



Industry Update  
**Retail**  
Q1 2022

## 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 03/31/22	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue	2021 Est. EBITDA
<b>Department Stores</b>									
Kohl's Corporation	KSS	\$60.46	93.3%	\$12,656	\$15,054	\$19,433	\$2,518	\$18,957	\$2,324
Macy's, Inc.	M	\$24.36	64.2%	\$11,711	\$17,590	\$25,292	\$2,970	\$24,621	\$2,712
Nordstrom, Inc.	JWN	\$27.11	61.9%	\$8,751	\$8,869	\$14,789	\$1,107	\$15,599	\$1,452
Dillard's, Inc.	DDS	\$268.39	64.4%	\$4,784	\$3,246	\$6,624	\$1,309	\$6,450	\$721
<b>General Merchandising</b>									
Target Corporation	TGT	\$212.22	78.9%	\$116,058	\$53,811	\$106,005	\$11,704	\$109,697	\$11,721
Dollar General Corporation	DG	\$222.63	92.7%	\$69,197	\$26,327	\$34,220	\$3,865	\$37,384	\$4,210
Dollar Tree, Inc.	DLTR	\$160.15	98.8%	\$44,690	\$21,722	\$26,321	\$2,565	\$27,876	\$3,215
Big Lots, Inc.	BIG	\$34.60	47.2%	\$2,744	\$3,927	\$6,151	\$390	\$6,167	\$337
<b>Clothing and Apparel</b>									
Bath & Body Works, Inc.	LTD	\$74.61	95.7%	\$14,867	\$6,026	\$7,882	\$2,372	\$8,128	\$2,047
The Gap, Inc.	GPS	\$14.08	37.4%	\$10,255	\$12,761	\$16,670	\$1,323	\$16,882	\$1,534
Foot Locker, Inc.	FL	\$29.66	44.5%	\$5,347	\$8,135	\$8,958	\$1,204	\$8,469	\$836
American Eagle Outfitters, Inc.	AEO	\$16.80	43.1%	\$4,050	\$3,787	\$5,011	\$774	\$5,609	\$775
Urban Outfitters, Inc.	URBN	\$25.11	59.6%	\$2,894	\$3,791	\$4,549	\$508	\$4,891	\$513
Ansell Limited	ANN	\$19.33	58.5%	\$2,838	\$2,582	\$2,098	\$339	\$1,999	\$312
Guess?, Inc.	GES	\$21.85	70.2%	\$2,100	\$2,556	\$2,592	\$347	\$2,670	\$343
Abercrombie & Fitch Co.	ANF	\$31.99	65.3%	\$2,013	\$2,939	\$3,713	\$474	\$3,842	\$460
Express, Inc.	EXPR	\$3.56	41.1%	\$1,033	\$1,259	\$1,870	\$69	\$1,987	\$94
Zumiez Inc.	ZUMZ	\$38.21	69.3%	\$730	\$862	\$1,184	\$186	\$1,138	\$149
Tilly's, Inc.	TLYS	\$9.36	52.6%	\$390	\$505	\$776	\$104	\$722	\$62

Source: Capital IQ

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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
<b>Department Stores</b>									
Macy's, Inc.	M	8.3%	46.3%	39.8%	11.7%	N/A	1.9x	0.5x	3.9x
Kohl's Corporation	KSS	6.9%	19.0%	21.8%	13.0%	338.7%	1.9x	0.7x	5.0x
Nordstrom, Inc.	JWN	3.3%	40.2%	38.0%	7.5%	N/A	2.4x	0.6x	7.9x
Dillard's, Inc.	DDS	21.9%	59.6%	49.4%	19.8%	972.5%	0.9x	0.7x	3.7x
	Mean	10.1%	41.3%	37.3%	13.0%	655.6%	1.8x	0.6x	5.1x
	Median	7.6%	43.3%	38.9%	12.4%	655.6%	1.9x	0.6x	4.5x
<b>General Merchandising</b>									
Target Corporation	TGT	10.8%	50.9%	13.3%	11.0%	25.6%	1.1x	1.1x	9.9x
Dollar General Corporation	DG	7.7%	37.1%	1.4%	11.3%	-6.5%	0.6x	2.0x	17.9x
Dollar Tree, Inc.	DLTR	5.4%	17.7%	3.2%	9.7%	-10.3%	0.8x	1.7x	17.4x
Big Lots, Inc.	BIG	3.9%	15.6%	-0.8%	6.3%	-27.1%	2.2x	0.4x	7.0x
	Mean	7.0%	30.3%	4.3%	9.6%	-4.6%	1.2x	1.3x	13.1x
	Median	6.6%	27.4%	2.3%	10.4%	-8.4%	0.9x	1.4x	13.7x

Source: Capital IQ

## Valuation Metrics (cont.)

### Return Profile, Trading Metrics

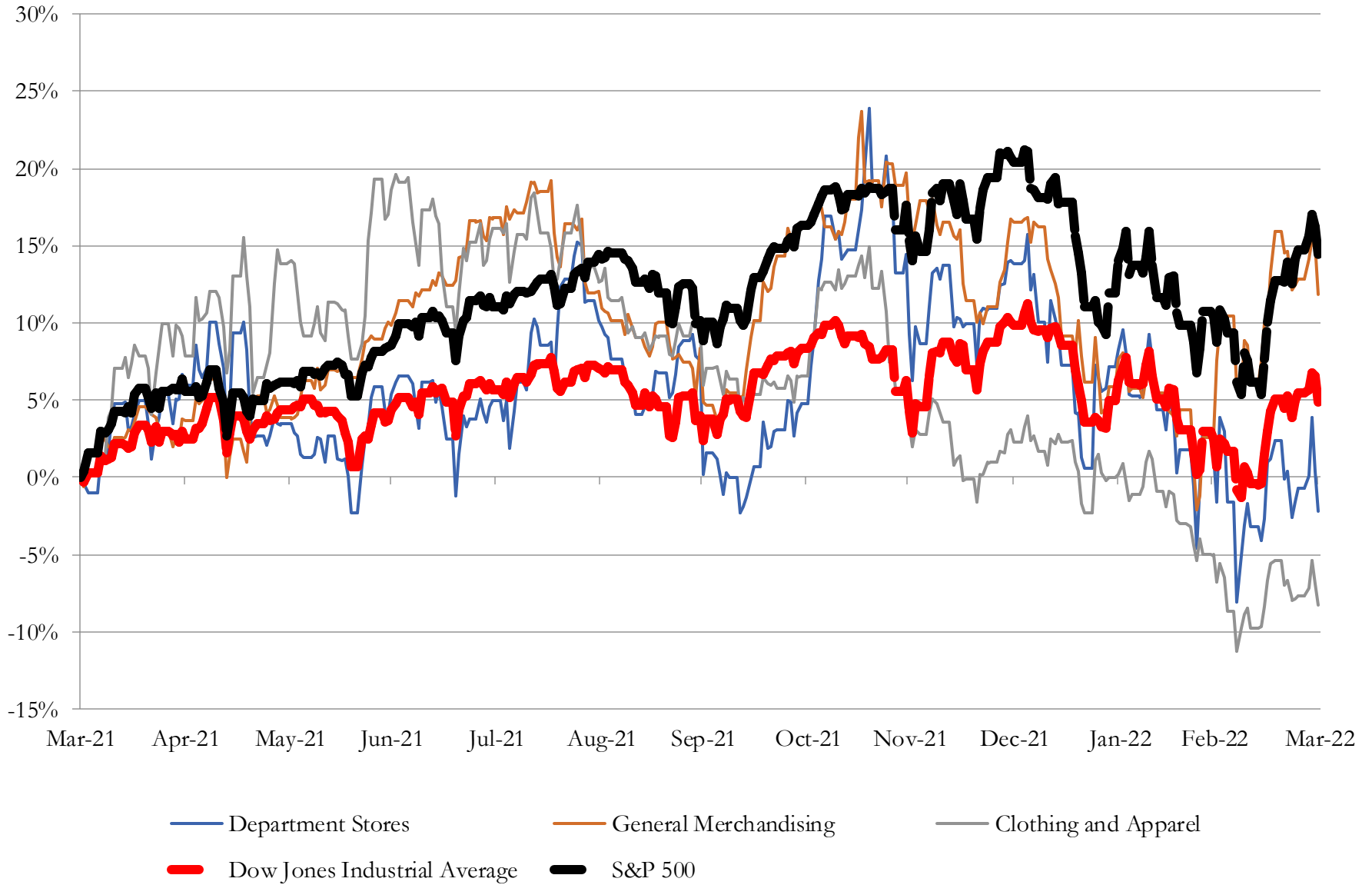
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Clothing and Apparel</b>									
Bath & Body Works, Inc.	LTD	14.3%	N/A	22.5%	30.1%	-1.5%	0.0x	1.9x	6.3x
The Gap, Inc.	GPS	3.9%	9.6%	20.8%	7.9%	582.0%	1.7x	0.6x	7.8x
Foot Locker, Inc.	FL	8.3%	29.6%	18.7%	13.4%	152.4%	1.4x	0.6x	4.4x
Ansell Limited	ANN	7.2%	14.4%	16.7%	16.1%	12.4%	0.4x	1.4x	8.4x
American Eagle Outfitters, Inc.	AEO	10.5%	33.4%	33.3%	15.4%	344.8%	1.3x	0.8x	5.2x
Urban Outfitters, Inc.	URBN	7.0%	19.3%	31.9%	11.2%	272.5%	1.5x	0.6x	5.7x
Abercrombie & Fitch Co.	ANF	6.6%	30.2%	18.8%	12.8%	179.3%	1.6x	0.5x	4.2x
Guess?, Inc.	GES	7.2%	29.2%	38.1%	13.4%	585.5%	2.1x	0.8x	6.1x
Express, Inc.	EXPR	0.0%	-262.5%	54.8%	3.7%	N/A	1.4x	0.6x	15.1x
Zumiez Inc.	ZUMZ	10.9%	23.4%	19.5%	15.7%	47.7%	1.6x	0.6x	3.9x
Tilly's, Inc.	TLYS	10.8%	38.3%	46.0%	13.5%	515.4%	2.1x	0.5x	3.7x
Destination XL Group, Inc.	DXLG	12.6%	209.5%	58.3%	15.1%	N/A	1.6x	0.9x	6.1x
	<b>Mean</b>	<b>8.3%</b>	<b>15.9%</b>	<b>31.6%</b>	<b>14.0%</b>	<b>269.0%</b>	<b>1.4x</b>	<b>0.8x</b>	<b>6.4x</b>
	<b>Median</b>	<b>7.8%</b>	<b>29.2%</b>	<b>27.2%</b>	<b>13.5%</b>	<b>225.9%</b>	<b>1.5x</b>	<b>0.6x</b>	<b>5.9x</b>

Source: Capital IQ

# 3

## LTM Equity Performance

Major Indexes



Source: Capital IQ



## 4

## Recent M&amp;A Activity

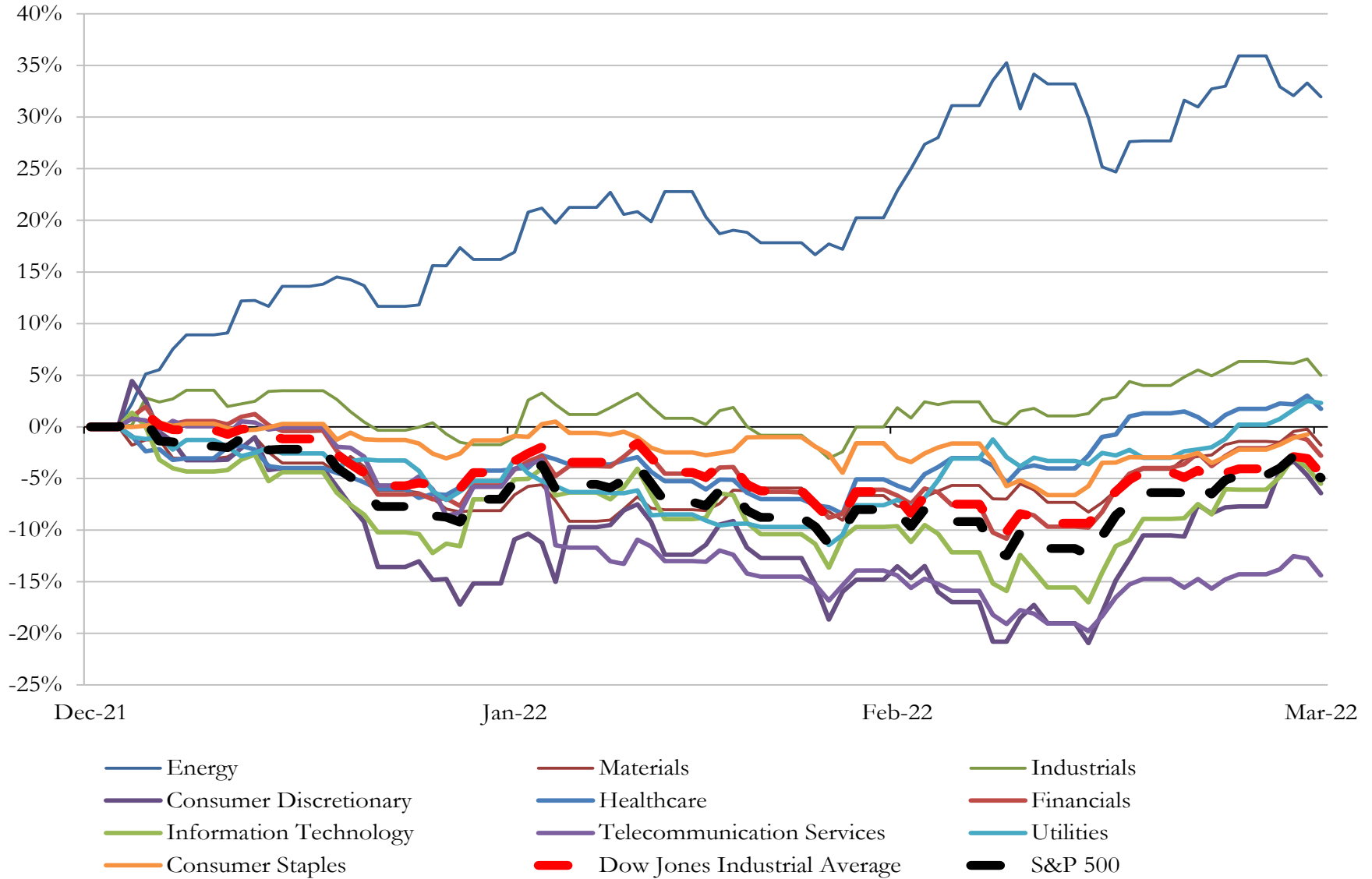
*Last Twelve (12) Months as of March 31, 2022*

Close Date	Target	Acquirer	Implied TEV
May-21	Speedway LLC	7-Eleven, Inc.	\$21,000
Jun-21	Grubhub Inc.	Just Eat Takeaway.com N.V.	\$7,604
Oct-21	Stamps.com Inc.	Thoma Bravo, L.P.; Thoma Bravo Fund XIV LP	\$6,165
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-21	Consumer Club, Inc. d/b/a/ Getaroom.com	priceline.com LLC	\$1,200
Nov-21	All Assets of Prime Automotive Group, Inc.	Group 1 Automotive, Inc.	\$880
Jan-22	Flyers Energy, LLC	World Fuel Services, Inc.	\$778
Aug-21	C&W Motors, Inc./ Metro Motorcycle, Inc./ Tucson Motorcycles, Inc./	RumbleON, Inc.	\$628
Dec-21	Almo Corporation	DCC Technology Limited	\$610
Nov-21	W.S. Badcock Corporation	Franchise Group, Inc.	\$581
Oct-21	Live Auctioneers LLC	ATG Media US, Inc.	\$525
Nov-21	Diamonds Direct USA Inc.	Sterling Jewelers Inc.	\$490
Jun-21	Leaf Group Ltd.	Graham Holdings Company	\$304
Dec-21	40 Pilot Convenience Stores of Pilot Corporation	CGS Stores, LLC	\$220
Jan-22	Retail fuel and convenience store assets of Consumers Petroleum of	Global Partners LP	\$151
Nov-21	Operations and Leasehold Interest of 36 Convenience Stores and Gas Stations	Oak Street Real Estate Capital, LLC; GPM Investments, LLC	\$112
May-21	61 convenience stores with gas stations in Michigan and Ohio of Express	GPM Investments, LLC	\$102
Apr-21	Spiro Health Services, LLC	AdaptHealth Corp.	\$74
Dec-21	Substantially All of the Assets of Shoe Station, Inc.	Shoe Carnival, Inc.	\$67
Apr-21	Mountain View Tire & Service, Inc.	Monro, Inc.	\$62
Jul-21	National Dollar General Store Portfolio	Realty Income Corporation	\$55
Nov-21	Bid4Assets, Inc.	Liquidity Services, Inc.	\$53
Aug-21	BYRV Inc.	Lazydays Holdings, Inc.	\$50
Sep-21	American Home Protect, LLC	Porch Group, Inc.	\$46
Jul-21	Birchbox, Inc.	FemTec Health, Inc.	\$45
Feb-22	Violet Grey Inc	Farfetch Limited	\$44
Jan-22	Eagle Alcohol Company LLC	Alto Ingredients, Inc.	\$29
Dec-21	Jaycox Implement, Inc.	Titan Machinery Inc.	\$28
Dec-21	Enovation Brands, Inc	Italian Wine Brands S.p.A.	\$26

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

*Last Three (3) Months as of March 31, 2022*

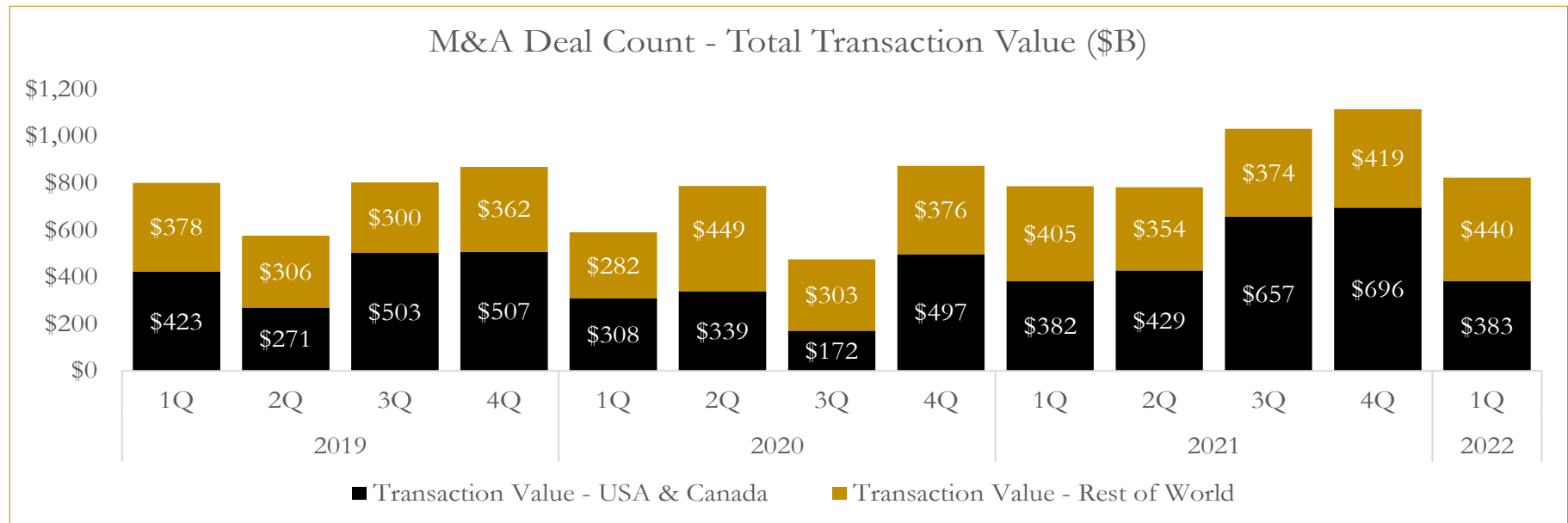
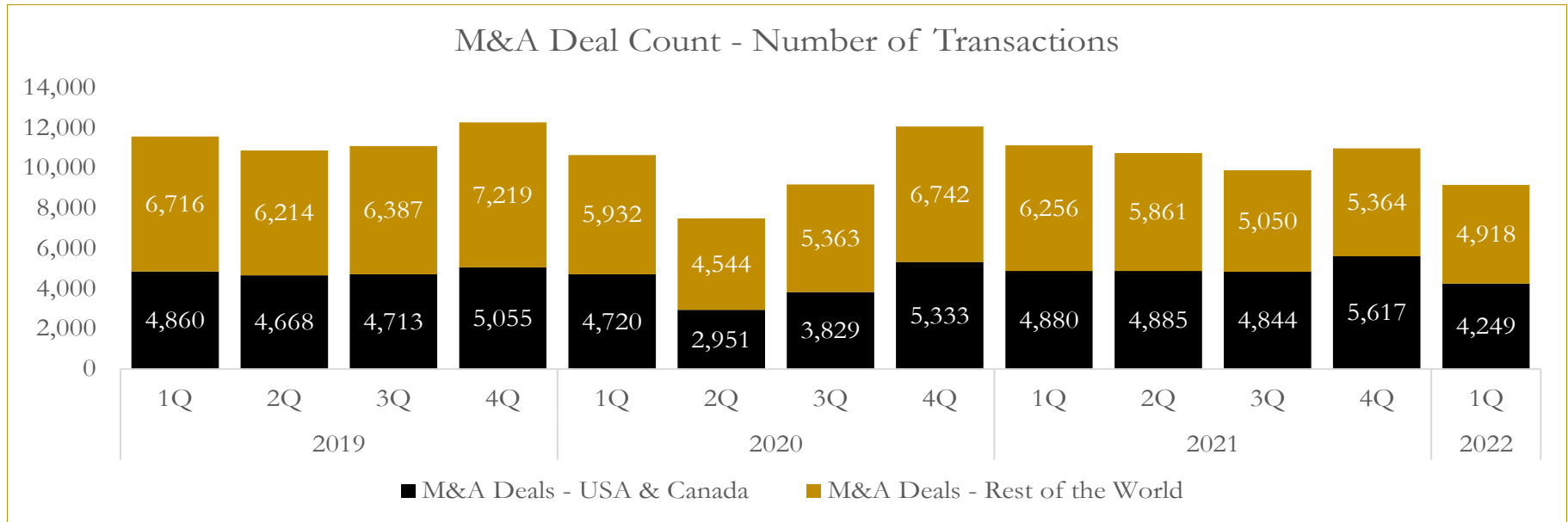


Source: Capital IQ

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## M&A Deal Flow Statistics

Last Three (3) Years as of March 31, 2022



Source: Capital IQ



## 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.

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