

BARNES & NOBLE, INC. AND SUBSIDIARIES
Segment Information
(In thousands)
(Unaudited)

	14 weeks ended May 3, 2014	13 weeks ended April 27, 2013	53 weeks ended May 3, 2014	52 weeks ended April 27, 2013
Sales				
Retail	\$ 955,577	947,677	\$ 4,295,110	4,568,243
College	298,266	252,295	1,748,042	1,763,248
NOOK	87,126	112,146	505,862	780,433
Elimination	(19,063)	(35,097)	(167,657)	(272,919)
Total	<u>\$ 1,321,906</u>	<u>1,277,021</u>	<u>\$ 6,381,357</u>	<u>6,839,005</u>
Gross Profit				
Retail	\$ 296,512	261,768	\$ 1,338,289	1,399,723
College	102,562	76,131	437,369	405,076
NOOK	25,277	(107,000)	82,277	(122,293)
Total	<u>\$ 424,351</u>	<u>230,899</u>	<u>\$ 1,857,935</u>	<u>1,682,506</u>
Selling and Administrative Expenses				
Retail	\$ 243,409	208,244	\$ 984,236	1,023,633
College	88,483	72,341	322,819	293,618
NOOK	81,256	74,895	299,881	358,125
Total	<u>\$ 413,148</u>	<u>355,480</u>	<u>\$ 1,606,936</u>	<u>1,675,376</u>
EBITDA				
Retail	\$ 53,103	53,524	\$ 354,053	376,090
College	14,079	3,790	114,550	111,458
NOOK	(55,979)	(181,895)	(217,604)	(480,418)
Total	<u>\$ 11,203</u>	<u>(124,581)</u>	<u>\$ 250,999</u>	<u>7,130</u>
Net income (loss)				
EBITDA	\$ 11,203	(124,581)	\$ 250,999	7,130
Depreciation and Amortization	(53,768)	(55,725)	(216,807)	(227,134)
Interest Expense, net	(6,639)	(9,510)	(29,507)	(35,345)
Income Taxes	12,500	75,019	(51,953)	97,543
Total	<u>\$ (36,704)</u>	<u>(114,797)</u>	<u>\$ (47,268)</u>	<u>(157,806)</u>
<i>Percentage of sales:</i>				
Gross Margin				
Retail	31.0%	27.6%	31.2%	30.6%
College	34.4%	30.2%	25.0%	23.0%
NOOK	37.1%	-138.9%	24.3%	-24.1%
Total	<u>32.1%</u>	<u>18.1%</u>	<u>29.1%</u>	<u>24.6%</u>
Selling and Administrative Expenses				
Retail	25.5%	22.0%	22.9%	22.4%
College	29.7%	28.7%	18.5%	16.7%
NOOK	119.4%	97.2%	88.7%	70.6%
Total	<u>31.3%</u>	<u>27.8%</u>	<u>25.2%</u>	<u>24.5%</u>