



Industry Update  
**Retail**  
Q4 2023

## 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 12/31/23	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2023 Est. Revenue	2023 Est. EBITDA
<b>Department Stores</b>									
Kohl's Corporation	KSS	\$28.68	80.2%	\$10,779	\$15,467	\$17,539	\$900	\$16,726	\$1,444
Macy's, Inc.	M	\$20.12	80.1%	\$10,933	\$18,111	\$23,930	\$1,768	\$22,771	\$2,046
Nordstrom, Inc.	JWN	\$18.45	68.0%	\$7,062	\$9,013	\$14,592	\$1,079	\$14,635	\$1,143
Dillard's, Inc.	DDS	\$403.65	96.6%	\$6,015	\$3,898	\$6,878	\$1,131	\$6,570	\$742
<b>General Merchandising</b>									
Target Corporation	TGT	\$142.42	78.4%	\$84,800	\$56,229	\$106,888	\$7,956	\$106,732	\$8,610
Dollar General Corporation	DG	\$135.95	54.2%	\$47,608	\$30,625	\$39,036	\$3,620	\$40,340	\$3,360
Dollar Tree, Inc.	DLTR	\$142.05	88.2%	\$40,465	\$24,031	\$29,685	\$2,509	\$31,675	\$3,011
Big Lots, Inc.	BIG	\$7.79	39.0%	\$2,575	\$3,625	\$4,833	-\$274	\$4,498	-\$80
<b>Clothing and Apparel</b>									
Bath & Body Works, Inc.	BBWI	\$43.16	87.1%	\$15,115	\$5,243	\$7,405	\$1,493	\$7,434	\$1,583
The Gap, Inc.	GPS	\$20.91	94.7%	\$11,543	\$11,052	\$14,834	\$942	\$14,925	\$1,116
Abercrombie & Fitch Co.	ANF	\$88.22	93.8%	\$5,980	\$2,898	\$4,028	\$498	\$4,417	\$659
Foot Locker, Inc.	FL	\$31.15	66.0%	\$5,526	\$7,420	\$8,121	\$457	\$8,041	\$496
American Eagle Outfitters, Inc.	AEO	\$21.16	98.5%	\$5,084	\$3,521	\$5,079	\$567	\$5,361	\$636
Urban Outfitters, Inc.	URBN	\$32.69	86.4%	\$3,498	\$3,970	\$4,946	\$397	\$5,132	\$508
Guess?, Inc.	GES	\$23.06	92.8%	\$2,286	\$2,479	\$2,703	\$292	\$2,779	\$314
Ansell Limited	ANN	\$14.28	74.2%	\$2,049	\$2,531	\$1,655	\$254	\$1,663	\$267
Express, Inc.	EXPR	\$8.37	28.5%	\$866	\$1,468	\$1,787	-\$106	\$1,969	\$26
Zumiez Inc.	ZUMZ	\$20.34	70.2%	\$461	\$743	\$874	\$7	\$902	\$41
Tilly's, Inc.	TLYS	\$7.54	79.4%	\$376	\$476	\$630	-\$8	\$630	-\$8

Source: Capital IQ

## 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
<b>Department Stores</b>									
Kohl's Corporation	KSS	0.5%	-3.6%	-5.6%	5.1%	-50.4%	2.0x	0.6x	12.3x
Macy's, Inc.	M	3.8%	18.0%	-7.2%	7.4%	-32.6%	2.1x	0.5x	6.2x
Nordstrom, Inc.	JWN	3.4%	17.8%	-7.0%	7.4%	-14.1%	2.5x	0.5x	6.8x
Dillard's, Inc.	DDS	15.4%	45.4%	-1.6%	16.4%	-18.7%	1.0x	0.9x	5.5x
	Mean	5.8%	19.4%	-5.4%	9.1%	-28.9%	1.9x	0.6x	7.7x
	Median	3.6%	17.9%	-6.3%	7.4%	-25.7%	2.0x	0.6x	6.5x
<b>General Merchandising</b>									
Target Corporation	TGT	5.8%	30.9%	-1.7%	7.4%	5.0%	1.1x	0.8x	10.5x
Dollar General Corporation	DG	5.9%	30.6%	7.6%	9.3%	-7.0%	0.4x	1.2x	13.0x
Dollar Tree, Inc.	DLTR	4.5%	13.5%	7.2%	8.5%	-15.3%	0.9x	1.3x	15.6x
Big Lots, Inc.	BIG	-6.9%	-84.6%	-14.6%	-5.7%	N/A	2.4x	0.5x	-9.4x
	Mean	2.3%	-2.4%	-0.4%	4.9%	-5.8%	1.2x	1.0x	7.4x
	Median	5.2%	22.0%	2.8%	7.9%	-7.0%	1.0x	1.0x	11.7x

Source: Capital IQ

## Valuation Metrics (cont.)

### Return Profile, Trading Metrics

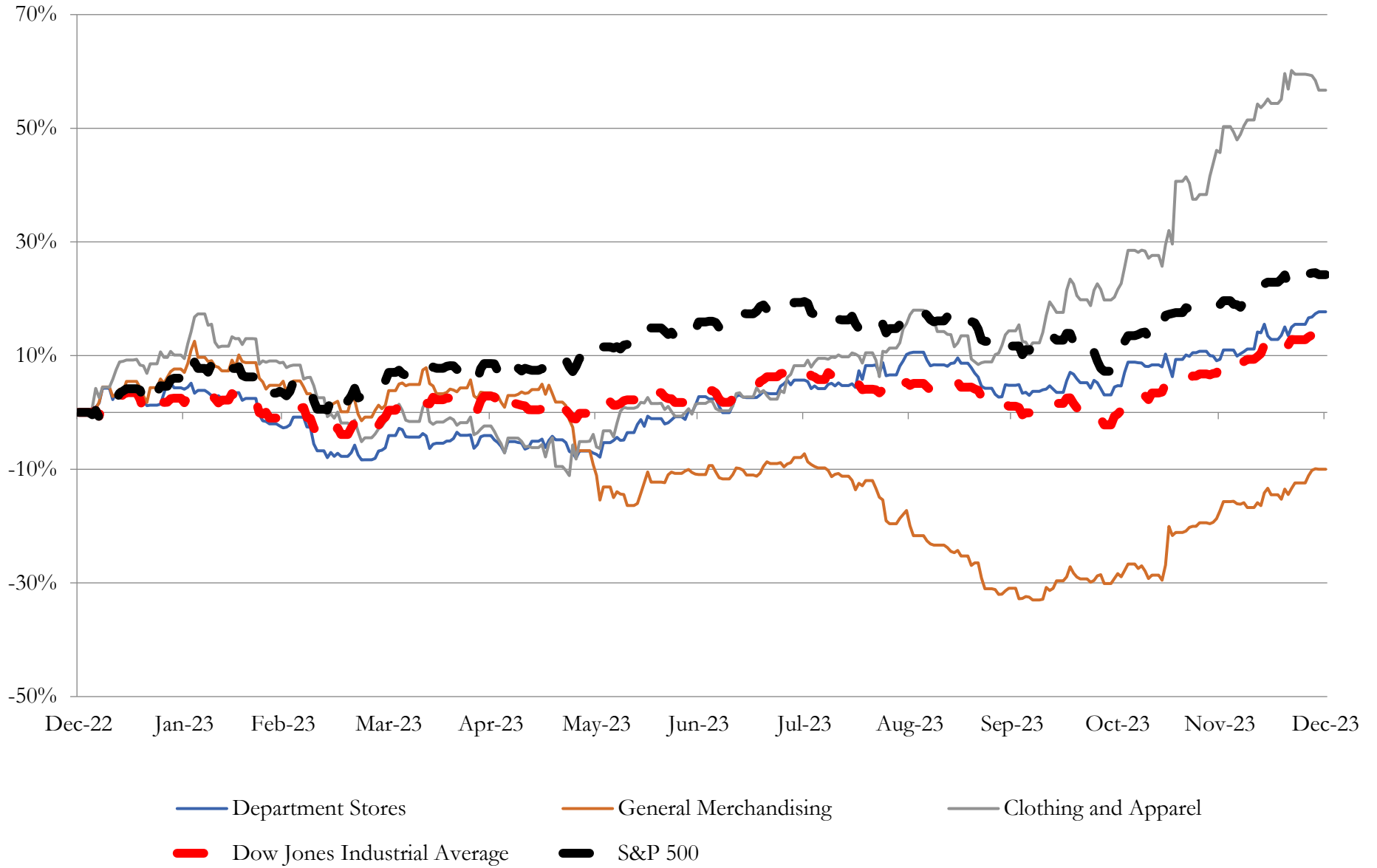
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Clothing and Apparel</b>									
Bath & Body Works, Inc.	BBWI	14.9%	N/A	-3.8%	20.2%	-18.1%	1.8x	2.0x	10.1x
The Gap, Inc.	GPS	2.2%	1.7%	-6.7%	6.4%	84.7%	2.2x	0.8x	12.3x
Abercrombie & Fitch Co.	ANF	8.0%	28.1%	10.1%	12.4%	117.0%	1.6x	1.5x	12.0x
Foot Locker, Inc.	FL	2.1%	2.5%	-7.4%	5.6%	-52.5%	1.4x	0.7x	12.1x
American Eagle Outfitters, Inc.	AEO	5.8%	13.6%	1.5%	11.2%	22.2%	1.5x	1.0x	9.0x
Urban Outfitters, Inc.	URBN	5.0%	12.3%	5.3%	8.0%	-1.0%	1.5x	0.7x	8.8x
Guess?, Inc.	GES	6.0%	37.1%	1.3%	10.8%	-12.6%	2.0x	0.8x	7.8x
Ansell Limited	ANN	5.2%	9.5%	-15.2%	15.4%	-13.1%	0.5x	1.2x	8.1x
Express, Inc.	EXPR	-7.6%	309.6%	-8.1%	-6.0%	N/A	1.6x	0.5x	-8.1x
Zumiez Inc.	ZUMZ	-1.2%	-4.7%	-14.7%	0.8%	-91.6%	1.5x	0.5x	62.8x
	<b>Mean</b>	<b>4.0%</b>	<b>45.5%</b>	<b>-3.8%</b>	<b>8.5%</b>	<b>3.9%</b>	<b>1.6x</b>	<b>1.0x</b>	<b>13.5x</b>
	<b>Median</b>	<b>5.1%</b>	<b>12.3%</b>	<b>-5.3%</b>	<b>9.4%</b>	<b>-12.6%</b>	<b>1.5x</b>	<b>0.8x</b>	<b>9.5x</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 December 31, 2023*

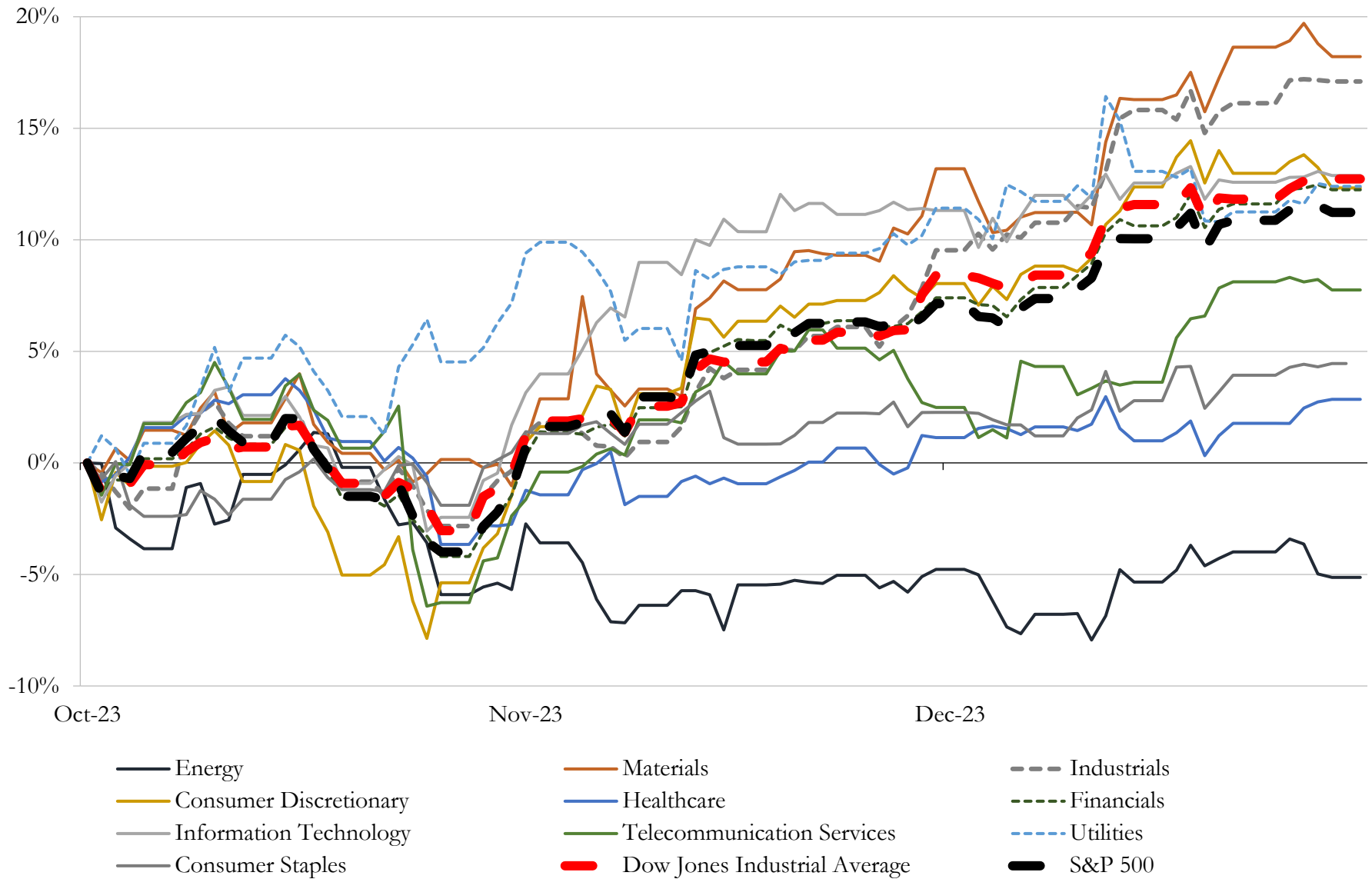
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Aug-23	Franchise Group, Inc.	N/A	\$3,790
May-23	TravelCenters of America Inc.	BP Products North America Inc.	\$3,165
Dec-23	Jim Koons Management Co Inc.	Asbury Automotive Group, LLC	\$1,200
Jan-23	Poshmark, Inc.	NAVER Corporation	\$1,049
Nov-23	112 fuel and convenience retail sites of MAPCO Express Inc.	Alimentation Couche-Tard Inc.	\$459
Mar-23	Assets of Transit Energy Group, LLC	GPM Transportation Company, LLC; GPM Southeast, LLC; GPM	\$383
Mar-23	Volta Inc.	Shell USA, Inc.	\$250
Jul-23	Renzi Bros., Inc.	US Foods Holding Corp.	\$142
Sep-23	Ourisman Toyota of Richmond	Graham-Ourisman Automotive LLC	\$100
Dec-23	W.S. Badcock Corporation	Conn's, Inc.	\$74
Jun-23	3 Franchised Dealerships in Alabama and North Carolina	N/A	\$52
Feb-23	Carson Toyota, Inc.	Fletcher Jones Automotive Group	\$49
Apr-23	PetCareRx, Inc.	PetMed Express, Inc.	\$36
Nov-23	DCE Construction, Inc.	Here to Serve Holding Corp.	\$31
Dec-23	CardCash Exchange Inc.	RDE, Inc.	\$31
Jun-23	Otto's BMW/Otto's Mini	Piazza Auto Group	\$31
Apr-23	Belami, Inc.	SKYX Platforms Corp.	\$25
Jul-23	Great Lakes Hyundai of Dublin, Great Lakes Hyundai of Columbus and	Great Lakes Auto Network, Inc.	\$22
Feb-23	Hohl-Findlay, LLC	Lazydays Holdings, Inc.	\$20
Aug-23	Seven convenience stores located in Arkansas and Oklahoma	Arko Corp.	\$14
Nov-23	TLA Acquisition Corp.	LV Holding, LLC	\$13
Aug-23	Buick GMC Automotive Dealership at Beckley, WV	Beckley AWV AM, LLC	\$11
Oct-23	Substantially all assets of Lordstown Motors Corp./Lordstown EV Sales	LandX Motors Inc.	\$10
Jul-23	MIRC, LLC	Fender Musical Instruments Corporation	\$9
Sep-23	Nitro Kava & Kratom	Panacea Life Sciences Holdings, Inc.	\$8
Apr-23	Battlbox, LLC.	Battlbrands Holdings, Inc.	\$7
Jun-23	Nuvo Sparkling Liqueur brand	Lucas Bols N.V.	\$6
May-23	Dealership Services Business in United States	XPEL, Inc.	\$5
Aug-23	Kia Automotive Dealership at Beckley, WV	Hope AWV K, LLC	\$4
Feb-23	Southeast Powersports Unlimited, LLC	RumbleON, Inc.	\$3

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2023

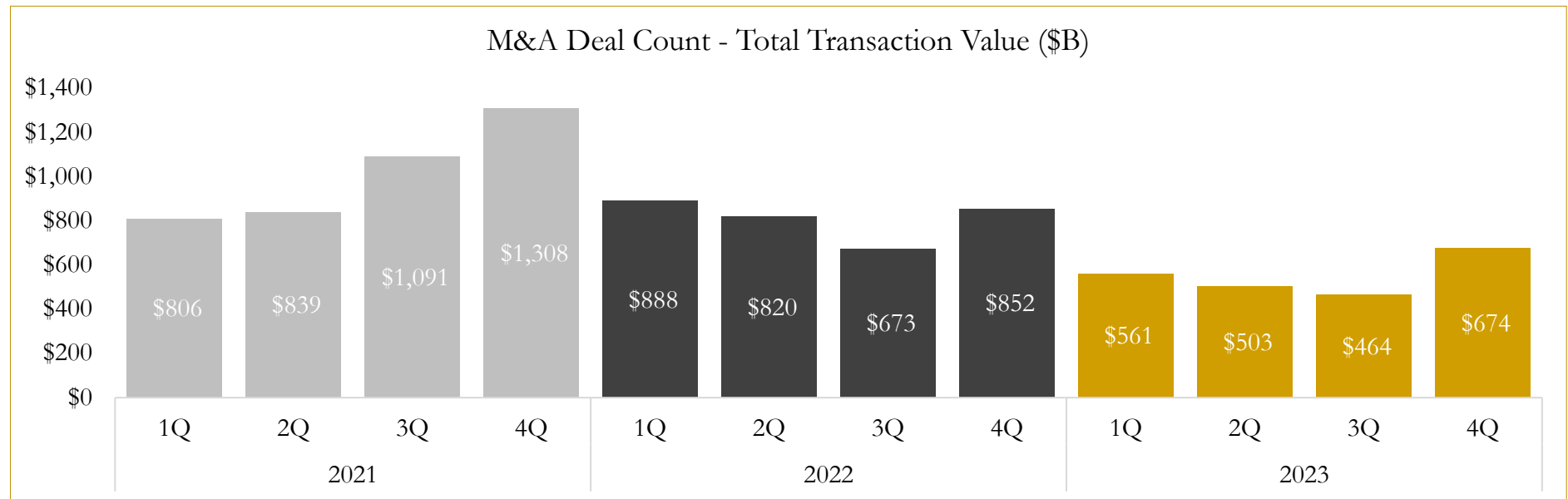
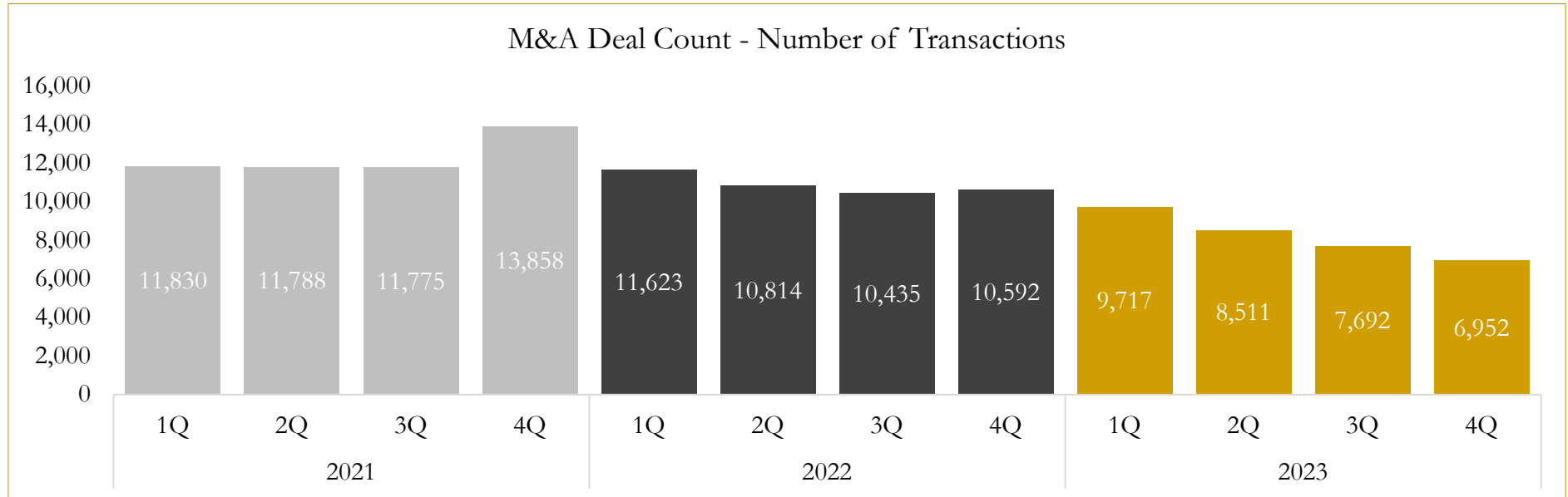


Source: Capital IQ

# 6

## M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2023



Source: Capital IQ



Houlihan Capital is a leading, solutions-driven valuation, financial advisory and 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

- **Portfolio Valuation (ASC 820)**
- **Complex & Illiquid Securities (Level 3)**
- **Cryptoasset /Blockchain Valuations**
  - Locked Token Valuations
- **Enterprise Valuations**
- **Fairness & Solvency Opinions**
  - SPAC Fairness
- **Estate & Gift Valuations**
- **Purchase Price Allocation (ASC 805)**
- **Goodwill Impairment Testing (ASC 350)**
- **Stock-based Compensation (ASC 718, IRC 409A)**

### Investment Banking

- **Mergers & Acquisitions**
  - Sell-Side Advisory
  - Sale of Minority Ownership Positions
  - Leveraged Buyouts
  - Majority Recapitalizations
  - Corporate Divestitures
- **Corporate Financial Services**
  - Financial Modeling
  - Investor Presentation
  - Valuation Analysis
  - Strategic Advisory

**For questions or inquiries regarding our services, please contact:**

**[info@houlihancapital.com](mailto:info@houlihancapital.com)**