



Industry Update
Retail
Q4 2020

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Financial Performance

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile				LTM Operating Data		Forward Estimates	
		Price at 12/31/20	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
Department Stores									
Macy's, Inc.	M	\$11.25	60.6%	\$11,782	\$19,214	\$19,637	\$20	\$19,858	\$1,465
Kohl's Corporation	KSS	\$40.69	79.3%	\$12,653	\$15,444	\$16,646	\$997	\$17,682	\$1,642
Nordstrom, Inc.	JWN	\$31.21	72.0%	\$9,943	\$9,811	\$11,607	\$22	\$13,427	\$1,038
Dillard's, Inc.	DDS	\$63.05	84.8%	\$2,341	\$3,306	\$4,782	\$79	\$5,688	\$318
General Merchandising									
Target Corporation	TGT	\$176.53	97.4%	\$103,585	\$50,661	\$88,621	\$8,744	\$89,592	\$8,360
Dollar General Corporation	DG	\$210.30	93.4%	\$58,748	\$26,153	\$32,490	\$3,964	\$34,183	\$3,852
Dollar Tree, Inc.	DLTR	\$108.04	94.5%	\$33,512	\$20,652	\$25,057	\$2,715	\$26,330	\$2,704
Big Lots, Inc.	BIG	\$42.93	75.0%	\$3,411	\$4,204	\$6,068	\$490	\$5,748	\$399
Clothing and Apparel									
L Brands, Inc.	LTD	\$37.12	89.0%	\$20,771	\$11,161	\$11,736	\$1,890	\$12,634	\$2,257
The Gap, Inc.	GPS	\$20.19	74.8%	\$13,759	\$14,373	\$14,050	\$156	\$16,020	\$1,345
Foot Locker, Inc.	FL	\$40.44	93.9%	\$6,937	\$7,018	\$7,580	\$506	\$8,000	\$810
Ansell Limited	ANN	\$26.83	80.6%	\$3,913	\$2,449	\$1,614	\$252	\$1,869	\$330
American Eagle Outfitters, Inc.	AEO	\$20.07	97.0%	\$5,375	\$3,498	\$3,781	\$147	\$4,442	\$523
Urban Outfitters, Inc.	URBN	\$25.60	77.9%	\$3,530	\$3,531	\$3,531	\$176	\$4,028	\$365
Abercrombie & Fitch Co.	ANF	\$20.36	85.5%	\$2,431	\$3,277	\$3,188	\$187	\$3,453	\$306
Guess?, Inc.	GES	\$22.62	95.9%	\$2,513	\$2,380	\$2,070	\$135	\$2,274	\$200
Express, Inc.	EXPR	\$0.91	17.2%	\$1,247	\$1,672	\$1,385	-\$269	\$1,660	\$3
Zumiez Inc.	ZUMZ	\$36.78	93.7%	\$1,190	\$974	\$988	\$121	\$1,095	\$131
Tilly's, Inc.	TLYS	\$8.16	66.0%	\$472	\$507	\$526	\$13	\$621	\$45
Destination XL Group, Inc.	DXLG	\$0.27	20.5%	\$294	\$337	\$350	-\$15	\$0	\$0

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Valuation Metrics

Return Profile, Trading Multiples

Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Department Stores									
Macy's, Inc.	M	-2.0%	-90.7%	-22.8%	0.1%	-99.0%	2.1x	0.6x	567.8x
Kohl's Corporation	KSS	0.4%	-4.7%	-16.6%	6.0%	-54.5%	2.1x	0.7x	11.7x
Nordstrom, Inc.	JWN	-4.1%	-96.3%	-25.0%	0.2%	-98.5%	2.5x	0.9x	455.4x
Dillard's, Inc.	DDS	-2.4%	-4.7%	-25.7%	1.7%	-80.7%	0.8x	0.5x	29.6x
	Mean	-2.0%	-49.1%	-22.5%	2.0%	-83.2%	1.9x	0.7x	266.1x
	Median	-2.2%	-47.7%	-23.9%	0.9%	-89.6%	2.1x	0.6x	242.5x
General Merchandising									
Target Corporation	TGT	8.2%	30.7%	14.1%	9.9%	21.4%	1.0x	1.2x	11.7x
Dollar General Corporation	DG	8.8%	37.4%	19.2%	12.2%	45.1%	0.6x	1.8x	14.9x
Dollar Tree, Inc.	DLTR	6.3%	14.7%	6.6%	10.8%	19.0%	0.8x	1.3x	12.2x
Big Lots, Inc.	BIG	5.7%	61.9%	14.2%	8.1%	21.2%	2.4x	0.5x	6.6x
	Mean	7.2%	36.2%	13.5%	10.2%	26.7%	1.2x	1.2x	11.4x
	Median	7.2%	34.1%	14.1%	10.4%	21.3%	0.9x	1.2x	11.9x

Valuation Metrics (cont.)

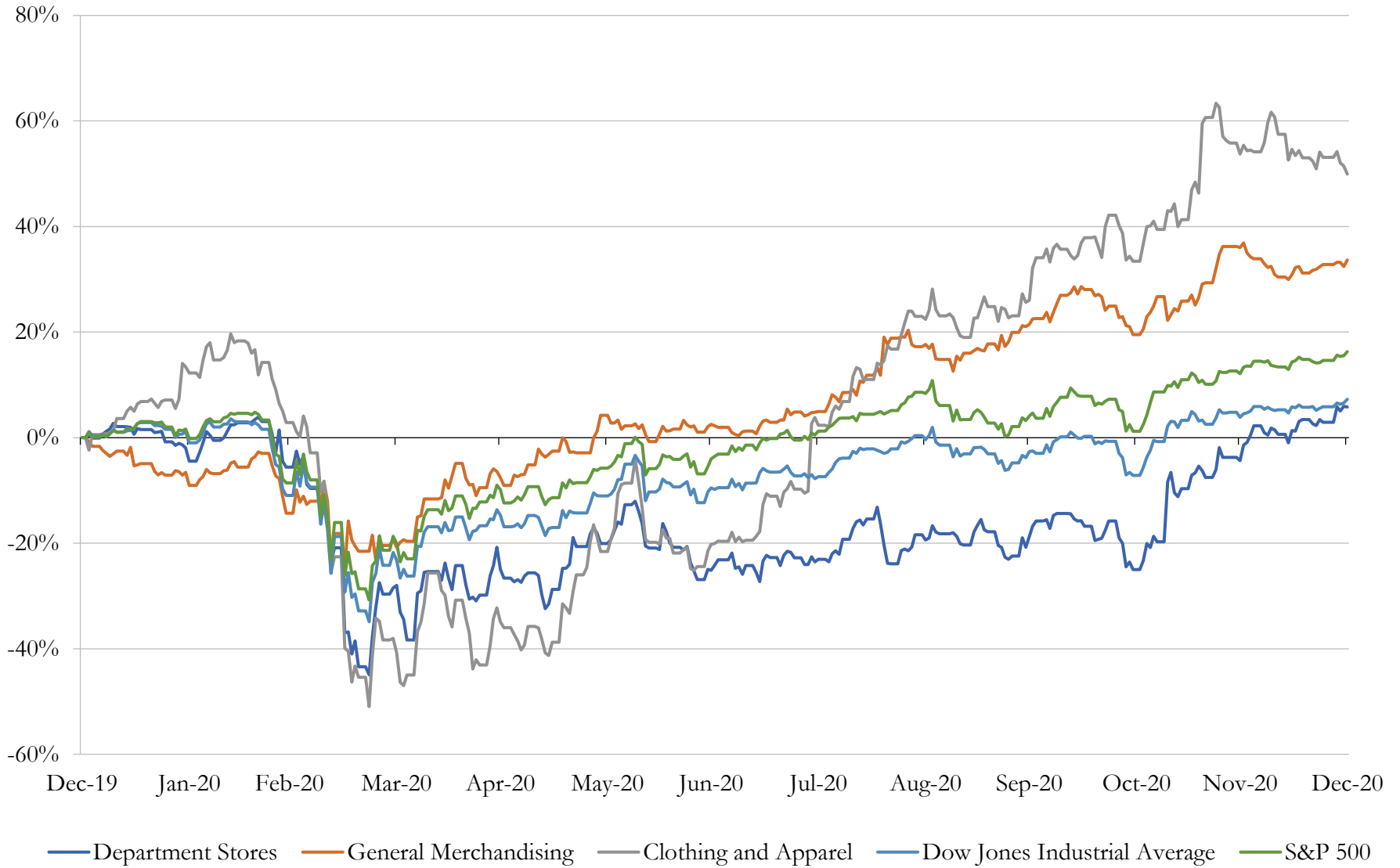
Return Profile, Trading Metrics

Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Clothing and Apparel									
L Brands, Inc.	LTD	7.8%	N/A	-10.1%	16.1%	-3.4%	0.0x	1.6x	10.2x
The Gap, Inc.	GPS	-1.6%	-36.1%	-14.0%	1.1%	-91.3%	1.6x	0.9x	83.6x
Foot Locker, Inc.	FL	3.0%	13.2%	-5.9%	6.7%	-46.0%	1.3x	0.9x	13.0x
Ansell Limited	ANN	5.7%	11.4%	7.7%	15.6%	7.0%	0.4x	2.5x	15.7x
American Eagle Outfitters, Inc.	AEO	-0.3%	-17.9%	-10.8%	3.9%	-71.4%	1.4x	1.3x	34.1x
Urban Outfitters, Inc.	URBN	1.3%	-0.5%	-10.5%	5.0%	-58.4%	1.7x	1.0x	19.1x
Abercrombie & Fitch Co.	ANF	0.6%	-11.8%	-11.3%	5.9%	-39.0%	1.9x	0.7x	12.2x
Guess?, Inc.	GES	1.8%	-13.4%	-22.5%	6.5%	-30.8%	2.2x	1.1x	17.6x
Express, Inc.	EXPR	-11.5%	-161.9%	-32.1%	-19.4%	N/A	2.0x	0.9x	-4.7x
Zumiez Inc.	ZUMZ	6.5%	15.4%	-2.2%	12.3%	19.5%	1.8x	1.1x	9.3x
Tilly's, Inc.	TLYS	-0.9%	-2.2%	-14.8%	2.4%	-75.4%	2.0x	0.9x	35.9x
Destination XL Group, Inc.	DXLG	-6.1%	-197.3%	-26.1%	-4.3%	N/A	1.4x	0.8x	-19.0x
	Mean	0.5%	-36.5%	-12.7%	4.3%	-38.9%	1.5x	1.1x	18.9x
	Median	1.0%	-11.8%	-11.0%	5.4%	-42.5%	1.6x	0.9x	14.4x

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LTM Equity Performance

Major Indexes



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Recent M&A Activity

Last Twelve (12) Months as of December 31, 2020

(USD in millions)

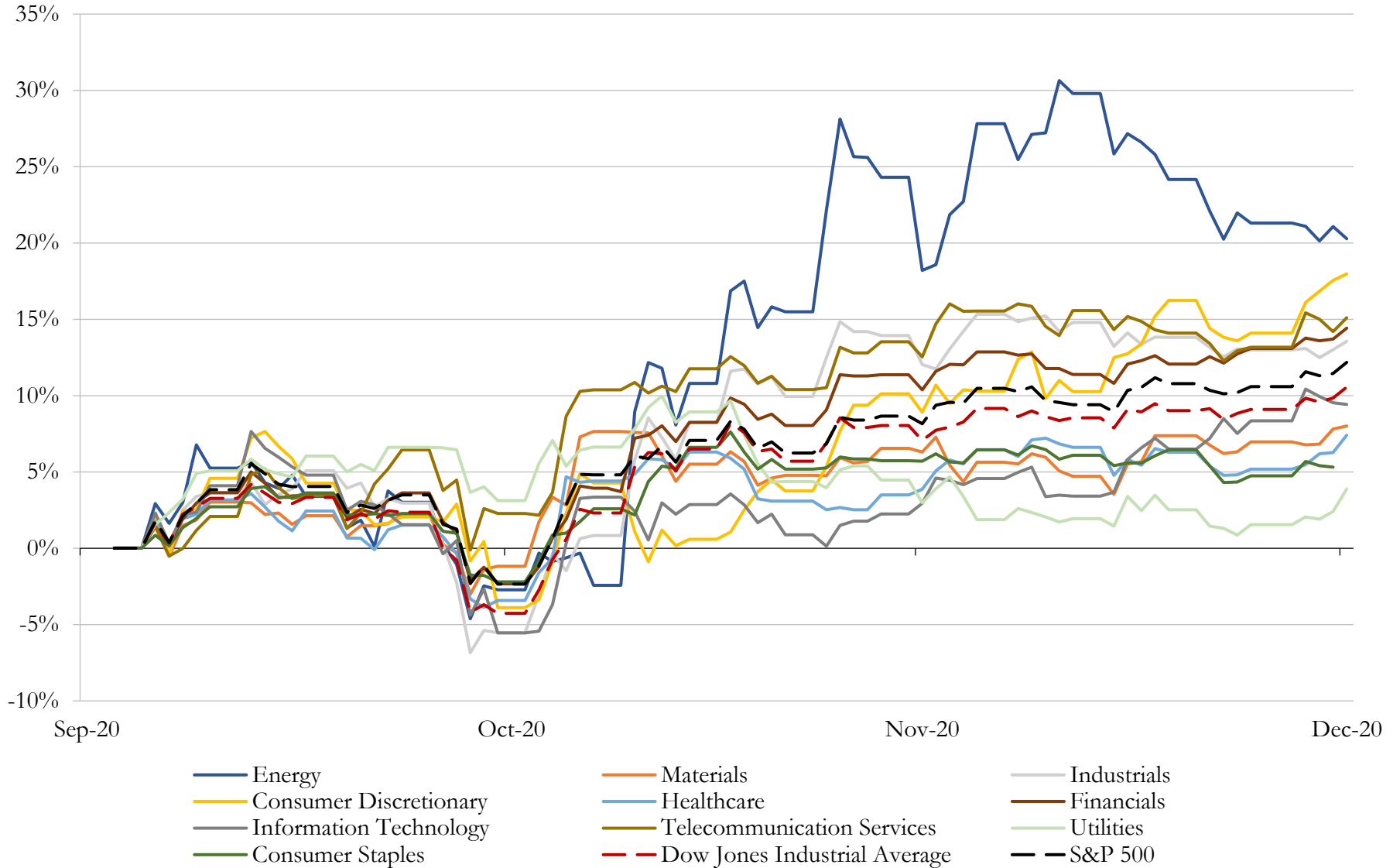
Close Date	Target	Acquirer	Implied TEV
Feb-20	StubHub, Inc.	viagogo AG	\$4,050
Oct-20	Freshly, Inc.	Nestlé USA, Inc.	\$1,681
Dec-20	All Of Retail And Operating Assets Of J. C. Penney Company, Inc.	Simon Property Group, Inc.; Brookfield Property Partners L.P.	\$1,192
Oct-20	Substantially All Assets of GNC Holdings, Inc.	Harbin Pharmaceutical Group Holding Co., Ltd.	\$760
Aug-20	Substantially All Assets of Park Place Dealerships	Asbury Automotive Group, LLC	\$735
Sep-20	Davos Brands LLC	Diageo plc	\$610
Dec-20	Nutrisystem, Inc.	Kainos Capital LP	\$575
Feb-20	American Freight Group, Inc.	Franchise Group, Inc.	\$450
Sep-20	Substantially All The Global Business Operations of Brooks Brothers Group,	Authentic Brands Group LLC; SPARC Group LLC	\$325
Jan-20	Drybar Products LLC	Helen of Troy Limited	\$256
Aug-20	PersonalizationMall.com, LLC	800-Flowers, Inc.	\$251
Sep-20	192 Convenience and Fuel Retail Stores of Circle K Stores Inc.	CrossAmerica Partners LP; Lehigh Gas Wholesale LLC	\$185
Feb-20	All Assets of Forever 21, Inc.	Simon Property Group, Inc.; Authentic Brands Group LLC; Brookfield	\$81
Jul-20	Honda Of Downtown Los Angeles	Brandon Steven Motors, LLC	\$80
Dec-20	Certain Ecommerce Business Related Assets of 9830 Macarthur, Reliance	Mohawk Group Holdings, Inc.	\$76
Feb-20	Two Lexus Stores in Sacramento and Roseville, California	Lithia Motors, Inc.	\$72
Nov-20	Assets of Justice Stores, LLC	B. Riley Financial, Inc.; Bluestar Alliance, LLC	\$71
Dec-19	Substantially all assets of Togast, Togast Direct, TGB Design and Quanzhou	Genesco Brands, LLC	\$68
Jan-20	Chrysler Jeep Dodge Ram store in the Denver market	Asbury Automotive Group, Inc.	\$64
Oct-20	Skipper Bud's of Illinois, Inc.	MarineMax, Inc.	\$55
Feb-20	Starin Marketing, Inc.	Midwich Group Plc	\$46
Jul-20	Window Installation Specialists, Inc.	Quest Window Systems Inc.	\$45
Oct-20	E-Commerce Business	Saadia Group, LLC	\$40
Nov-20	Keystone Relief Centers, LLC	Trulieve Cannabis Corp.	\$35
Nov-20	47 Buddys locations of Franchise Group	bebe stores, inc.	\$35
Aug-20	Jennifer Convertibles, Inc.	Morris Group Co., Ltd.	\$35
Nov-20	Yeleko, LLC	GrowGeneration California Corp.	\$32
Jul-20	E-commerce business of Pier 1 Imports, Inc	Retail Ecommerce Ventures LLC	\$31
Sep-20	Dealership at 6500 and 6550 Okeechobee Blvd Florida	Redwood Capital Investments, LLC	\$30
Feb-20	Chevrolet Dealership in Puente Hills, California of Pendragon PLC	JBR Automotive Inc.	\$21

Source: Capital IQ

5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2020

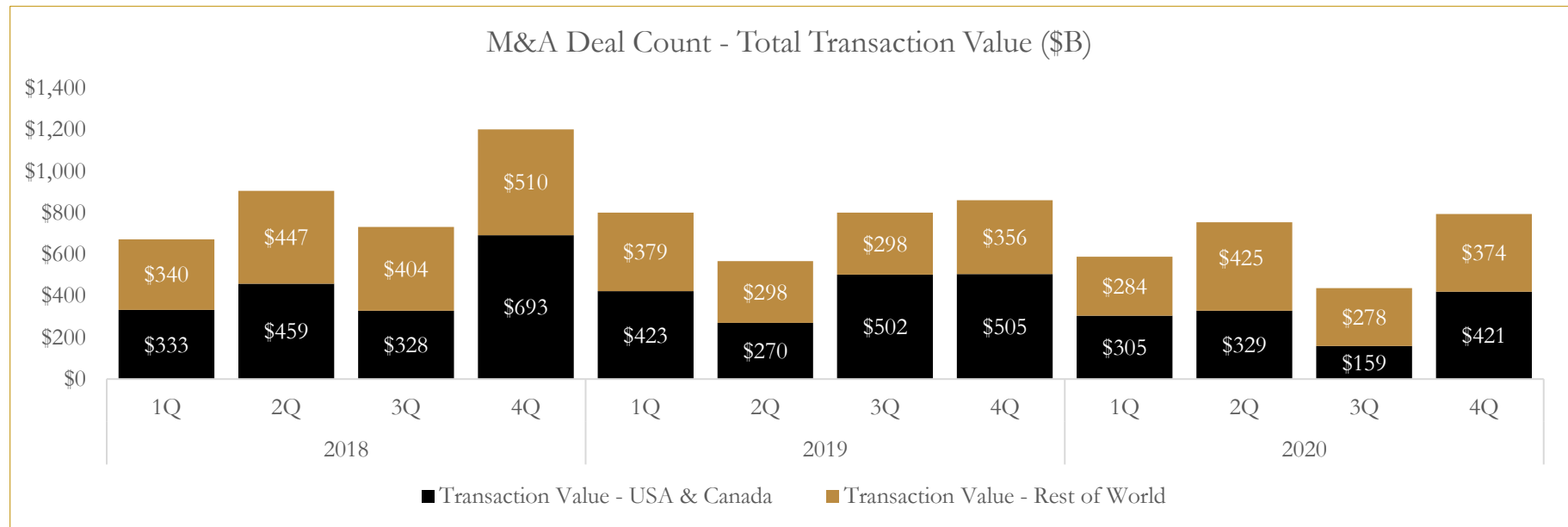
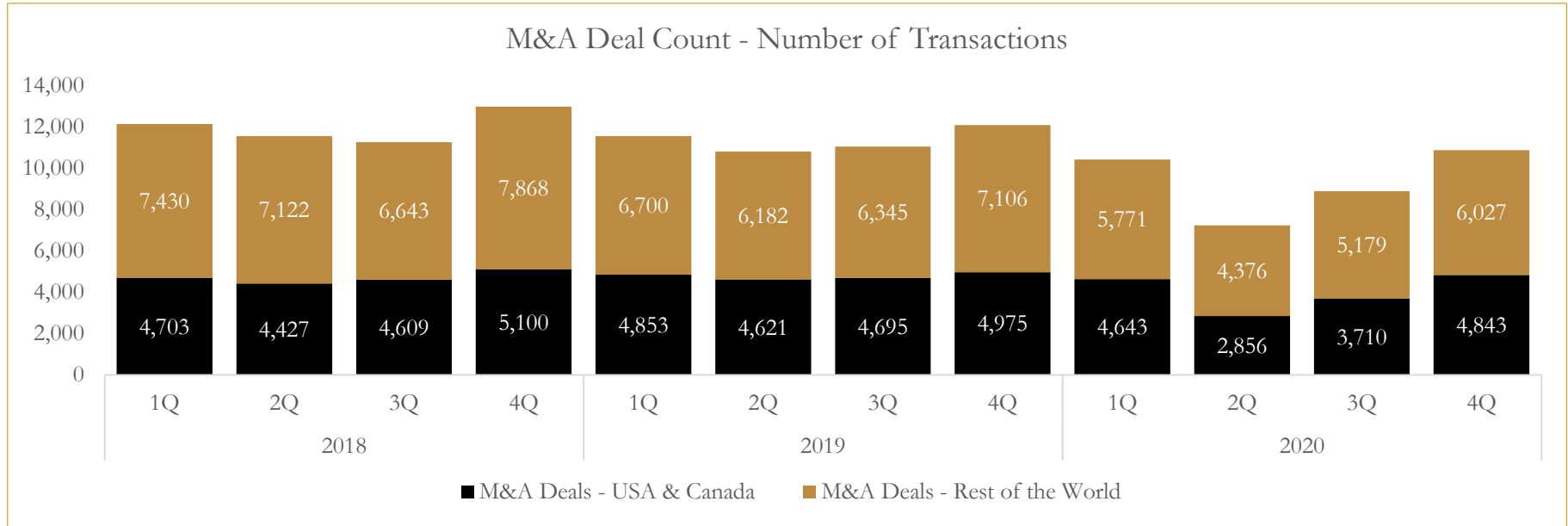
Change in Market Cap by S&P Capital IQ Sector



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M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2020



About Houlihan Capital

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

Valuation & Financial Advisory

We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

Investment Banking

Through our Investment Banking Group, we offer sell-side/buy-side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

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Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

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