

PETMED EXPRESS INC  
Form 10-Q  
July 28, 2015

**UNITED STATES**

**SECURITIES AND EXCHANGE COMMISSION**

**Washington D.C. 20549**

**FORM 10-Q**

**(Mark One)**

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

For the quarterly period ended June 30, 2015

or

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

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

**Commission file number: 000-28827**

**PETMED EXPRESS, INC.**

(Exact name of registrant as specified in its charter)

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**FLORIDA**                      **65-0680967**  
(State or other jurisdiction of (I.R.S. Employer

incorporation or organization) Identification No.)

**1441 S.W. 29<sup>th</sup> Avenue, Pompano Beach, Florida 33069**

(Address of principal executive offices, including zip code)

**(954) 979-5995**

(Registrant's telephone number, including area code)

**N/A**

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes    No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 229.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes    No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting

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company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if smaller reporting company)

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

Yes No

Indicate the number of shares outstanding of each of the issuer’s classes of common stock, as of the latest practicable date: 20,330,842 Common Shares, \$.001 par value per share at July 28, 2015.

**PART I - FINANCIAL INFORMATION****ITEM 1. FINANCIAL STATEMENTS.****PETMED EXPRESS, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED BALANCE SHEETS****(In thousands)**

|   | <b>June 30,<br/>2015<br/>(Unaudited)</b> | <b>March<br/>31,<br/>2015</b> |
|---|--|-------------------------------|
| <b><u>ASSETS</u></b>  |  |                               |
| Current assets:   |  |                               |
| Cash and cash equivalents   | \$ 42,685                                | \$ 35,613                     |
| Short term investments - available for sale   | 15,572                                   | 15,591                        |
| Accounts receivable, less allowance for doubtful accounts of \$23 and \$8, respectively | 3,089                                    | 1,931                         |
| Inventories - finished goods  | 27,220                                   | 25,068                        |
| Prepaid expenses and other current assets   | 1,541                                    | 1,380                         |
| Deferred tax assets   | 938                                      | 817                           |
| Total current assets  | 91,045                                   | 80,400                        |
| Noncurrent assets:  |  |                               |
| Property and equipment, net   | 1,488                                    | 1,569                         |
| Intangible assets   | 860                                      | 860                           |
| Deferred tax assets   | 50                                       | 23                            |
| Total assets  | \$ 93,443                                | \$ 82,852                     |
| <b><u>LIABILITIES AND SHAREHOLDERS' EQUITY</u></b>                                      |  |                               |
| Current liabilities:  |  |                               |
| Accounts payable  | \$ 9,980                                 | \$ 5,153                      |
| Accrued expenses and other current liabilities  | 2,229                                    | 2,214                         |
| Income taxes payable  | 3,352                                    | 50                            |
| Total liabilities   | 15,561                                   | 7,417                         |
| Commitments and contingencies   |  |                               |

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Shareholders' equity:

|  |           |          |
|--|-----------|----------|
| Preferred stock, \$.001 par value, 5,000 shares authorized; 3 convertible shares issued and outstanding with a liquidation preference of \$4 per share | 9         | 9        |
| Common stock, \$.001 par value, 40,000 shares authorized; 20,259 and 20,262 shares issued and outstanding, respectively                                | 20        | 20       |
| Additional paid-in capital   | 3,488     | 3,117    |
| Retained earnings  | 74,454    | 72,343   |
| Accumulated other comprehensive loss   | (89 )     | (54 )    |
| Total shareholders' equity   | 77,882    | 75,435   |
| Total liabilities and shareholders' equity   | \$ 93,443 | \$82,852 |

See accompanying notes to condensed consolidated financial statements.

**PETMED EXPRESS, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME****(In thousands, except for per share amounts)(Unaudited)**

|  | <b>Three Months<br/>Ended<br/>June 30,<br/>2015      2014</b> |          |
|--|---|----------|
| Sales  | \$71,634  | \$72,541 |
| Cost of sales  | 48,668  | 48,769   |
| Gross profit   | 22,966  | 23,772   |
| Operating expenses:  |   |          |
| General and administrative                                     | 5,799   | 5,875    |
| Advertising  | 7,885   | 9,896    |
| Depreciation   | 191   | 163      |
| Total operating expenses                                       | 13,875  | 15,934   |
| Income from operations   | 9,091   | 7,838    |
| Other income (expense):  |   |          |
| Interest income, net   | 50  | 44       |
| Other, net   | (4 )  | 9        |
| Total other income   | 46  | 53       |
| Income before provision for income taxes                       | 9,137   | 7,891    |
| Provision for income taxes                                     | 3,380   | 2,918    |
| Net income   | \$5,757   | \$4,973  |
| Net change in unrealized gain (loss) on short term investments | (35 )   | 8        |
| Comprehensive income   | \$5,722   | \$4,981  |
| Net income per common share:                                   |   |          |
| Basic  | \$0.29  | \$0.25   |
| Diluted  | \$0.29  | \$0.25   |
| Weighted average number of common shares outstanding:          |   |          |
| Basic  | 20,074  | 19,961   |

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|  |        |        |
|--|--------|--------|
| Diluted                                  | 20,198 | 20,092 |
| Cash dividends declared per common share | \$0.18 | \$0.17 |

See accompanying notes to condensed consolidated financial statements.

**PETMED EXPRESS, INC. AND SUBSIDIARIES****condensed consolidated statements of cash flows****(In thousands)(Unaudited)**

|   | <b>Three Months<br/>Ended<br/>June 30,</b> |             |
|---|--|-------------|
|   | <b>2015</b>                                | <b>2014</b> |
| <b>Cash flows from operating activities:</b>                                      |  |             |
| Net income  | \$5,757                                    | \$4,973     |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |             |
| Depreciation  | 191  | 163         |
| Share based compensation  | 371  | 373         |
| Deferred income taxes   | (148 )                                     | (90 )       |
| Bad debt expense  | 168  | 17          |
| (Increase) decrease in operating assets and increase (decrease) in liabilities:   |  |             |
| Accounts receivable   | (1,326 )                                   | 146         |
| Inventories - finished goods  | (2,152 )                                   | 2,840       |
| Prepaid income taxes  | -  | 54          |
| Prepaid expenses and other current assets   | (161 )                                     | 27          |
| Accounts payable  | 4,827                                      | 2,821       |
| Income taxes payable  | 3,302                                      | 2,889       |
| Accrued expenses and other current liabilities                                    | (18 )                                      | 44          |
| Net cash provided by operating activities   | 10,811                                     | 14,257      |
| <b>Cash flows from investing activities:</b>                                      |  |             |
| Net change in investments   | (16 )                                      | (20 )       |
| Purchases of property and equipment   | (110 )                                     | (6 )        |
| Net cash used in investing activities   | (126 )                                     | (26 )       |
| <b>Cash flows from financing activities:</b>                                      |  |             |
| Dividends paid  | (3,613 )                                   | (3,395 )    |
| Net cash used in financing activities   | (3,613 )                                   | (3,395 )    |
| Net increase in cash and cash equivalents   | 7,072                                      | 10,836      |
| Cash and cash equivalents, at beginning of period                                 | 35,613                                     | 18,305      |
| Cash and cash equivalents, at end of period                                       | \$42,685                                   | \$29,141    |
| <b>Supplemental disclosure of cash flow information:</b>                          |  |             |
| Cash paid for income taxes  | \$226                                      | \$66        |



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|                                       |       |       |
|---------------------------------------|-------|-------|
| Dividends payable in accrued expenses | \$245 | \$300 |
|---------------------------------------|-------|-------|

See accompanying notes to condensed consolidated financial statements.

3

**PETMED EXPRESS, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**(Unaudited)**

**Note 1: Summary of Significant Accounting Policies**

Organization

PetMed Express, Inc. and subsidiaries, d/b/a 1-800-PetMeds (the “Company”), is a leading nationwide pet pharmacy. The Company markets prescription and non-prescription pet medications, health products, and supplies for dogs and cats, direct to the consumer. The Company offers consumers an attractive alternative for obtaining pet medications in terms of convenience, price, and speed of delivery. The Company markets its products through national television, online, and direct mail/print advertising campaigns, which aim to increase the recognition of the “1-800-PetMeds” brand name, and “PetMeds” family of trademarks, increase traffic on its website at [www.1800petmeds.com](http://www.1800petmeds.com), acquire new customers, and maximize repeat purchases. The majority of the Company’s sales are to residents in the United States. The Company’s executive offices are located in Pompano Beach, Florida. The Company’s fiscal year end is March 31, and references herein to Fiscal 2016 or Fiscal 2015 refer to the Company's fiscal years ending March 31, 2016 and 2015, respectively.

Basis of Presentation and Consolidation

The accompanying unaudited Condensed Consolidated Financial Statements have been prepared in accordance with the instructions to Form 10-Q and, therefore, do not include all of the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of management, the accompanying Condensed Consolidated Financial Statements contain all adjustments, consisting of normal recurring accruals, necessary to present fairly the financial position of the Company at June 30, 2015, the Statements of Comprehensive Income for the three months ended June 30, 2015 and 2014, and Cash Flows for the three months ended June 30, 2015 and 2014. The results of operations for the three months ended June 30, 2015 are not necessarily indicative of the operating results expected for the fiscal year ending March 31, 2016. These financial statements should be read in conjunction with the financial statements and notes thereto contained in the Company’s annual report on Form 10-K for the fiscal year ended March 31, 2015. The Condensed Consolidated Financial Statements include the accounts of PetMed Express, Inc. and its wholly owned subsidiaries. All significant intercompany transactions have been eliminated upon consolidation.

#### Use of Estimates

The preparation of Condensed Consolidated Financial Statements in conformity with accounting principles generally accepted in the United States of America 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.

#### Fair Value of Financial Instruments

The carrying amounts of the Company's cash and cash equivalents, short term investments, accounts receivable, and accounts payable approximate fair value due to the short-term nature of these instruments.

#### Recent Accounting Pronouncements

The Company does not believe that any recently issued, but not yet effective, accounting standards, if currently adopted, will have a material effect on the Company's consolidated financial position, results of operations, or cash flows.

**Note 2: Net Income Per Share**

In accordance with the provisions of ASC Topic 260 ("*Earnings Per Share*") basic net income per share is computed by dividing net income available to common shareholders by the weighted average number of common shares outstanding during the period. Diluted net income per common share includes the dilutive effect of potential restricted stock and the effects of the potential conversion of preferred shares, calculated using the treasury stock method. Unvested restricted stock and convertible preferred shares issued by the Company represent the only dilutive effect reflected in the diluted weighted average shares outstanding.

The following is a reconciliation of the numerators and denominators of the basic and diluted net income per share computations for the periods presented (in thousands, except for per share amounts):

|  | <b>Three Months Ended June 30,</b> |             |
|--|------------------------------------|-------------|
|  | <b>2015</b>                        | <b>2014</b> |
| Net income (numerator):  |                                    |             |
| Net income   | \$ 5,757                           | \$ 4,973    |
| Shares (denominator):  |                                    |             |
| Weighted average number of common shares outstanding used in basic computation | 20,074                             | 19,961      |
| Common shares issuable upon vesting of restricted stock                        | 114                                | 121         |
| Common shares issuable upon conversion of preferred shares                     | 10                                 | 10          |
| Shares used in diluted computation   | 20,198                             | 20,092      |
| Net income per common share:   |                                    |             |
| Basic  | \$ 0.29                            | \$ 0.25     |
| Diluted  | \$ 0.29                            | \$ 0.25     |

At June 30, 2015 and 2014, all common restricted stock was included in the diluted net income per common share computation.

**Note 3: Accounting for Stock-Based Compensation**

The Company records compensation expense associated with restricted stock in accordance with ASC Topic 718 (“*Share Based Payment*”). The Company adopted the modified prospective transition method provided under ASC Topic 718. The compensation expense related to all of the Company’s stock-based compensation arrangements is recorded as a component of general and administrative expenses.

The Company had 770,713 restricted common shares issued under the 2006 Employee Equity Compensation Restricted Stock Plan (“Employee Plan”) and 242,000 restricted common shares issued under the 2006 Outside Director Equity Compensation Restricted Stock Plan (“Director Plan”) at June 30, 2015, all shares of which were issued subject to a restriction or forfeiture period which lapse ratably on the first, second, and third anniversaries of the date of grant, and the fair value of which is being amortized over the three-year restriction period. The Company did not issue any shares of restricted stock during the quarter. For the quarters ended June 30, 2015 and 2014, the Company recognized \$371,000 and \$373,000, respectively, of compensation expense related to the Employee Plan and Director Plan. At June 30, 2015 and 2014, there was \$1.5 million and \$2.1 million of unrecognized compensation cost related to the non-vested restricted stock awards, respectively, which is expected to be recognized over the next three years.

#### **Note 4: Short Term Investments**

The Company’s short term investment balance consists of short term bond mutual funds. In accordance with ASC Topic 320 (“*Accounting for Certain Investments in Debt and Equity Securities*”), short term investments are accounted for as available for sale securities with any changes in fair value to be reflected in other comprehensive income. The Company had a short term investments balance of \$15.6 million as of both June 30, 2015 and March 31, 2015.

**Note 5: Fair Value**

The Company carries various assets and liabilities at fair value in the Condensed Consolidated Balance Sheets. Fair value is defined as an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. As such, fair value is a market-based measurement that should be determined based on assumptions that market participants would use in pricing an asset or a liability. ASC Topic 820 establishes a three-tier fair value hierarchy, which prioritizes the inputs used in the valuation methodologies in measuring fair value:

Level 1 - Observable inputs that reflect quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 - Include other inputs that are directly or indirectly observable in the marketplace.

Level 3 - Unobservable inputs which are supported by little or no market activity.

The fair value hierarchy also requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The Company's cash equivalents and short term investments are classified within Level 1. Assets and liabilities measured at fair value are summarized below:

| (In thousands)                                    | June<br>30,<br>2015 | Fair Value Measurement at June 30, 2015 Using                              |   |  |
|---|---------------------|--|---|--|
|   |                     | Quoted Prices<br>in Active<br>Markets for<br>Identical Assets<br>(Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) |
| Assets:   |                     |  |   |  |
| Cash and cash equivalents -<br>money market funds | \$42,685            | \$ 42,685  | \$ -  | \$ -   |
| Short term investments -<br>bond mutual funds     | 15,572              | 15,572   | -   | -  |
|   | \$58,257            | \$ 58,257  | \$ -  | \$ -   |

**Note 6: Commitments and Contingencies**

The Company has settled complaints that had been filed with various states' pharmacy boards in the past. There can be no assurances made that other states will not attempt to take similar actions against the Company in the future. The Company initiates litigation to protect its trade or service marks. There can be no assurance that the Company will be successful in protecting its trade or service marks. Legal costs related to the above matters are expensed as incurred.

**Note 7: Changes in Stockholders' Equity and Comprehensive Income:**

Changes in stockholders' equity for the three months ended June 30, 2015 is summarized below (in thousands):

|   | <b>Additional<br/>Paid-In<br/>Capital</b> | <b>Retained<br/>Earnings</b> | <b>Accumulated<br/>Other<br/>Comprehensive<br/>Gain (Loss)</b> |
|---|---|------------------------------|--|
| Beginning balance at March 31, 2015:                    | \$ 3,117                                  | \$ 72,343                    | \$ (54 )   |
| Share based compensation                                | 371                                       | -                            | -  |
| Dividends declared                                      | -   | (3,646 )                     | -  |
| Net Income  | -   | 5,757                        | -  |
| Net change in unrealized loss on short term investments | -   | -                            | (35 )  |
| Ending balance at June 30, 2015:                        | \$ 3,488                                  | \$ 74,454                    | \$ (89 )   |

No shares of treasury stock were purchased or retired in the three months ended June 30, 2015 and 2014.

**Note 8: Income Taxes**

For the quarters ended June 30, 2015 and 2014, the Company recorded an income tax provision for approximately \$3.4 million and \$2.9 million, respectively. The effective tax rate was 37% for both of the quarters ended June 30, 2015 and 2014.

**Note 9: Subsequent Events**

On July 20, 2015, the Board of Directors declared a quarterly dividend of \$0.18 per share. The Board established an August 3, 2015 record date and an August 14, 2015 payment date. Based on the outstanding share balance as of July 28, 2015 the Company estimates the dividend payable to be approximately \$3.6 million.

On July 24, 2015, the Board of Directors approved the issuance of approximately 77,500 restricted shares to certain employees and the outside directors of the Company, pursuant to the Employee and Director Plans, respectively. All shares that were issued are subject to a restriction or forfeiture period which will lapse ratably on the first, second, and third anniversaries of the date of grant, and the fair value will be amortized over the three-year restriction period.



## **ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

### **Executive Summary**

PetMed Express was incorporated in the state of Florida in January 1996. The Company's common stock is traded on the NASDAQ Global Select Market under the symbol "PETS." The Company began selling pet medications and other pet health products in September 1996. In March 2010 the Company started offering for sale additional pet supplies on its website, and these items are drop shipped to customers by third party vendors.

Presently, the Company's product line includes approximately 3,000 SKUs of the most popular pet medications, health products, and supplies for dogs and cats.

The Company markets its products through national television, online, and direct mail/print advertising campaigns which aim to increase the recognition of the "1-800-PetMeds" brand name, and "PetMeds" family of trademarks, increase traffic on its website at [www.1800petmeds.com](http://www.1800petmeds.com), acquire new customers, and maximize repeat purchases. Approximately 81% of all sales were generated via the Internet for the three months ended June 30, 2015, compared to 80% for the quarter ending June 30, 2014. The Company's sales consist of products sold mainly to retail consumers. The three-month average purchase was approximately \$82 and \$78 per order for the quarters ended on June 30, 2015 and 2014, respectively.

### **Critical Accounting Policies**

Our discussion and analysis of our financial condition and the results of our operations are based upon our Consolidated Financial Statements and the data used to prepare them. The Company's Condensed Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States of America. On an ongoing basis we re-evaluate our judgments and estimates including those related to product returns, bad debts, inventories, and income taxes. We base our estimates and judgments on our historical experience, knowledge of current conditions, and our beliefs of what could occur in the future considering available information. Actual results may differ from these estimates under different assumptions or conditions. Our estimates are guided by observing the following critical accounting policies.

#### Revenue recognition

The Company generates revenue by selling pet medication products and pet supplies primarily to retail consumers. The Company's policy is to recognize revenue from product sales upon shipment, when the rights of ownership and risk of loss have passed to the customer. Outbound shipping and handling fees are included in sales and are billed upon shipment. Shipping expenses are included in cost of sales. The majority of the Company's sales are paid by credit cards and the Company usually receives the cash settlement in two to three banking days. Credit card sales minimize accounts receivable balances relative to sales. The Company maintains an allowance for doubtful accounts for losses that the Company estimates will arise from customers' inability to make required payments, arising from either credit card charge-backs or insufficient funds checks. The Company determines its estimates of the uncollectibility of accounts receivable by analyzing historical bad debts and current economic trends. The allowance for doubtful accounts was approximately \$23,000 at June 30, 2015, compared to \$8,000 at March 31, 2015.

#### Valuation of inventory

Inventories consist of prescription and non-prescription pet medications and pet supplies that are available for sale and are priced at the lower of cost or market value using a weighted average cost method. The Company writes down its inventory for estimated obsolescence. The inventory reserve was approximately \$68,000 at June 30, 2015 compared to \$63,000 at March 31, 2015.

#### Advertising

The Company's advertising expense consists primarily of television advertising, Internet marketing, and direct mail/print advertising. Television advertising costs are expensed as the advertisements are televised. Internet costs are expensed in the month incurred and direct mail/print advertising costs are expensed when the related catalogs, brochures, and postcards are produced, distributed, or superseded.

## Accounting for income taxes

The Company accounts for income taxes under the provisions of ASC Topic 740 (“*Accounting for Income Taxes*”), which generally requires recognition of deferred tax assets and liabilities for the expected future tax benefits or consequences of events that have been included in the Consolidated Financial Statements or tax returns. Under this method, deferred tax assets and liabilities are determined based on differences between the financial reporting carrying values and the tax bases of assets and liabilities, and are measured by applying enacted tax rates and laws for the taxable years in which those differences are expected to reverse.

**Results of Operations**

The following should be read in conjunction with the Company’s Condensed Consolidated Financial Statements and the related notes thereto included elsewhere herein. The following table sets forth, as a percentage of sales, certain operating data appearing in the Company’s Condensed Consolidated Statements of Comprehensive Income:

|  | <b>Three Months Ended</b> |   |             |   |
|--|---------------------------|---|-------------|---|
|  | <b>June 30,</b>           |   |             |   |
|  | <b>2015</b>               |   | <b>2014</b> |   |
| Sales                                    | 100.0                     | % | 100.0       | % |
| Cost of sales                            | 67.9                      |   | 67.2        |   |
| Gross profit                             | 32.1                      |   | 32.8        |   |
| Operating expenses:                      |                           |   |             |   |
| General and administrative               | 8.1                       |   | 8.1         |   |
| Advertising                              | 11.0                      |   | 13.7        |   |
| Depreciation                             | 0.3                       |   | 0.2         |   |
| Total operating expenses                 | 19.4                      |   | 22.0        |   |
| Income from operations                   | 12.7                      |   | 10.8        |   |
| Total other income                       | -                         |   | 0.1         |   |
| Income before provision for income taxes | 12.7                      |   | 10.9        |   |
| Provision for income taxes               | 4.7                       |   | 4.0         |   |
| Net income                               | 8.0                       | % | 6.9         | % |



**Three Months Ended June 30, 2015 Compared With Three Months Ended June 30, 2014****Sales**

Sales decreased by approximately \$907,000, or 1.3%, to approximately \$71.6 million for the quarter ended June 30, 2015, from approximately \$72.5 million for the quarter ended June 30, 2014. The decrease in sales for the three months ended June 30, 2015 was primarily due to decreased new order sales offset by increased reorder sales. The decrease in new order sales may be attributed to decreased advertising spending. The Company acquired approximately 148,000 new customers for the quarter ended June 30, 2015, compared to approximately 184,000 new customers for the same period the prior year. The following chart illustrates sales by various sales classifications:

Three Months Ended June 30,

| Sales (In thousands) | 2015     | %      | 2014     | %      | \$        | %        |  |  |
|----------------------|----------|--------|----------|--------|-----------|----------|--|--|
|                      |          |        |          |        | Variance  | Variance |  |  |
| Reorder Sales        | \$59,562 | 83.1 % | \$58,488 | 80.6 % | \$1,074   | 1.8 %    |  |  |
| New Order Sales      | \$12,072 | 16.9 % | \$14,053 | 19.4 % | \$(1,981) | -14.1 %  |  |  |
| Total Net Sales      | \$71,634 | 100.0% | \$72,541 | 100.0% | \$(907)   | -1.3 %   |  |  |
| Internet Sales       | \$57,690 | 80.5 % | \$58,014 | 80.0 % | \$(324)   | -0.6 %   |  |  |
| Contact Center Sales | \$13,944 | 19.5 % | \$14,527 | 20.0 % | \$(583)   | -4.0 %   |  |  |
| Total Net Sales      | \$71,634 | 100.0% | \$72,541 | 100.0% | \$(907)   | -1.3 %   |  |  |

Going forward sales may be adversely affected due to increased competition and consumers giving more consideration to price. The majority of our product sales are affected by the seasons, due to the seasonality of mainly heartworm, and flea and tick medications. For the quarters ended June 30, September 30, December 31, and March 31 of Fiscal 2015, the Company's sales were approximately 32%, 25%, 21%, and 22%, respectively.

**Cost of sales**

Cost of sales decreased by approximately \$101,000, to approximately \$48.7 million for the quarter ended June 30, 2015, from approximately \$48.8 million for the quarter ended June 30, 2014. The decrease in cost of sales is directly related to the decrease in sales during the quarter ended June 30, 2015. As a percent of sales, the cost of sales was 67.9% and 67.2% for the quarters ended June 30, 2015 and 2014, respectively. The increase in the cost of sales percentage can be attributed to an increase to product costs on certain brands.

**Gross profit**

Gross profit decreased by approximately \$806,000, or 3.4%, to approximately \$23.0 million for the quarter ended June 30, 2015, from approximately \$23.8 million for the quarter ended June 30, 2014. The decrease in gross profit is directly related to the decrease in sales during the quarter ended June 30, 2015, along with an increase to product costs on certain brands. Gross profit as a percentage of sales was 32.1% and 32.8% for the quarters ended June 30, 2015 and 2014, respectively. The decrease in the gross profit percentage can be attributed to an increase to product costs on certain brands.

**General and administrative expenses**

General and administrative expenses decreased by approximately \$76,000, or 1.3%, to approximately \$5.8 million for the quarter ended June 30, 2015, from approximately \$5.9 million for the quarter ended June 30, 2014. The decrease in general and administrative expenses for the three months ended June 30, 2015 was primarily due to the following: a \$120,000 reduction in payroll expense; a \$53,000 decrease in a one-time charge relating to state/county sales tax, which was not collected on behalf of our customers, that was realized in the quarter ended June 30, 2014; a \$31,000 decrease in professional fees; a \$17,000 decrease in telephone expenses; and a \$6,000 net decrease in other expenses which included bank service fees, insurance, travel and property expense. Offsetting the decrease was a \$151,000 increase to bad debt expenses relating to increased credit card chargebacks during the quarter.

### **Advertising expenses**

Advertising expenses decreased by approximately \$2.0 million, or 20.3%, to approximately \$7.9 million for the quarter ended June 30, 2015, from approximately \$9.9 million for the quarter ended June 30, 2014. The decrease in advertising expenses for the quarter can be mainly attributed to a reduction in television and on-line advertising spending. The advertising costs of acquiring a new customer, defined as total advertising costs divided by new customers acquired, was \$53 for the quarter ended June 30, 2015, compared to \$54 for the quarter ended June 30, 2014. Advertising cost of acquiring a new customer can be impacted by the advertising environment, the effectiveness of our advertising creative, advertising spending, and price competition. Historically, the advertising environment fluctuates due to supply and demand. A more favorable advertising environment may positively impact future new order sales, whereas a less favorable advertising environment may negatively impact future new order sales.

As a percentage of sales, advertising expense was 11.0% and 13.7% for the quarters ended June 30, 2015 and 2014, respectively. The decrease in advertising expense as a percentage of total sales for the quarter ended June 30, 2015 can be attributed to a reduction in advertising spending. The Company currently anticipates advertising as a percentage of sales to be approximately 10.0% for Fiscal 2016. However, the advertising percentage will fluctuate quarter to quarter due to seasonality and advertising availability. For the fiscal year ended March 31, 2015, quarterly advertising expenses as a percentage of sales ranged between 8% and 14%.

### **Depreciation**

Depreciation expenses increased by approximately \$28,000, to approximately \$191,000 for the quarter ended June 30, 2015, from approximately \$163,000 for the quarter ended June 30, 2014. This increase to depreciation expense for the quarter ended June 30, 2015 can be attributed to an increase in new property and equipment additions.

### **Other income**

Other income decreased slightly, to approximately \$46,000 for the quarter ended June 30, 2015 from approximately \$53,000 for the quarter ended June 30, 2014. Interest income may decrease in the future as the Company utilizes its cash balances on its share repurchase plan, with approximately \$10.2 million remaining as of June 30, 2015, on any quarterly dividend payment, or on its operating activities.

### **Provision for income taxes**

For the quarters ended June 30, 2015 and 2014, the Company recorded an income tax provision for approximately \$3.4 million and \$2.9 million, respectively. The increase in the income tax provision for the quarter ended June 30, 2015 is related to an increase to operating income at June 30, 2015. The effective tax rate was 37% for the both of the quarters ended June 30, 2015 and 2014. The Company estimates its effective tax rate will be approximately 37.0% for Fiscal 2016.

## **Liquidity and Capital Resources**

The Company's working capital at June 30, 2015 and March 31, 2015 was \$75.5 million and \$73.0 million, respectively. The \$2.5 million increase in working capital was primarily attributable to cash flow generated from operations, offset by dividends paid. Net cash provided by operating activities was \$10.8 million and \$14.3 million for the three months ended June 30, 2015 and 2014, respectively. This reduction can be mainly attributed to a decrease in the Company's inventory balance for the three months ended June 30, 2014, compared to an increased inventory balance for the three months ended June 30, 2015. Net cash used in investing activities increased to \$126,000 for the three months ended June 30, 2015, compared to \$26,000 used in investing activities for the three months ended June 30, 2014. This change in investing activities is related to increased property additions during the quarter. Net cash used in financing activities was \$3.6 million for the quarter ended June 30, 2015 compared to \$3.4 million for the quarter ended June 30, 2014, which represented an increase in the dividend paid in the quarters. As of June 30, 2015 the Company had approximately \$10.2 million remaining under the Company's share repurchase plan. On July 20, 2015 our Board of Directors declared a \$0.18 per share dividend. The Board established an August 3, 2015 record date and an August 14, 2015 payment date. Depending on future market conditions the Company may utilize its cash and cash equivalents on the remaining balance of its current share repurchase plan, on quarterly dividends, or on its operating activities.



As of June 30, 2015 the Company had no outstanding lease commitments except for the lease for its 65,300 square foot facility. We are not currently bound by any long or short term agreements for the purchase or lease of capital expenditures. Any amounts expended for capital expenditures would be the result of an increase in the capacity needed to adequately provide for any increase in our business. To date we have paid for any needed additions to our capital equipment infrastructure from working capital funds and anticipate this being the case in the future. Presently, we have approximately \$1.5 million forecasted for capital expenditures for the remainder of Fiscal 2016, which will be funded through cash from operations. The Company's primary source of working capital is cash from operations. The Company presently has no need for alternative sources of working capital, and has no commitments or plans to obtain additional capital.

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

The Company had no off-balance sheet arrangements as of June 30, 2015.

### **Cautionary Statement Regarding Forward-Looking Information**

Certain information in this Quarterly Report on Form 10-Q includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. You can identify these forward-looking statements by the words "believes," "intends," "expects," "may," "will," "should," "plans," "pro," "contemplates," "intends," "budgets," "predicts," "estimates," "anticipates," or similar expressions. These statements are based on our beliefs, as well as assumptions we have used based upon information currently available to us. Because these statements reflect our current views concerning future events, these statements involve risks, uncertainties, and assumptions. Actual future results may differ significantly from the results discussed in the forward-looking statements. A reader, whether investing in our common stock or not, should not place undue reliance on these forward-looking statements, which apply only as of the date of this quarterly report. When used in this quarterly report on Form 10-Q, "PetMed Express," "1-800-PetMeds," "PetMeds," "PetMed," "PetMeds.com," "PetMed.com," "PetMed Express.com," "the Company," "we," "our," and "us" refers to PetMed Express, Inc. and our subsidiaries.

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

Market risk generally represents the risk that losses may occur in the value of financial instruments as a result of movements in interest rates, foreign currency exchange rates, and commodity prices. Our financial instruments include cash and cash equivalents, short term investments, accounts receivable, and accounts payable. The book values of cash equivalents, short term investments, accounts receivable, and accounts payable are considered to be representative of fair value because of the short maturity of these instruments. Interest rates affect our return on excess cash and investments. As of June 30, 2015, we had \$42.7 million in cash and cash equivalents and \$15.6 million in

short term investments. A majority of our cash and cash equivalents and investments generate interest income based on prevailing interest rates.

A significant change in interest rates would impact the amount of interest income generated from our excess cash and investments. It would also impact the market value of our short term investments. Our investments are subject to market risk, primarily interest rate and credit risk. Our investments are managed by a limited number of outside professional managers within investment guidelines set by our Board of Directors. Such guidelines include security type, credit quality, and maturity, and are intended to limit market risk by restricting our investments to high-quality debt instruments with both short and long term maturities. We do not hold any derivative financial instruments that could expose us to significant market risk. At June 30, 2015, we had no debt obligations.

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

The Company's management, including our Chief Executive Officer and Chief Financial Officer, has conducted an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rule 13a-15 promulgated under the Securities Exchange Act of 1934, as amended) as of the quarter ended June 30, 2015, the end of the period covered by this report (the "Evaluation Date"). Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that our disclosure controls and procedures are effective such that the information relating to our Company, including our consolidated subsidiaries, required to be disclosed by the Company in reports that it files or submits under the Exchange Act: (1) is recorded, processed, summarized, and reported within the time periods specified in the Securities and Exchange Commission rules and forms, and (2) is accumulated and communicated to our management, including our principal executive officer and principal financial officer, as appropriate, to allow timely decisions regarding required disclosure. There have been no significant changes made in our internal controls over financial reporting or in other factors that could significantly affect, or are reasonably likely to materially affect, our internal controls over financial reporting during the period covered by this report.

**part ii - other information**

**ITEM 1. LEGAL PROCEEDINGS.**

None.

**ITEM 1A. RISK FACTORS.**

Our operations and financial results are subject to various risks and uncertainties that could adversely affect our business, financial condition, results of operations, and trading price of our common stock. Please refer to our Annual Report on Form 10-K for Fiscal Year 2015 for additional information concerning these and other uncertainties that could negatively impact the Company.

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

The Company did not make any sales of unregistered securities during the first quarter of Fiscal 2016.

**Issuer Purchases of Equity Securities**

None.

**ITEM 3. DEFAULTS UPON SENIOR SECURITIES.**

None.

**ITEM 4. MINE SAFETY DISCLOSURES.**

Not applicable.

**ITEM 5. OTHER INFORMATION.**

None.

**ITEM 6. EXHIBITS**

**The following exhibits are filed as part of this report.**

Certification of Principal Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002, 31.1 promulgated under the Securities Exchange Act of 1934, as amended (filed herewith to Exhibit 31.1 of the Registrant's Report on Form 10-Q for the quarter ended June 30, 2015, Commission File No. 000-28827).

Certification of Principal Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002, 31.2 promulgated under the Securities Exchange Act of 1934, as amended (filed herewith to Exhibit 31.2 of the Registrant's Report on Form 10-Q for the quarter ended June 30, 2015, Commission File No. 000-28827).

Certification Pursuant to 18 U.S.C. Section 1350, as adopted Pursuant to Section 906 of the Sarbanes-Oxley Act 32.1 of 2002 (filed herewith to Exhibit 32.1 of the Registrant's Report on Form 10-Q for the quarter ended June 30, 2015, Commission File No. 000-28827).

**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.

**PETMED EXPRESS, INC.**

(The "Registrant")

Date: July 28, 2015

By: /s/ Menderes Akdag  
Menderes Akdag

Chief Executive Officer and President  
(principal executive officer)

By: /s/ Bruce S. Rosenbloom  
Bruce S. Rosenbloom

Chief Financial Officer  
(principal financial and accounting officer)

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

**PETMED EXPRESS, INC**

**FORM 10-Q**

FOR THE QUARTER ENDED:

JUNE 30, 2015

**EXHIBITS**



**EXHIBIT INDEX**

| <b>Exhibit</b> | <b>Number Description</b>  | <b>Number<br/>of Pages<br/>in<br/>Original<br/>Document</b> | <b>Incorporated<br/>By<br/>Reference</b> |
|----------------|--|---|--|
| 31.1           | Certification of Principal Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002                 | 1   | **                                       |
| 31.2           | Certification of Principal Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002                 | 1   | **                                       |
| 32.1           | Certification Pursuant to 18 U.S.C. Section 1350, as adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 | 1   | **                                       |

\*\* Filed herewith