SECURITIES AND EXCHANGE COMMISSION

$$
\text { WASHINGTON, D.C. } 20549
$$

FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{D})$ OF
THE SECURITIES EXCHANGE ACT OF 1934
$\qquad$

DATE OF REPORT: OCTOBER 29, 2003
$\qquad$

ROCKY SHOES \& BOOTS, INC.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

| Ohio | 0-21026 | 31-1364046 |
| :---: | :---: | :---: |
| (STATE OR OTHER | (COMMISSION FILE NO.) | (IRS EMPLOYER |
| JURISDICTION OF |  | IDENTIFICATION NUMBER) |
| INCORPORATION OR |  |  |
| ORGANIZATION) |  |  |

$\qquad$
$\qquad$

ITEM 7. EXHIBITS.
(C) EXHIBITS.

| Exhibit No. | Description |  |
| :---: | :--- | :---: |
| 99 | Press Release, dated October 29, 2003, entitled <br> "Rocky Shoes \& Boots, Inc. Reports Record Third <br> Quarter Results." |  |

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

On October 29, 2003, Rocky Shoes \& Boots, Inc. (the "Company") issued a press release regarding its consolidated financial results for the quarter ended September 30, 2003. A copy of the Company's press release is furnished as an exhibit to this Form 8-K and is incorporated herein by reference.

The information contained or incorporated by reference in this Form 8-K contains forward-looking statements, including certain plans, expectations, goals, and projections, which are subject to numerous assumptions, risks, and uncertainties. A number of factors, including but not limited to those set forth under the heading "Business Risks" included in the Company's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 2002, and other factors described from time to time in the Company's other filings with the Securities and Exchange Commission, could cause actual conditions, events, or results to differ
significantly from those described in the forward-looking statements. All
forward-looking statements included in this Form 8-K are based on information available at the time of the report. The Company assumes no obligation to update any forward-looking statement.

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.

ROCKY SHOES \& BOOTS, INC.

Date: October 29, 2003
By: /s/ James E. McDonald Chief Financial Officer

EXHIBIT INDEX

Exhibit No.
Description
Press Release, dated October 29, 2003, entitled "Rocky Shoes \& Boots, Inc. Reports Record Third Quarter Results."

For Additional Information
Contact: Jim McDonald Vice President \& CFO (740) 753-1951

ROCKY SHOES \& BOOTS, INC. REPORTS
RECORD THIRD QUARTER RESULTS
Net sales increase $35.8 \%$
Net income per share $\$ 0.77$ versus $\$ 0.52$ a year ago
NELSONVILLE, Ohio (October 29, 2003) Rocky Shoes \& Boots, Inc. (NASDAQ: RCKY) today reported record net sales and net income per share for the three months ended September 30, 2003. Net income increased $45.2 \%$ to $\$ 3.5$ million for the third quarter 2003 from $\$ 2.4$ million a year ago. Net income per diluted share was $\$ 0.77$ for the quarter versus $\$ 0.52$ for same period last year.

Mike Brooks, Chairman and Chief Executive Officer, commented, "The record third quarter results reflect strong sales of our branded products as well as increased benefits from sourced manufacturing. Branded products introduced during the past year have been well received and have further strengthened demand for our growing lines of footwear, clothing and accessories."

Third Quarter Results
Net sales increased $35.8 \%$ to $\$ 41.3$ million for the three months ended September 30, 2003 from $\$ 30.5$ million for the same period last year. The third quarter growth was primarily due to $\$ 5.4$ million of GATES (R) branded sales, a $21.0 \%$ increase in ROCKY(R) branded footwear sales, and higher sales of ROCKY(R) Outdoor Gear, which more than doubled, compared to the same period a year ago.

Gross profit was a record $\$ 13.1$ million or $31.6 \%$ of net sales for the third quarter 2003 versus $\$ 8.9$ million or $29.1 \%$ of net sales the prior year. The principal factor contributing to the record gross profit margin was an increase in sourced products, which were $73 \%$ of net sales for the third quarter 2003 versus 57\% for the same period last year.

Selling, general and administrative ("SG\&A") expenses were $\$ 7.6$ million, or $18.4 \%$ of net sales, for the three months ended September 30, 2003 versus $\$ 5.1$ million, or $16.8 \%$ of net sales, the prior year. The quarter-over-quarter difference is primarily attributable to higher incentive compensation accruals due to increased profits, higher commissions paid as a result of the increase in net sales, and costs to develop and launch recent product introductions.

Income from operations increased to $\$ 5.5$ million or $13.2 \%$ of net sales for the third quarter from $\$ 3.7$ million or $12.3 \%$ a year ago.
(more)

Funded Debt

Funded debt was $\$ 41.3$ million at September 30,2003 compared with $\$ 29.5$ million on the same date last year. Historically, the Company's funded debt is highest at the end of the third quarter due to significant shipments during the quarter for the fall and winter seasons. The increase in funded debt at September 30, 2003 compared to last year was principally due to borrowings for the purchase of certain assets of GATES(R) and the Company's share repurchase program earlier this year, as well as additional inventory to support sales growth.

Inventory
Inventory was $\$ 42.2$ million at September 30,2003 compared with $\$ 30.3$ million on the same date a year ago. The increase in inventory is to support sales of branded products, including new styles introduced during 2003 and inventory to support sales of GATES (R) branded products. The GATES (R) brand was purchased in the second quarter of 2003.

Nine Month Results

Net sales and net income for the nine months ended September 30, 2003 were a record for the year-to-date period. Net sales increased $21.4 \%$ to $\$ 77.0 \mathrm{million}$ compared with $\$ 63.4$ million for the same period last year led by a solid increase in branded product sales versus a year ago. Gross margin rose to $30.3 \%$ of net sales for the first nine months of 2003 versus $25.4 \%$ a year ago, due to an increase in sourced product sales to $65.5 \%$ of net sales compared with $46.6 \%$ for the same period last year and no sales to the U.S. military. SG\&A expenses were $21.9 \%$ of net sales versus $21.4 \%$ of net sales the prior year. The higher SG\&A expenses for the year-to-date period are primarily attributable to higher
incentive compensation accruals due to increased profits and higher commissions paid related to the increase in net sales. Income from operations more than doubled to $8.4 \%$ of net sales from $4.1 \%$ of net sales last year. Net income was $\$ 3.9$ million, or $\$ 0.88$ per diluted share, for the 2003 year-to-date period compared with $\$ 1.3$ million, or $\$ 0.28$ per diluted share, in 2002 .

Outlook

Based on the strong year-to-date performance, the Company anticipates that net sales for the year 2003 will be approximately $\$ 105$ million, which are $\$ 5$ million above previous guidance and $\$ 16$ million above last year. This expectation is based on current orders, sell-through at retail, and initial shipments of military boots in December 2003. The Company's fourth quarter results are influenced by re-orders, especially for rugged outdoor footwear, clothing and accessories, which can be significantly affected by weather and retail conditions.

If the Company achieves net sales of at least $\$ 105$ million for the year 2003, net income is expected to be approximately $\$ 1.23$ per diluted share for the year compared with prior guidance of at least $\$ 1.05$ per diluted share, and $\$ 0.62$ per diluted share for the year 2002. The Company cautions investors that the fiscal 2003 net sales and earnings outlook is based on present market conditions. If net sales do not reach $\$ 105$ million, actual earnings may be less than this revised guidance.
(more)

About Rocky Shoes \& Boots, Inc.
Rocky Shoes \& Boots, Inc. designs, develops, manufactures and markets premium quality rugged outdoor, occupational, and casual footwear, as well as branded clothing and accessories. The Company's footwear, clothing and accessories are marketed through several distribution channels, primarily under the registered trademarks, ROCKY and GATES.

The Company is conducting a conference call at 10 a.m. Eastern Time on Wednesday, October 29, 2003 to discuss the third quarter 2003 financial results. Persons interested in listening to the call can access it through www. rockyboots.com and clicking on the button "Third Quarter 2003 Conference Call".

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995

This press release contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section $21 E$ of the Securities and Exchange Act of 1934, as amended, which are intended to be covered by the safe harbors created thereby. Those statements include, but may not be limited to, all statements regarding intent, beliefs, expectations, projections, forecasts, and plans of the Company and its management, and include statements in this press release regarding stronger demand for the Company's growing lines of branded products (paragraph 2), and positive outlook for net sales and earnings for 2003 (paragraphs 10 and 11). These forward-looking statements involve numerous risks and uncertainties, including the risks that sales plans will not be met, that present orders may be cancelled or delayed, that the general economy or consumer spending habits will depress the market for the Company's products, that there may be disruption in the shipment of products from overseas to the Company, that the weather in 2003 is drier and warmer than normal, and all of the other various risks inherent in the Company's business as set forth in periodic reports filed with the Securities and Exchange Commission, including, the Company's annual report on Form 10-K for the year ended December 31, 2002. One or more of these factors have affected, and could in the future effect, the Company's businesses and financial results in future periods and could cause actual results to differ materially from plans and projections. Therefore there can be no assurance that the forward-looking statements included in this press release will prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the Company, or any other person should not regard the inclusion of such information as a representation, that the objectives and plans of the Company will be achieved. All forward-looking statements made in this press release are based on information presently available to the management of the Company. The Company assumes no obligation to update any forward-looking statements.
(more)

ROCKY SHOES \& BOOTS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(UNAUDITED)
<TABLE>
<CAPTION>

| <S> | <C> | <C> | <C> | <C> |
| :---: | :---: | :---: | :---: | :---: |
| NET SALES $63,397,202$ | \$ 41,349,824 | \$ 30,453,543 | \$ 76,967,913 | \$ |
| COST OF GOODS SOLD 47,266,558 | 28,264,032 | 21,601,185 | 53,681,609 |  |
| GROSS MARGIN 16,130,644 | 13,085,792 | 8,852,358 | 23,286,304 |  |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES 13,535,584 | 7,628,958 | 5,119,050 | 16,823,883 |  |
| INCOME FROM OPERATIONS $2,595,060$ | 5,456,834 | 3,733,308 | 6,462,421 |  |
| ```OTHER INCOME AND (EXPENSES): Interest expense (1,038,434) Other - net 269,197``` | $(437,241)$ $(18,744)$ | $(422,366)$ 102,168 | $(946,859)$ 161,359 |  |
| $(769,237) \quad \text { Total other - net }$ | $(455,985)$ | $(320,198)$ | $(785,500)$ |  |
| INCOME BEFORE INCOME TAX BENEFIT 1,825,823 | 5,000,849 | 3,413,110 | 5,676,921 |  |
| $\begin{aligned} & \text { INCOME TAX } \\ & 547,747 \end{aligned}$ | 1,533,254 | 1,024,933 | 1,736,076 |  |
| NET INCOME $1,278,076$ | \$ 3,467,595 | \$ 2,388,177 | \$ 3,940,845 | \$ |
| NET INCOME/(LOSS) PER SHARE Basic | \$ 0.84 | \$ 0.53 | \$ 0.94 | \$ |
| 0.28 Diluted | \$ 0.77 | \$ 0.52 | \$ 0.88 | \$ |
| 0.28 |  |  |  |  |
| WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING Basic $4,500,675$ | 4,109,147 | 4,505,465 | 4,178,942 |  |
| Diluted $4,613,994$ | 4,512,886 | 4,555,208 | 4,459,783 |  |
| </TABLE> |  |  |  |  |

(more)

ROCKY SHOES \& BOOTS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>
\begin{tabular}{ccc} 
SEPTEMBER 30, & DECEMBER 31, & SEPTEMBER 30, \\
2003 & 2002 & 2002 \\
UNAUDITED & & UNAUDITED
\end{tabular}
<S>
ASSETS
CURRENT ASSETS:

Cash and cash equivalents
Trade receivables - net
Other receivables
Inventories
Deferred income taxes
Prepaid expenses
Total current assets
FIXED ASSETS - net
DEFERRED PENSION ASSET
DEFERRED INCOME TAXES
OTHER ASSETS

TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY:
CURRENT LIABILITIES:
Accounts payable
Current maturities - long-term debt
Accrued taxes - other
Accrued salaries and wages
Accrued plant closing costs
Accrued other
Total current liabilities
LONG TERM DEBT - less current maturities
DEFERRED LIABILITIES

TOTAL LIABILITIES
SHAREHOLDERS' EQUITY:
Common stock, no par value
Accumulated other comprehensive loss Retained earnings

Total shareholders' equity

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY
</TABLE>
<C>

| \$ | 1,374,062 |
| :---: | :---: |
|  | 39,806,328 |
|  | 822,451 |
|  | 42,216,415 |
|  | 578,951 |
|  | 1,633,904 |
| \$ | 86,432,11 |

17,953,270
1,651,222
153,495
3,704,879
\$ 109,894,977
$============$
\$ 7,775,924 497,005 377,883
1,992,671 210,000
2,442,185
$13,295,668$
$40,780,812$
1,954,277

56,030,757

32,819,489
$(2,311,749)$
23,356,480
--------------

53,864,220
\$ 109,894,977
$=============$
<C>

| \$ | 4,276,722 |
| :---: | :---: |
|  | 15,282,618 |
|  | 1,173,714 |
|  | 23,181,989 |
|  | 584,511 |
|  | 1,267,097 |
| \$ | 45,766,651 |

19,049,287
1,651,222
153,495
1,796,359
$\$ \quad 68,417,014$
$============$
$1,642,306$
486,161
346,168
807,611
210,000
523,118
$--0-015,364$
$4,0,488,388$
$1,520,338$
$16,024,090$

35,289,038
$(2,311,749)$
19, 415,635
--------------
52,392,924
--------------
\$ 68,417,014
$=============$
<C>
\$ 1,893,242 29,104,380 1,747,279 30,253,309

615,609
1,321,298

- $\$ \quad 64,935,117$

19,212,820
2,493,590
295,784
$2,230,565$
\$ 89,167,876
$============$
\$ 4,068,998
484,200 457,225
1,029,411
270,499
1,257,086
7,567,419
29,055,129
152,500

36,775,048

35,373,578
$(831,161)$
17,850,411

52,392,828

89,167,876

