETING CAMPAIGNS





Since first flight launched (Q2 2014 vs. Q2 2013):

+6.5% Traffic +13.1% Transactions

+6.2% Retail Conversion +5.6% Web Conversion

Destination XL Group, Inc.

+7.6% End-of-Rack

+11.0% Customer Count



## **DRIVING TRAFFIC TO DXL STORES**



# CONVERTING THE CASUAL MALE CUSTOMER

# Begin promoting new DXL store at ambassador Casual Male XL stores 6 months prior to closing



Greater conversion rate of Casual Male XL customers in Spring 2014 than Spring 2013



**Extending leases at certain Casual Male XL locations** 



Destination XL Group, Inc.

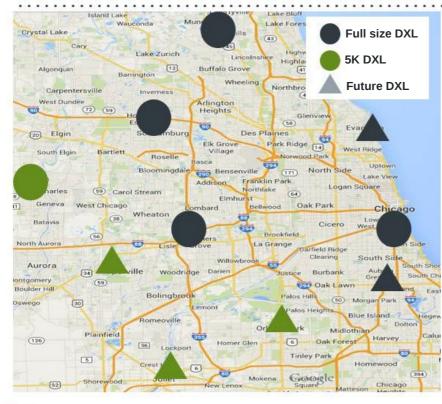
# FALL 2014 MARKETING CAMPAIGN

Commence campaign two weeks later than prior year Will run from mid-October through mid-December Aligned with peak holiday selling season and targeting gift givers Greater quality of program for ad placement (NFL, ESPN, Prime Time) Increased media presence for Thanksgiving week to mid-December Implement a "lead into the weekend" strategy





#### **GREATER PRESENCE IN METRO MARKETS**

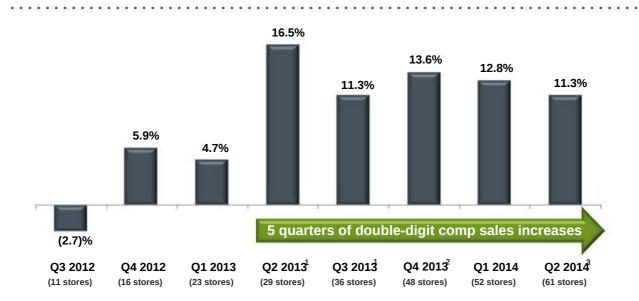


Customers typically willing to drive up to 20 miles to shop at DXL

Chicago metro market large enough for multiple full-sized and 5K DXL stores

Prior to conversion, there were 19 Casual Male XL stores that serviced this market

#### **IMPRESSIVE DOUBLE-DIGIT COMP SALES**



<sup>1</sup>Spring marketing campaign ran from 5/5/13 to 6/14/13 <sup>2</sup>Fall marketing campaign ran from 9/28/13 to 11/23/13 <sup>3</sup>Spring marketing campaign ran from 4/27/14 to 6/14/14



Destination XL Group, Inc.

# **IMPROVING DIRECT BUSINESS**

Eliminated catalog circulation in May 2013

# Improved website functionality

#### **Omnichannel retailer**

- •Ship to store
- •Preferred delivery
- •Store inventory available online
- •Free shipping on orders above \$100
- Mobile coming soon

# Increased digital display marketing

Stronger promotional cadence







#### FINANCIAL PERFORMANCE

# **Q2 2014 SALES HIGHLIGHTS**



Destination XL Group, Inc.

24

### SALES AND GROSS MARGINS

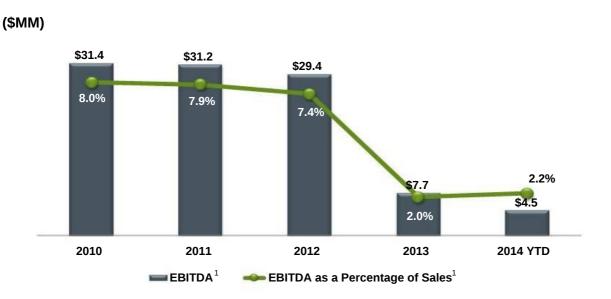


#### Strong gross margins provide opportunity for significant sales leverage



Destination XL Group, Inc.

#### **EBITDA & EBITDA MARGIN**



<sup>1</sup>EBITDA, Adjusted EBITDA, EBITDA Margin and Adjusted EBITDA Margin are non-GAAP measures. The above Adjusted EBITDA for fiscal 2011 excludes a trademark impairment charge of \$23.1 million. For additional information about these non-GAAP measures, including a reconciliation to their respective GAAP measures, see Appendix A attached to this presentation.

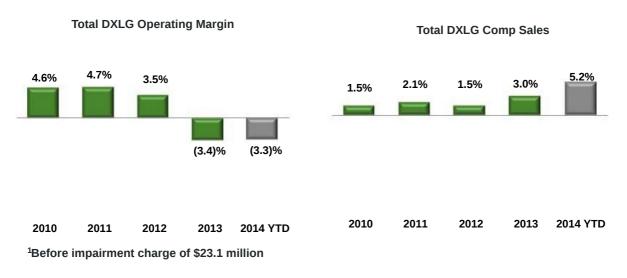


Destination XL Group, Inc.

. . . . . . . . . . . .

#### **OPERATING MARGIN & COMPARABLE SALES**

#### (continuing operations)



#### Focus on improving operating margins through greater DXL sales



Destination XL Group, Inc.

27

. . . . . .

...........

#### **INCREASING SG&A WITH DXL ROLL-OUT**







Destination XL Group, Inc.

28

. . . . . . . . .

#### SOLID BALANCE SHEET

(\$MM)

	2010	2011	2012	2013	Q2 2014
Inventory	\$92.9	\$104.2	\$104.2	\$105.6	\$116.0
Net borrowings under revolver	\$0	\$0	\$0	\$9.0	\$25.7
Cash on hand	\$4.1	\$10.4	\$8.2	\$4.5	\$5.6
Fixed term loan	\$0	\$0	\$0	\$16.7	\$22.6

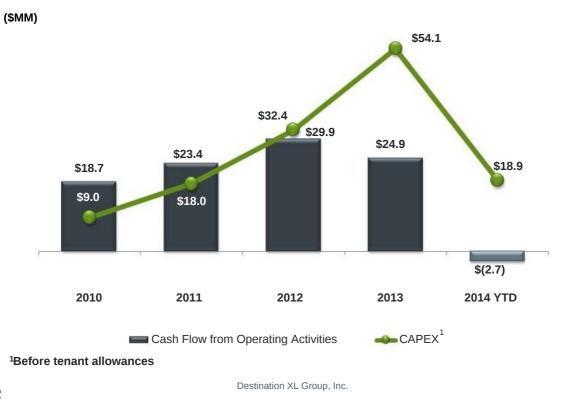
\_ \_

Unused excess availability under credit facility at August 2, 2014 was \$71.0 million



Destination XL Group, Inc.

### **CASH FLOW & CAPITAL EXPENDITURES**





30

.....

# **DXLG INVESTMENT HIGHLIGHTS**

Transformation to DXL concept creates compelling investment opportunity

Significant market share/sales growth opportunity

Strong gross margins

Ability to significantly improve operating margins

Solid balance sheet with borrowing capacity



Destination XL Group, Inc.

#### **NON-GAAP RECONCILIATION**

- In addition to Operating Income (Loss) determined in accordance with United States Generally Accepted Accounting Principles (GAAP), the Company uses certain non-GAAP financial measures, such as "EBITDA," "Adjusted EBITDA, "EBITDA Margin" and "Adjusted EBITDA Margin" in assessing its operating performance. The Company believes that these non-GAAP measures serve as appropriate measures to be used in evaluating the performance of its business.
- The Company defines EBITDA as Operating Income (Loss) before Depreciation and Amortization. In addition, Adjusted EBITDA for fiscal 2011 excludes the impact of a non-recurring trademark impairment charge. The Company defines EBITDA Margin and Adjusted EBITDA Margin as EBITDA or Adjusted EBITDA divided by Sales.
- EBITDA and Adjusted EBITDA as defined by the Company may not be comparable to similarly titled measures reported by other companies. The Company does not intend for non-GAAP financial measures to be considered in isolation or as a substitute for other measures prepared in accordance with GAAP.
- The following table provides a reconciliation of Operating Income (Loss), on a GAAP basis, to EBITDA and Adjusted EBITDA, on a non-GAAP basis (in millions, except percentages)

Fiscal year:	2010	2011	2012	2013	2014 YTD
Sales	\$ 392.0	\$ 395.9	\$ 399.6	\$ 388.0	\$ 200.5
Operating Income (Loss), GAAP Basis	\$ 18.2	\$ (4.4)	\$ 13.9	\$ (13.1)	\$ (6.6)
Add back:					
Depreciation and Amortization	\$ 13.2	\$ 12.5	\$ 15.5	\$ 20.8	\$ 11.1
EBITDA	\$ 31.4	\$ 8.1	\$ 29.4	\$ 7.7	\$ 4.5
Adjustment for Trademark Impairment	-	\$ 23.1	-	-	-
ADJUSTED EBITDA	-	\$ 31.2	-	-	-
EBITDA MARGIN	8.0%	2.0%	7.4%	2.0%	2.2%
ADJUSTED EBITDA MARGIN		7.9%			



#### **INVESTOR CONTACT**

#### **Jeffrey Unger**

V. P. Investor Relations Destination XL Group, Inc. <u>jeffunger@usa.net</u> 561-482-9715 (0)561-543-9806 (c) www.DestinationXL.com



Destination XL Group, Inc.