



Industry Update
Retail
Q3 2021

1

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 09/30/21	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
Department Stores									
Macy's, Inc.	M	\$22.60	88.7%	\$13,719	\$18,417	\$21,931	\$1,998	\$23,753	\$2,687
Kohl's Corporation	KSS	\$47.09	72.7%	\$11,228	\$15,506	\$18,454	\$2,370	\$18,582	\$2,354
Nordstrom, Inc.	JWN	\$26.45	56.9%	\$8,748	\$9,230	\$13,400	\$852	\$14,575	\$1,149
Dillard's, Inc.	DDS	\$172.52	79.3%	\$4,511	\$3,384	\$5,625	\$798	\$6,446	\$1,016
General Merchandising									
Target Corporation	TGT	\$228.77	85.7%	\$133,308	\$51,385	\$100,328	\$11,036	\$104,439	\$11,119
Dollar General Corporation	DG	\$212.14	88.6%	\$65,047	\$25,488	\$33,665	\$4,015	\$34,241	\$3,866
Dollar Tree, Inc.	DLTR	\$95.72	79.5%	\$32,457	\$20,445	\$25,768	\$2,868	\$26,258	\$2,508
Big Lots, Inc.	BIG	\$43.36	59.2%	\$2,839	\$3,823	\$6,199	\$488	\$6,153	\$417
Clothing and Apparel									
Bath & Body Works, Inc.	LTD	\$77.84	95.7%	\$25,022	\$10,392	\$14,214	\$3,573	\$7,764	\$2,162
The Gap, Inc.	GPS	\$22.70	60.3%	\$12,829	\$13,759	\$16,620	\$1,350	\$17,709	\$1,853
Foot Locker, Inc.	FL	\$45.66	68.4%	\$6,070	\$7,585	\$8,723	\$1,156	\$8,834	\$1,186
American Eagle Outfitters, Inc.	AEO	\$25.80	66.2%	\$4,945	\$3,495	\$4,553	\$673	\$4,956	\$777
Urban Outfitters, Inc.	URBN	\$29.69	70.5%	\$3,585	\$3,743	\$4,143	\$488	\$4,499	\$557
Ansell Limited	ANN	\$24.77	77.6%	\$3,256	\$2,738	\$2,027	\$366	\$2,031	\$396
Abercrombie & Fitch Co.	ANF	\$37.63	79.6%	\$2,661	\$3,055	\$3,588	\$468	\$3,768	\$542
Guess?, Inc.	GES	\$21.01	67.5%	\$2,082	\$2,457	\$2,366	\$277	\$2,545	\$322
Express, Inc.	EXPR	\$4.72	33.8%	\$1,175	\$1,250	\$1,556	-\$113	\$1,947	\$87
Zumiez Inc.	ZUMZ	\$39.76	76.5%	\$878	\$1,031	\$1,150	\$186	\$1,187	\$177
Tilly's, Inc.	TLYS	\$14.01	82.8%	\$515	\$535	\$683	\$77	\$753	\$86

2

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	4.6%	18.9%	5.4%	9.1%	1028.8%	2.1x	0.6x	6.9x
Kohl's Corporation	KSS	6.2%	14.5%	6.7%	12.8%	162.2%	2.2x	0.6x	4.7x
Nordstrom, Inc.	JWN	1.3%	0.0%	9.9%	6.4%	298.1%	2.4x	0.7x	10.3x
Dillard's, Inc.	DDS	11.4%	29.7%	9.2%	14.2%	871.3%	0.9x	0.8x	5.7x
	Mean	5.9%	15.8%	7.8%	10.6%	590.1%	1.9x	0.7x	6.9x
	Median	5.4%	16.7%	7.9%	11.0%	584.7%	2.2x	0.6x	6.3x
General Merchandising									
Target Corporation	TGT	10.7%	46.0%	18.5%	11.0%	40.4%	1.0x	1.3x	12.1x
Dollar General Corporation	DG	8.3%	37.5%	7.6%	11.9%	9.6%	0.5x	1.9x	16.2x
Dollar Tree, Inc.	DLTR	6.6%	21.6%	4.6%	11.1%	13.0%	0.8x	1.3x	11.3x
Big Lots, Inc.	BIG	5.5%	21.0%	5.8%	7.9%	-0.2%	2.3x	0.5x	5.8x
	Mean	7.8%	31.5%	9.1%	10.5%	15.7%	1.2x	1.2x	11.4x
	Median	7.4%	29.5%	6.7%	11.1%	11.3%	0.9x	1.3x	11.7x

Source: Capital IQ

Valuation Metrics (cont.)

Return Profile, Trading Metrics

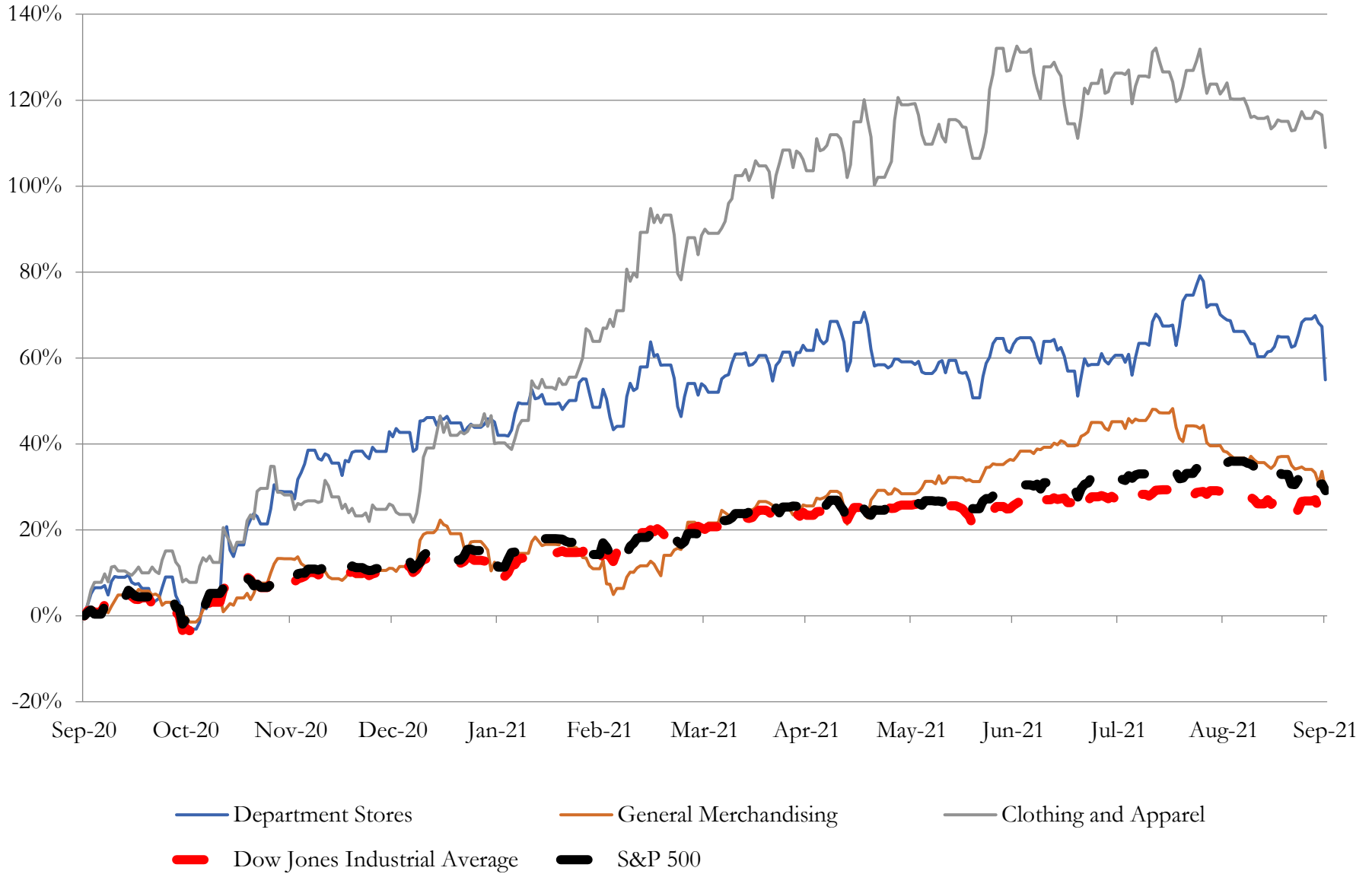
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Clothing and Apparel									
Bath & Body Works, Inc.	LTD	18.0%	N/A	25.1%	25.1%	145.2%	0.0x	1.8x	7.0x
The Gap, Inc.	GPS	3.9%	28.6%	18.3%	8.1%	292.4%	1.6x	0.8x	9.5x
Foot Locker, Inc.	FL	8.4%	35.5%	17.8%	13.3%	120.6%	1.4x	0.7x	5.3x
Ansell Limited	ANN	8.0%	16.8%	25.6%	18.1%	46.9%	0.4x	1.6x	8.9x
American Eagle Outfitters, Inc.	AEO	9.0%	24.5%	19.3%	14.8%	338.7%	1.5x	1.1x	7.3x
Urban Outfitters, Inc.	URBN	6.8%	18.9%	16.7%	11.8%	256.1%	1.6x	0.9x	7.3x
Abercrombie & Fitch Co.	ANF	6.1%	31.7%	11.0%	13.1%	139.6%	1.8x	0.7x	5.7x
Guess?, Inc.	GES	5.7%	32.2%	11.8%	11.7%	231.9%	2.3x	0.9x	7.5x
Express, Inc.	EXPR	-7.9%	-285.1%	0.3%	-7.3%	N/A	1.9x	0.8x	-10.4x
Zumiez Inc.	ZUMZ	10.3%	23.0%	17.3%	16.2%	79.9%	1.7x	0.8x	4.7x
Tilly's, Inc.	TLYS	6.9%	26.5%	26.4%	11.3%	344.1%	2.2x	0.8x	6.7x
Destination XL Group, Inc.	DXLG	4.4%	100.7%	17.2%	9.4%	N/A	1.5x	1.3x	14.0x
	Mean	6.6%	4.9%	17.2%	12.1%	199.6%	1.5x	1.0x	6.1x
	Median	6.8%	26.5%	17.5%	12.4%	188.5%	1.6x	0.8x	7.2x

Source: Capital IQ

3

LTM Equity Performance

Major Indexes



4

Recent M&A Activity

Last Twelve (12) Months as of September 30, 2021

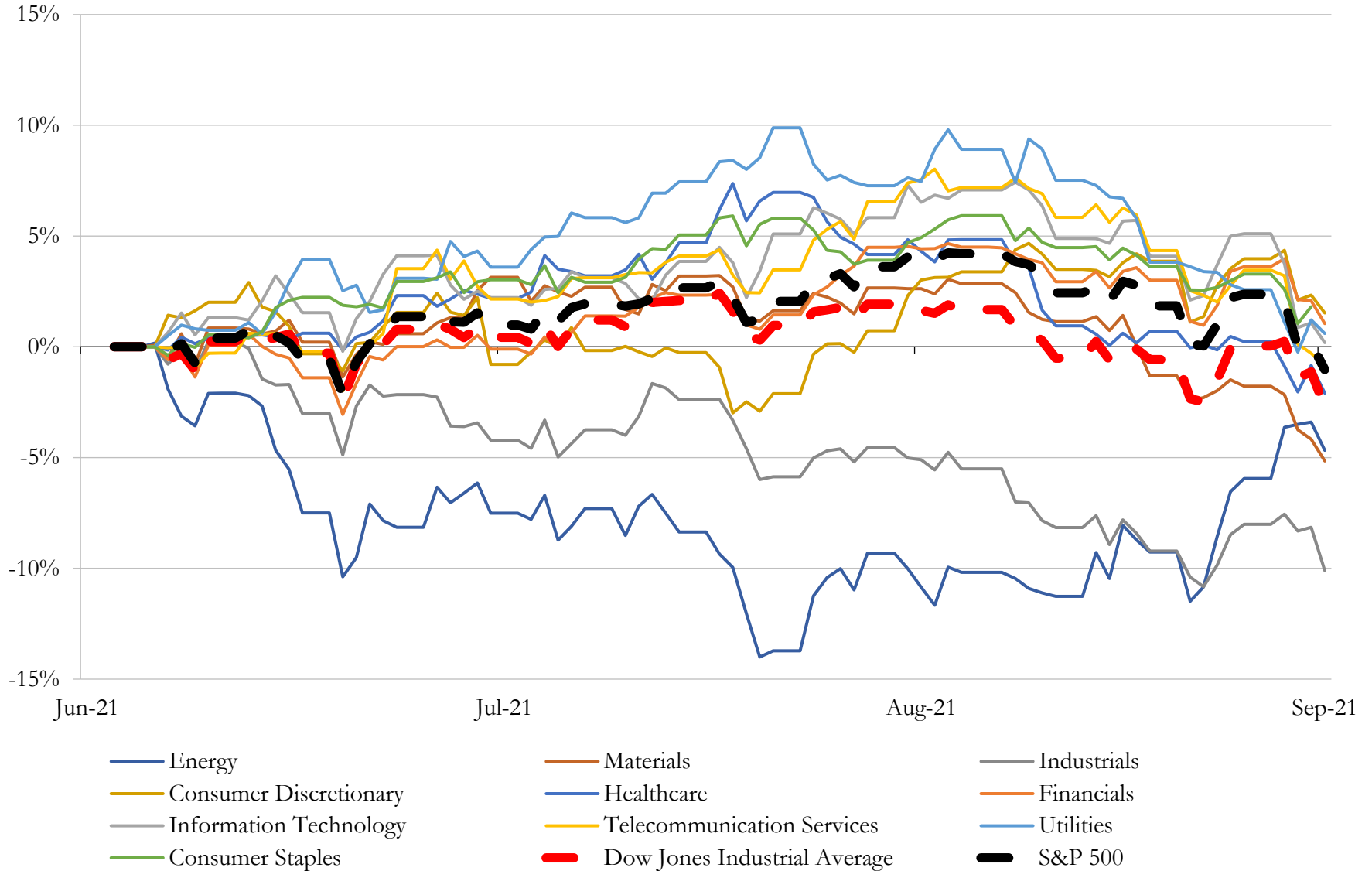
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
May-21	Speedway LLC	7-Eleven, Inc.	\$21,000
Jan-21	Tiffany & Co.	LVMH Moët Hennessy - Louis Vuitton, Société Européenne	\$17,876
Jun-21	Grubhub Inc.	Just Eat Takeaway.com N.V.	\$7,604
Apr-21	The Michaels Companies, Inc.	Apollo Global Management, Inc.	\$6,284
Jul-21	At Home Group Inc.	Hellman & Friedman LLC	\$4,214
Sep-21	Core-Mark Holding Company, Inc.	Performance Food Group Company	\$2,694
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
Mar-21	Pet Supplies Plus, LLC	Franchise Group, Inc.	\$700
Aug-21	C&W Motors, Inc./ Metro Motorcycle, Inc./ Tucson Motorcycles, Inc./ Tucson	RumbleON, Inc.	\$628
Dec-20	Nutrisystem, Inc.	Kainos Capital LP	\$559
Jan-21	Fresh Direct, LLC	Centerbridge Partners, L.P.; Ahold Delhaize USA, Inc.	\$550
Mar-21	DTLR Villa LLC	JD Sports Fashion plc	\$495
Feb-21	DermStore, LLC	THG Holdings plc (nka:THG Plc)	\$350
Jun-21	Leaf Group Ltd.	Graham Holdings Company	\$304
Nov-20	Christmas Tree Shops, Inc.	Handil Holdings, LLC	\$233
Dec-20	ShopRunner, Inc.	FedEx Corporation	\$228
Mar-21	JM Bullion, Inc.	A-Mark Precious Metals, Inc.	\$173
Jan-21	Cost Plus, Inc.	Kingswood Capital Management, LLC	\$110
May-21	61 convenience stores with gas stations in Michigan and Ohio of Express Stop,	GPM Investments, LLC	\$102
Dec-20	P & M Solutions, LLC	Central Garden & Pet Company	\$81
Dec-20	Certain Ecommerce Business Related Assets of 9830 Macarthur, Reliance Equities	Aterian, Inc.	\$76
Apr-21	Spiro Health Services, LLC	AdaptHealth Corp.	\$74
Feb-21	Turbo Squid, Inc.	Shutterstock, Inc.	\$72
Nov-20	Assets of Justice Stores, LLC	B. Riley Financial, Inc.; Bluestar Alliance, LLC	\$71
Mar-21	Two KIA motor vehicle dealerships of Fuccillo Affiliates of Florida, Inc. and	LMP Automotive Holdings, Inc.	\$69
Feb-21	Assets of Healing Solutions, LLC	Aterian, Inc.	\$62
Apr-21	Mountain View Tire & Service, Inc.	Monro, Inc.	\$62
Jan-21	Certain International Operations of Party City Holdco Inc.	Endless LLP	\$59
Jul-21	National Dollar General Store Portfolio	Realty Income Corporation	\$55

Source: Capital IQ

5 Change in Market Capitalization by Sector

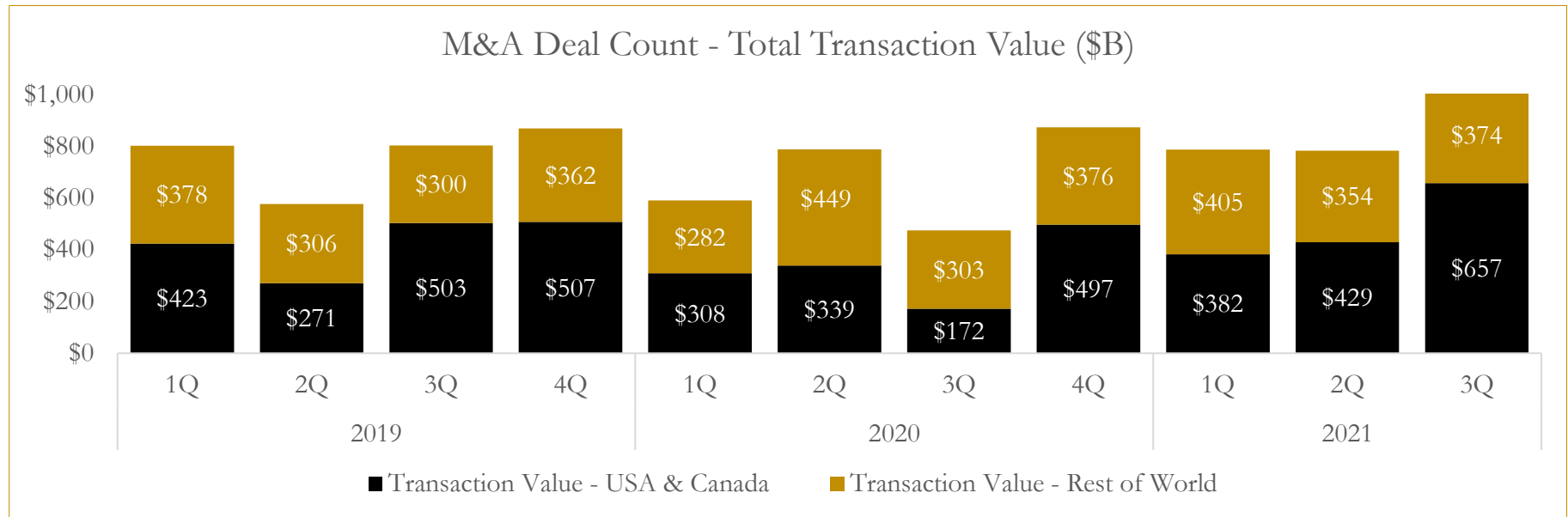
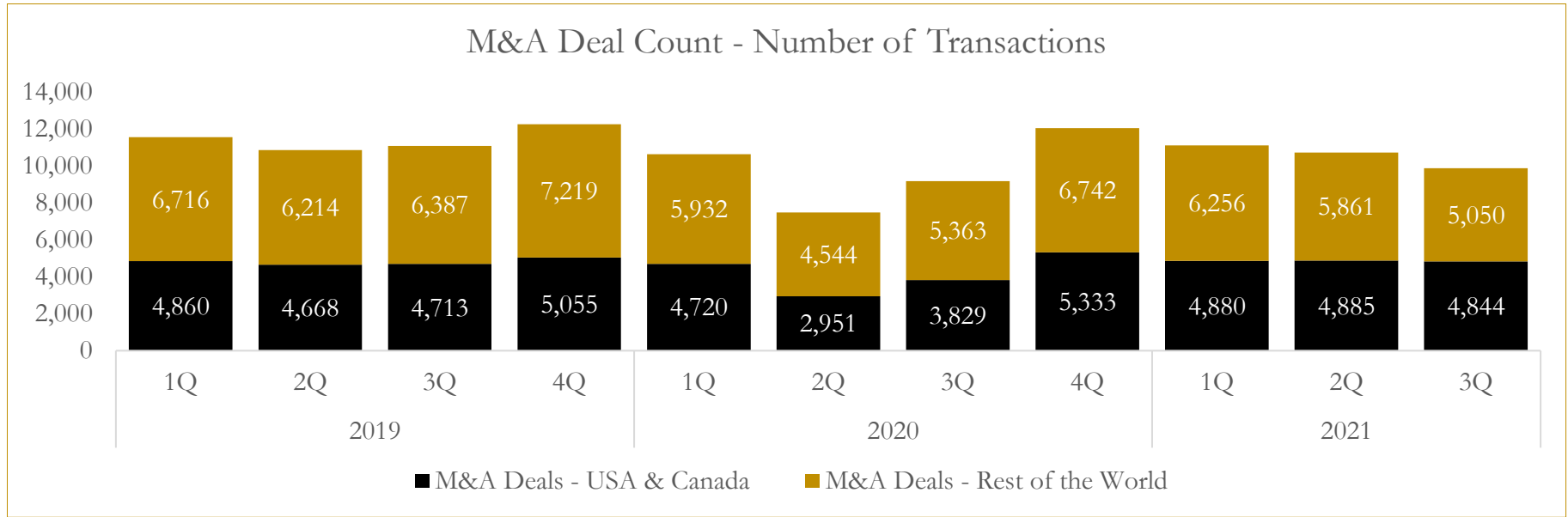
Last Three (3) Months as of September 30, 2021



6

M&A Deal Flow Statistics

Last Three (3) Years as of September 30, 2021



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.

Litigation Support

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

Contact:

Andrew Smith

President

asmith@houlihancapital.com

(312) 450-8610

Paul Clark

Managing Director

pclark@houlihancapital.com

(312) 450-8656

Michael Norton

Director, Business Development

mnorton@houlihancapital.com

(312) 450-8628

Monica Blocker

Director, Business Development

mblocker@houlihancapital.com

(312) 450-8699