

RETAIL



Quarterly Update
Second Quarter 2023

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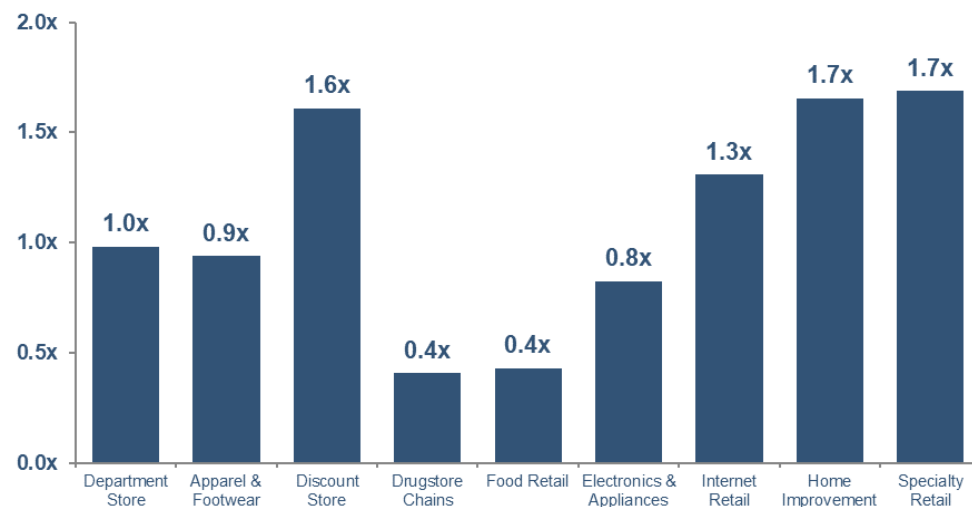
RESTRUCTURING • INVESTMENT BANKING • DISTRESSED ASSET SUPPORT SERVICES

KEY HIGHLIGHTS

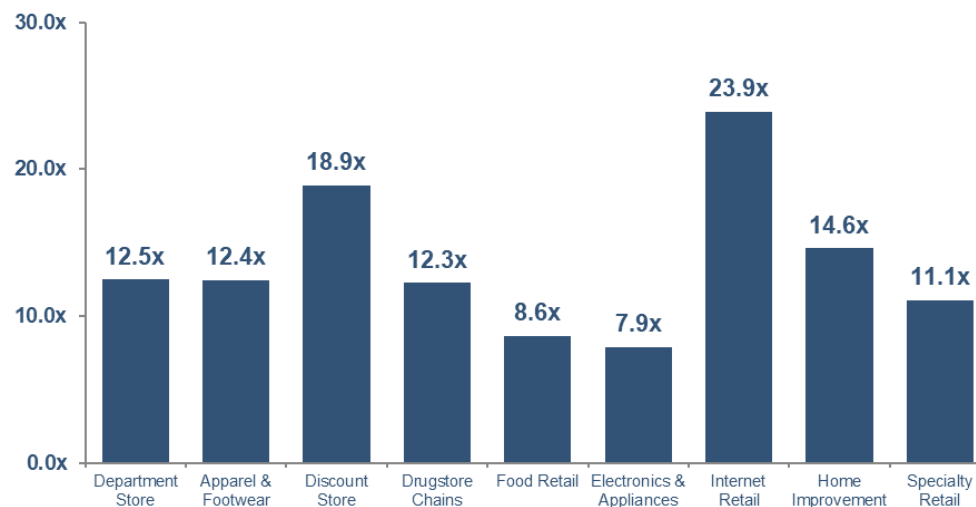
KEY HIGHLIGHTS

- In Q2 2023, M&A activity in the Retail sector fell by 5% to 53 transactions
 - Specialty Retail saw the most M&A transactions once again at 20 deals, representing 38% of all retail M&A activity identified by SOLIC in the second quarter
- Public company valuation multiples contracted slightly during the second quarter, while increasing on a year over year basis – the average retail EV/EBITDA multiple at the end of Q2 was 13.6x, down -2.5% from 13.9x in Q1
 - On a year over year basis, retail EV/EBITDA multiples increased 33% from Q2 2022
- The impact of retailers' inventory management efforts over the last year began to show in Q2 2023
 - Retail inventories continued to level off in the second quarter after over a year of rapid growth, suggesting industry-wide liquidity stabilization through reduced inventory days
 - » Retail inventories rose 1% from the end of the first quarter to \$778B
- Companies continued to file for bankruptcy at the quickest YTD pace since 2010
 - With retail leading all sectors, 340 YTD Corporate bankruptcy filings have occurred so far
 - » Q2 recorded 160 corporate bankruptcies, which represents a 70% year over year increase
- The Consumer Price Index (CPI) eased the trend of rapid growth in Q2 as it rose by 3% on a year-over-year basis
 - This year-over-year growth rate represented the lowest since the first quarter of 2021, suggesting easing inflation
 - The food, shelter, and transportation services indices increased the most since Q2 2022 (5.7%, 7.8%, and 8.2%, respectively), while the Energy index decreased the most at -16.7%
- **Q2 2023 Equity Capital Market Returns:** The SOLIC Retail Sector Index ("SRSI") increased slightly in Q2 (2.7%) as compared to the broader S&P (14.8%) and NASDAQ (9.9%) indices over the same period. Five of the nine subsectors increased in Q2.
 - SRSI Department Store subsector performance: 4.7%
 - SRSI Apparel & Footwear subsector performance: -6.6%
 - SRSI Discount Store subsector performance: -8.4%
 - SRSI Drugstore Chains subsector performance: -10.0%
 - SRSI Food Retail subsector performance: 0.4%
 - SRSI Electronics & Appliances subsector performance: 8.3%
 - SRSI Internet Retail subsector performance: 26.7%
 - SRSI Home Improvement subsector performance: 9.9%
 - SRSI Specialty Retail subsector performance: 0.0%

Enterprise Value to Revenue



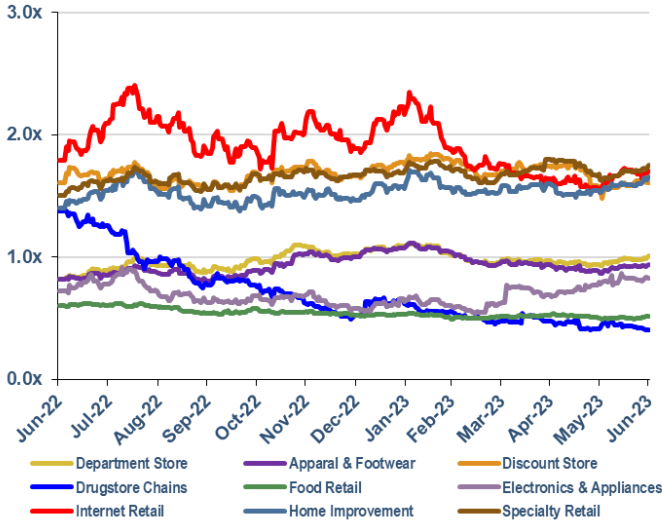
Enterprise Value to EBITDA



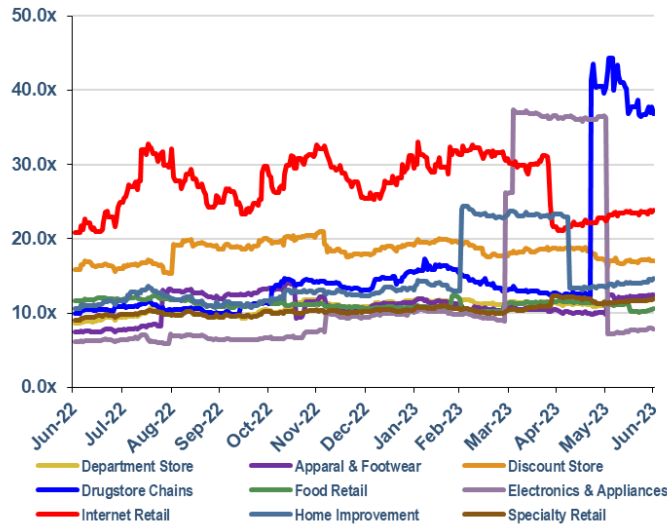
Source: Pitchbook and SOLIC Research

KEY HIGHLIGHTS (continued)

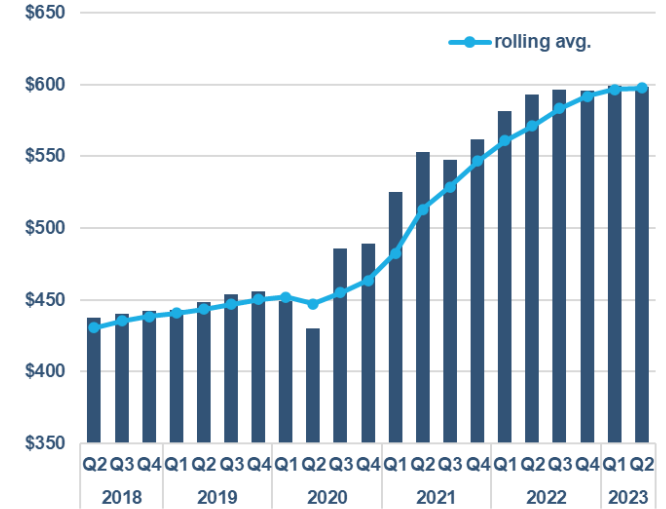
Retail Sectors: Total Enterprise Value / Revenue



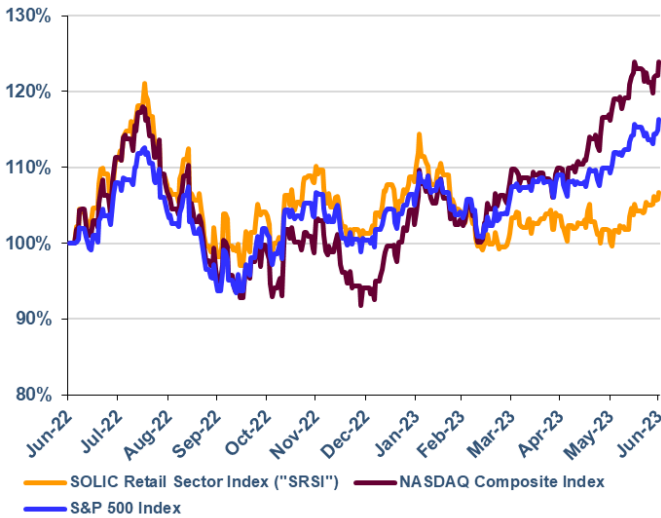
Retail Sectors: Total Enterprise Value / EBITDA



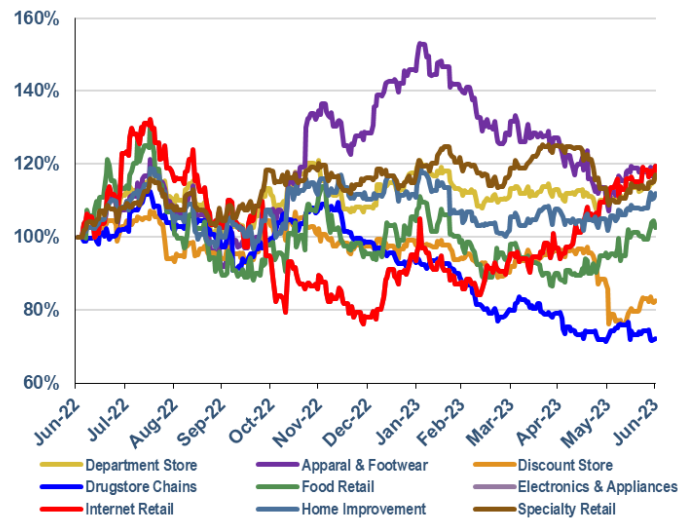
U.S. Retail Sales (Quarterly average \$ in billions)



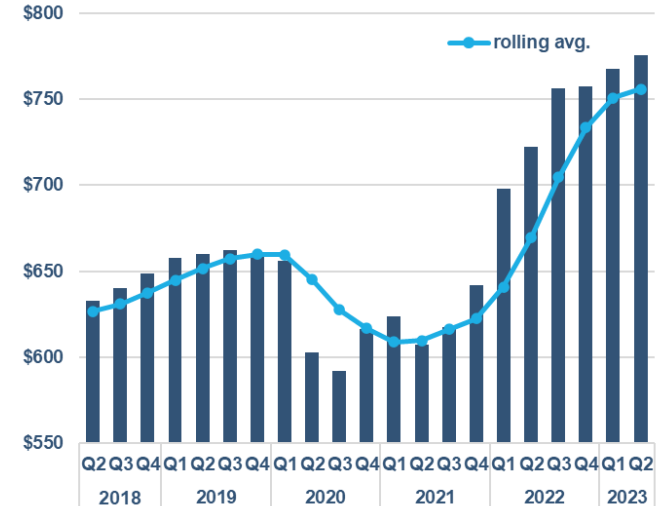
SOLIC Retail Sector Index ("SRSI")



SOLIC Retail Sector Index ("SRSI") - Detailed



U.S. Retail Inventories (Quarterly average \$ in billions)



Please see pages 8-10 for public companies chosen for the "SOLIC Retail Sector Index ("SRSI")" and additional information in the "Notes" section at the end of this report
Source: Pitchbook and SOLIC Research, U.S. Census Bureau

SUB-SECTOR HIGHLIGHTS

COMMENTARY

Department Stores

- Department Stores remained focused on inventory management initiatives and cost savings in preparation for any further downturns
- While retailers positioned themselves for uncertainty, consumer spending and spending intentions increased sharply in the second quarter, breaking a year and a half long downtrend

Apparel & Footwear

- There were four Apparel & Footwear retail transactions in Q2 2023 which were predominantly strategic and focused on expanding product categories. Larger apparel and footwear retailers targeted niche retail categories outside of existing prior offerings in attempts to diversify revenue streams and enter new markets
- Job-specialized footwear and apparel retailers were a common acquisition target in the second quarter, including:
 - BALA, a manufacturer and retailer of footwear for nurses and healthcare professionals, was acquired by Careismatic Brands for an undisclosed amount
 - Cruse Uniforms and Equipment, a retailer of public safety uniforms and apparel, was acquired by Galls

Discount Store

- While Discount Stores have grown their footprints and taken market share from typical grocery stores, the large Dollar Stores now face similar margin-based hurdles as food retailers
- On the other hand, clothing and non-food discount stores such as TJX, Five Below, and Olli's Bargain Outlet have substantially benefitted from the rest of the retail sectors' inventory management initiatives
 - To control inventory and make room from new products, other retailers heavily discounted their existing inventory in bulk sales to discount stores

Drugstore Chains

- There were two transactions in the Drugstore Chain subsector during Q2 2023:
 - PetMed Express' (NAS: PETS) previously announced acquisition of premium & prescription pet food retailer, PetCareRX was completed
 - At the local level, Naperville, IL based Oswald's Pharmacy acquired Riley's Medical Equipment and Supplies, a nearby pharmacy and medical equipment retailer
- Rite Aid (NYS: RAD) weighed down the Q2 equity performance of the Drugstore Chain subsector, declining -32% during the quarter due to heightened distress
 - A DOJ lawsuit alleging illegal filling of opioid prescriptions caused Rite-Aid's near-term bonds to trade sharply into distressed territory and reports that the company has discussed a potential chapter 11 bankruptcy filing to address the opioid liabilities

Food Retail

- There were twelve Food Retail transactions during Q2 2023
- Convenience stores drew significant M&A attention in the second quarter, as major convenience store chains were both active acquirers and targets in Q2 transactions including:
 - The largest report transaction featured the acquisition of Kum & Go by FJ Management for \$2B
 - Circle K acquired Tennessee based convenience store, Mapco for \$725M
 - Love's Travel Stops & Country Stores acquired EZ Go, an Oklahoma City based convenience store chain
 - Three additional regional convenience stores transactions were identified in Q2

SUB-SECTOR HIGHLIGHTS

COMMENTARY (continued)

Electronics & Appliances

- M&A activity remained quiet in the Electronics & Appliances subsector as retailers exhibit caution from YTD consumer discretionary spending trends
- One transaction occurred during Q2 2023 in the Electronics & Appliances subsector: Allied Business Solutions acquired Total Business Solutions, a local printer retailer in Spanish Fork, Utah

Internet Retail

- There were ten Internet Retail transactions in the second quarter
- Q2 Internet Retail M&A trends mirrored the prior quarter, as acquisition targets featured discretionary, premium, and niche product retailers amid recent declines in consumer discretionary spending. Transactions included:
 - New Last Bottle, a subscription-based wine club that ships rare and exclusive wines, was acquired by WineBid for an undisclosed amount
 - FTD Companies, a premium flower arrangement retailer and delivery service, was acquired by From You Flowers for an undisclosed amount
- Additional transactions included:
 - Gabe's acquired online home furnishing retailer, Old Time Pottery, for \$59M
 - Petre Enterprises, Inc. acquired Felly's Flowers, an online flower shop and delivery service, for an undisclosed amount
- After filing for Chapter 11 bankruptcy in November 2022, the assets of Birchbox, the once-popular beauty subscription, was acquired by Retention Brands through an assignment for the benefit of creditors
 - Despite a \$545M valuation in 2014, Birchbox struggled to maintain a viable business plan amidst the launch of competitive subscription services by large retailers like Ulta and was eventually acquired for \$45M by FemTec Health in 2021

Home Improvement

- Four Home Improvement transactions took place during Q2 2023
- While recent Home Improvement subsector M&A has primarily consisted of local and regional strategic consolidation, second quarter transactions featured larger retailers including:
 - The largest reported Q2 retail acquisition was Spectrum Brands sale of its Hardware & Home Improvement Division to the Swedish conglomerate, Assa Abloy, for \$4.3B
 - Runnings acquired R.P. Home & Harvest, a Midwest based home improvement store and home products retailer
- Construction and material costs decreased further due to stagnant construction demand amidst high interest rates and market uncertainty
 - Many materials such as lumber and steel are down ~20% on a year over year basis

Specialty Retail

- Specialty Retail was the busiest subsector for M&A Activity with 20 transactions in the second quarter
- Automotive retailers and dealerships were a primary M&A theme again in Q2, comprising nine of the 20 Specialty Retail transactions
 - Large auto retailers, such as Group 1 automotive (NYS: GPI) continued to take advantage of market uncertainty by acquiring multiple dealerships including 3 dealerships from Beck and Masten Buick-GMC which added another \$760M in annual revenue to Group 1's portfolio
 - Ken Ganley Automotive Group, which owns ~50 dealerships in Ohio and Florida, expanded their coastal footprint by acquiring Gilliss & Gilliss (dba Friendly Kia)
- Other transactions featured the sale of luxury and discretionary product retailers, as owners and operators sought exits while consumers have limited their discretionary and luxury spending in the first half 2023
 - One example was Creed Boutique, a luxury perfume manufacturer and retailer acquired by Kering during Q2
- Specialty Retailers continued to face liquidity issues and distress as it led all sectors in Q2 bankruptcy filings
 - Bed Bath & Beyond filed for Chapter 11 bankruptcy in April with \$4.4B in assets and \$5.2B in debt after months of speculation resulting in the sale of its IP to Overstock for \$22M, who subsequently closed all stores and revamped it as an online only retailer
 - Other Specialty Retail bankruptcy filings included: I Mart, Christmas Tree Shops, and Underground Enterprises Inc.

SELECTED M & A TRANSACTIONS

Date	Target	Buyer	ENTERPRISE VALUE			Description
			(\$MM)	TO LTM REVENUE	TO LTM EBITDA	
06/05/2023	A&A Global Industries	Acacia Partners	na	na	na	Provider of amusement products and toys for children
06/05/2023	BALA	Careismatic Brands, Partners Group (SWX: PGHN)	na	na	na	Designer and retailer of quality performance footwear offering comfort and support
04/28/2023	BattlBox	Battlbrands Holdings	\$7.2	\$0.4	na	Operator of an online platform offering survival, outdoor and camping goods
05/08/2023	Beck & Masten Buick-GMC (3 dealerships)	Group 1 Automotive (NYS: GPI)	na	na	na	Operator of car dealership offering trucks and SUVs
04/12/2023	Birchbox	Retention Brands	na	na	na	Provider of a monthly subscription of personalized beauty and grooming samples
04/08/2023	Brandl Auto Connection	Fremont Private Holdings, Morrie's Automotive Group	na	na	na	Retailer of used vehicles based in Saint Cloud, Minnesota
05/22/2023	Ciocca Chrysler Dodge Jeep Ram of Duncannon	Ciocca Dealership	na	na	na	Operator of a car dealership based in Duncannon, Pennsylvania
06/05/2023	Corra	Publicis Sapient	na	na	na	Operator of an ecommerce platform to accelerate the growth of lifestyle brands
04/20/2023	Cox Oil Company (Convenience Store)	Tri Star Energy	na	na	na	Operator of general convenience stores chain in West Tennessee and Kentucky
06/26/2023	Creed Boutique	Kering (PAR: KER)	na	na	na	Manufacturer of in-house luxury perfumes
04/01/2023	Cruse Uniforms and Equipment	Charlesbank Capital Partners, Galls	na	na	na	Provider of online retail services offering uniforms, equipment, public safety and branded products based in Little Rock, Arkansas
07/01/2023	Diess Feed & Seed	Wilco (Agricultural Chemicals)	na	na	na	Operator of farming and pet products store based in Eugene, Oregon
05/01/2023	Dion's Quik Marts	Alimentation Couche-Tard (TSE: ATD)	na	na	na	Operator of grocery stores based in Key West, Florida
05/01/2023	Elite Truck Accessories	4 State Trucks, Harvey & Company, KCM Capital Partners	na	na	na	Retailer of aftermarket parts and accessories to serve the heavy-duty truck market
04/25/2023	Epoque Evolution	Fonds de solidarité FTQ, Lolë, Simon Equity Partners	na	na	na	Operator of an e-commerce store focused on sustainable fashion
04/13/2023	EZ Go	Love's Travel Stops & Country Stores	na	na	na	Operator of convenience stores based in Oklahoma City, Oklahoma
04/24/2023	Family Christian	Radiant Digital (US)	na	na	na	Operator of a chain of Christian products retail stores for underprivileged and marginalized women and children
04/20/2023	Feeders Supply	Houchens Industries	na	na	na	Provider of pet foods and pet supplies for pets, farm animals, fishes, birds and reptiles
06/21/2023	Felly's Flowers	Petre Enterprises, Inc.	na	na	na	Provider of flower retail services offering garden center products, food baskets and planters and baskets
06/06/2023	Ford of Harvey	Mills Automotive Group (South Carolina)	na	na	na	Owner and operator of a car dealership based out of Harvey, Louisiana
06/23/2023	Forman Mills	Sw Group	na	na	na	Operator of a clothing retail chain offering affordable and trendy fashion
05/24/2023	FTD Companies	From You Flowers, Tenth Avenue Holdings	na	na	na	Provider of flower delivery and gifting services offering hand-craft floral arrangements
04/01/2023	Gilliss and Gilliss	Ken Ganley Automotive Group	na	na	na	Retailer and provider of automobile vehicles and services based in New Port
05/16/2023	Guadalupe Life	Undisclosed	na	na	na	Supplier of coffee products blended with fresh coffee beans to support farmers
04/21/2023	Haasz Automall of Dalton	Sarchione Automotive Group	na	na	na	Operator of the car dealership intended in Dalton, Ohio
05/01/2023	Harbor Rental and Saw Shop	TAL Holdings	na	na	na	Retailer of hardware equipment and rental services for contractors and homeowners
07/07/2023	iMedia Brands	RNN Media Group	\$50.0	\$0.1	na	Global interactive media company that manages a portfolio of shopping television networks and web service businesses
04/01/2023	Joe's Market	B&R Stores	na	na	na	Operator of a departmental store based in Loup City, Nebraska
04/21/2023	Kum & Go	FJ Management	\$2,000.0	na	na	Operator of a chain of convenience stores based in Des Moines, Iowa

SELECTED M & A TRANSACTIONS

Date	Target	Buyer	ENTERPRISE VALUE			Description
			(\$MM)	TO LTM REVENUE	TO LTM EBITDA	
05/12/2023	L.T. Begnal Motor Co	Tasca Automotive Group	na	na	na	Dealer of new and used vehicles
07/11/2023	Lou Perrine's Gas & Grocery	Undisclosed	na	na	na	Operator of grocery and beverages retail stores based out of Wisconsin
04/28/2023	Mapco	Circle K	\$725.0	na	na	Operator of a chain of convenience stores based out of Tennessee
05/26/2023	Mason's Supermarket	B&R Stores	na	na	na	Operator of a supermarket providing retail groceries
04/03/2023	New Generation RV	Markquart RV Dealerships	na	na	na	Operator of a car dealership company
06/01/2023	New Last Bottle	Third Leaf Partners, WineBid	na	na	na	Operator of a daily wine club to provide members with access to rare and exclusive wines at discounted prices
04/10/2023	North Hall store	JPB Partners, Tecum Capital, The Helpful	na	na	na	Offers engraving, wire, rope, and chain cutting, screen repair and key cutting
05/31/2023	Northern Container	Inmark, Kelso Private Equity	na	na	na	Retailer of rigid packaging products serving a range of end markets
04/18/2023	Old Time Pottery	Gabe's, Warburg Pincus	\$59.0	na	na	Retailer of decorative home furnishings
04/03/2023	PetCareRx	Petmed Express (NAS: PETS)	\$36.0	na	na	Owner and operator of a medicine marketplace selling pet prescriptions and medications
04/24/2023	R.P. Home & Harvest	Runnings	na	na	na	Retailer of home and outdoor hardware products in multiple locations across Illinois, Indiana Ohio, and Wisconsin
06/28/2023	Riley's Medical Equipment and Supplies	Oswald's Pharmacy	na	na	na	Retailer of healthcare equipment and supplies operating in Geneva, Illinois
05/01/2023	Southern Janitor Supply	Brady Industries	na	na	na	Distributor of janitorial supplies and cleaning equipment based in Melbourne, Florida
06/20/2023	Spectrum Brands (Hardware & Home Improvement Division)	Assa Abloy (STO: ASSA B)	\$4,300.0	na	na	Retailer of hardware and home improvement products based in Lake Forest, California
04/18/2023	Standing Akimbo	Schwazze (PINX: SHWZ)	\$10.5	na	na	Operator of a medical cannabis dispensary servicing marijuana patients based in Denver, Colorado
06/01/2023	Sucellus	Schwazze (PINX: SHWZ)	\$38.0	na	na	Producer and retailer of recreational cannabis based in Albuquerque, New Mexico
04/16/2023	Sullivan's Foods	Coborn's	na	na	na	Operator of grocery store chain based in Illinois
06/27/2023	Supermercado El Rancho	Heritage Grocers Group	na	na	na	Operator of a supermarket serving Hispanics to give a feeling of being in Mexico while shopping
05/22/2023	Tire Kingdom	Mavis Tire Supply	na	na	na	Provider of vehicle tires and auto repair services for the automotive industry
05/31/2023	Tom Thumb Food Stores (Specialty Retail)	The Kent Companies	na	na	na	Operator of convenience stores chain serving the Fort Lauderdale and Key West areas
05/01/2023	Total Business Solutions	Allied Business Solutions	na	na	na	Supplier of printers based in Spanish Fork, Utah.
06/01/2023	US Trailer Parts and Supply	Hinton Transportation Investments	na	na	na	Distributor of heavy-duty trailer parts for the automotive industry
04/05/2023	Yandy	Undisclosed	\$3.0	na	na	Operator of an e-commerce women's apparel retailer platform
05/24/2023	Zulily	Regent LP	na	na	na	Provider of an online flash sales site offering a daily deal

Source: Pitchbook and SOLIC Research

VALUATION METRICS BY SECTOR

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$ mm)	Enterprise Value (\$ mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Department Store ¹									
COST	Costco Wholesale	\$538.38	95.3%	\$238,582.3	\$233,883.3	1.0x	23.7x	21.1x	39.9x
DDS	Dillard's	\$326.28	78.1%	\$5,378.4	\$4,985.9	0.7x	4.0x	5.3x	6.7x
KSS	Kohl's	\$23.05	63.0%	\$2,549.1	\$10,324.1	0.6x	9.8x	7.0x	N/A
M	Macy's	\$16.05	63.9%	\$4,374.1	\$9,763.1	0.4x	4.1x	4.5x	4.3x
JWN	Nordstrom	\$20.47	74.6%	\$3,305.8	\$7,236.8	0.5x	8.0x	6.1x	186.1x
ROST	Ross Stores	\$112.13	91.6%	\$38,197.7	\$39,513.0	2.1x	16.6x	15.9x	24.9x
TGT	Target (US)	\$131.90	71.7%	\$60,879.7	\$78,389.7	0.7x	11.9x	9.6x	22.5x
TJX	TJX	\$84.79	99.5%	\$97,443.9	\$105,254.9	2.1x	18.0x	16.4x	26.1x
WMT	Walmart	\$157.18	98.3%	\$423,259.8	\$483,611.8	0.8x	16.2x	12.8x	38.0x

Mean 1.0x 12.5x 11.0x 23.2x

Apparel & Footwear ²									
AF	Abercrombie & Fitch	\$37.68	98.6%	\$1,886.4	\$2,617.3	0.7x	9.7x	7.3x	53.8x
AEO	American Eagle Outfitters	\$11.80	69.0%	\$2,329.9	\$3,550.8	0.7x	7.7x	7.0x	21.5x
BKE	Buckle	\$34.60	68.7%	\$1,745.8	\$1,767.3	1.3x	5.2x	N/A	7.1x
BURL	Burlington Stores	\$157.39	65.6%	\$10,212.1	\$14,289.3	1.6x	21.0x	16.0x	42.0x
DBI	Designer Brands	\$10.10	52.1%	\$664.6	\$1,825.8	0.6x	7.9x	7.8x	4.8x
FL	Foot Locker	\$27.11	57.4%	\$2,546.3	\$5,349.3	0.6x	8.8x	10.4x	10.3x
GPS	Gap	\$8.93	57.7%	\$3,286.7	\$8,064.7	0.5x	12.1x	8.8x	N/A
RL	Ralph Lauren	\$123.30	95.6%	\$8,047.5	\$9,363.7	1.5x	10.2x	8.7x	16.3x
TPR	Tapestry (New York)	\$42.80	90.1%	\$9,920.9	\$12,562.4	1.9x	9.5x	8.5x	11.6x
JILL	The J.Jill Group	\$21.43	70.6%	\$226.8	\$512.0	0.8x	5.6x	5.0x	9.5x
TLYS	World of Jeans & Tops	\$7.01	67.7%	\$209.5	\$360.0	0.6x	37.1x	N/A	N/A
ZUMZ	Zumiez	\$16.66	53.4%	\$329.5	\$420.6	0.5x	14.2x	22.7x	111.1x

Mean 0.9x 12.4x 9.6x 11.6x

Discount Store ³									
BIG	Big Lots	\$8.83	30.2%	\$257.6	\$2,441.5	0.5x	N/A	N/A	N/A
DG	Dollar General	\$169.78	64.9%	\$37,239.7	\$54,917.0	1.4x	13.5x	13.8x	16.0x
DLTR	Dollar Tree	\$143.50	81.7%	\$31,625.3	\$40,901.1	1.4x	15.2x	15.1x	23.2x
FIVE	Five Below	\$196.54	89.3%	\$10,940.2	\$12,034.6	3.8x	26.4x	22.8x	41.2x
OLLI	Ollie's Bargain Outlet	\$57.93	80.2%	\$3,580.0	\$3,752.3	2.0x	20.6x	15.1x	29.9x
PSMT	Pricesmart	\$74.06	93.1%	\$2,295.9	\$2,265.1	0.5x	9.5x	N/A	21.5x

Mean 1.6x 18.9x 16.7x 22.6x

VALUATION METRICS BY SECTOR

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$ mm)	Enterprise Value (\$ mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Drugstore Chains ⁴									
CVS	CVS Health	\$69.13	64.5%	\$88,626.4	\$147,582.4	0.4x	12.3x	7.5x	22.9x
MDVL	MedAvail	\$12.26	15.0%	\$19.8	\$3.2	0.1x	N/A	N/A	N/A
PETS	Petmed Express	\$13.79	57.4%	\$292.0	\$187.9	0.7x	61.4x	13.7x	1,379.0x
RAD	Rite Aid	\$1.51	13.0%	\$85.6	\$6,130.3	0.3x	N/A	17.7x	N/A
WBA	Walgreens Boots Alliance	\$28.49	67.4%	\$24,594.3	\$68,519.3	0.5x	N/A	12.1x	N/A
Mean						0.4x	12.3x	11.1x	22.9x
Food Retail ⁵									
ACI	Albertsons Companies	\$21.82	72.3%	\$12,560.3	\$27,111.3	0.3x	5.7x	6.2x	9.6x
ARKO	Arko Holdings	\$7.95	73.5%	\$956.4	\$3,284.7	0.4x	12.5x	12.1x	16.6x
CASY	Casey's	\$243.88	97.6%	\$9,096.2	\$10,390.7	0.7x	10.9x	11.1x	20.5x
GO	Grocery Outlet	\$30.61	66.0%	\$3,008.5	\$4,304.7	1.2x	24.0x	17.8x	45.7x
KR	Kroger	\$47.00	90.4%	\$33,734.0	\$50,384.0	0.3x	6.7x	6.3x	13.5x
SPTN	SpartanNash	\$22.51	59.6%	\$782.0	\$1,608.5	0.2x	9.9x	6.4x	30.4x
SFM	Sprouts Farmers Market	\$36.73	91.8%	\$3,785.0	\$5,114.8	0.8x	8.7x	10.1x	15.8x
WMK	Weis Markets	\$64.21	67.2%	\$1,727.1	\$1,559.1	0.3x	6.0x	N/A	14.4x
Mean						0.4x	8.6x	8.7x	17.2x
Electronics & Appliances									
BBY	Best Buy	\$81.95	87.8%	\$17,882.4	\$20,775.4	0.5x	7.9x	7.8x	13.9x
CONN	Conns	\$3.70	28.9%	\$89.7	\$1,097.3	0.9x	N/A	N/A	N/A
GME	GameStop	\$24.25	50.5%	\$7,390.2	\$6,730.6	1.2x	N/A	N/A	N/A
Mean						0.8x	7.9x	7.8x	13.9x
Internet Retail ⁶									
AMZN	Amazon.com	\$130.36	88.9%	\$1,337,539.7	\$1,414,485.7	2.7x	29.0x	16.0x	318.0x
CHWY	Chewy	\$39.47	74.6%	\$16,870.6	\$16,568.0	1.6x	123.8x	48.5x	303.6x
EBAY	eBay	\$44.69	85.6%	\$23,897.4	\$25,309.4	2.6x	18.8x	7.9x	37.6x
ETSY	Etsy	\$84.61	56.4%	\$10,436.8	\$11,786.9	4.5x	N/A	15.6x	N/A
HOUR	Hour Loop	\$1.66	32.5%	\$58.2	\$58.0	0.6x	N/A	N/A	N/A
NEGG	Newegg	\$1.17	24.6%	\$442.0	\$416.3	0.2x	N/A	N/A	N/A
OSTK	Overstock.com	\$32.57	92.5%	\$1,472.1	\$1,138.5	0.6x	N/A	113.8x	N/A
W	Wayfair	\$65.01	85.1%	\$7,300.1	\$10,257.1	0.9x	N/A	106.0x	N/A
Mean						1.3x	23.9x	13.2x	37.6x

VALUATION METRICS BY SECTOR

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$ mm)	Enterprise Value (\$ mm)	Enterprise Value to:			P/E	
						LTM Revenue	LTM EBITDA	NTM EBITDA		
Home Improvement ⁷										
FND	Floor & Decor	\$103.96	99.0%	\$11,048.0	\$12,712.1	2.9x	22.5x	21.1x	37.4x	
LOW	Lowe's Companies	\$225.70	99.7%	\$132,255.9	\$169,833.9	1.8x	14.0x	12.5x	21.8x	
LL	Lumber Liquidators	\$3.83	34.8%	\$116.8	\$288.6	0.3x	N/A	N/A	N/A	
HD	The Home Depot	\$310.64	89.5%	\$312,310.0	\$360,478.0	2.3x	13.5x	14.6x	18.9x	
TTSH	The Tile Shop	\$5.54	92.9%	\$247.1	\$393.6	1.0x	8.5x	9.6x	17.9x	
Mean						1.7x	14.6x	14.5x	19.5x	
Specialty Retail										
ASO	Academy Sports + Outdoors	\$54.05	78.3%	\$4,132.4	\$5,595.2	0.9x	6.2x	6.4x	7.7x	
AAP	Advance Auto Parts	\$70.30	33.1%	\$4,178.9	\$8,122.3	0.7x	9.2x	9.4x	10.4x	
AZO	AutoZone	\$2,493.36	90.7%	\$45,269.4	\$55,479.1	3.2x	14.5x	13.1x	19.7x	
BBWI	Bath & Body Works	\$37.50	75.7%	\$8,584.2	\$13,517.2	1.8x	8.8x	9.1x	12.0x	
BJ	BJ's Wholesale Club	\$63.01	78.4%	\$8,466.6	\$11,508.0	0.6x	11.8x	10.7x	16.6x	
DKS	Dick's Sporting Goods	\$132.19	86.6%	\$11,399.0	\$13,961.8	1.1x	7.6x	7.4x	11.3x	
ORLY	O'Reilly Automotive Stores	\$955.30	99.0%	\$58,157.7	\$65,255.4	4.4x	19.3x	18.3x	27.6x	
WOOF	Petco Animal Supplies	\$8.90	52.0%	\$2,376.4	\$5,259.8	0.9x	13.5x	10.1x	38.7x	
RH	RH	\$329.59	93.8%	\$6,857.9	\$9,080.9	2.7x	12.9x	15.1x	36.2x	
SPWH	Sportsman's Warehouse	\$5.70	51.3%	\$214.8	\$705.3	0.5x	10.2x	9.0x	10.4x	
ULTA	ULTA Beauty	\$470.60	84.5%	\$23,436.4	\$24,698.3	2.4x	13.1x	13.3x	19.1x	
WSM	Williams-Sonoma	\$125.14	70.7%	\$8,036.8	\$9,155.5	1.1x	5.7x	6.7x	8.2x	
Mean						1.7x	11.1x	10.7x	18.2x	
OVERALL RETAIL SECTOR						Mean	1.1x	13.6x	11.5x	20.7x

[1] JWN excluded from mean calculation of P/E multiple

[2] AF excluded from mean calculation of P/E multiple, BURL and ZUMZ excluded from mean calculation of NTM EBITDA and P/E multiples

[3] FIVE excluded from mean calculation of P/E multiple, PSMT excluded from mean calculation of LTM EBITDA multiple

[4] PETS excluded from mean calculation of LTM EBITDA and P/E multiples

[5] GO excluded from mean calculation of all multiples

[6] AMZN excluded from mean calculation of P/E multiple, CHWY excluded from mean calculation of EBITDA and P/E multiples, ETSY excluded from mean calculation of Revenue multiple,

OSTK and W excluded from mean calculation of NTM EBITDA multiple

[7] FND excluded from mean calculation of P/E multiple

Source: Pitchbook

SOLIC REPRESENTATIVE TRANSACTIONS*

<p>HEALTHCARE SERVICES</p>	<p>\$40,000,000</p>  <p>Restructuring Advisor</p>	<p>\$130,000,000</p>  <p>Restructuring Advisor</p>	<p>\$186,000,000</p>  <p>Restructuring Advisor</p>	<p>\$110,000,000</p>  <p>has been acquired by TEAMHealth.</p> <p>Financial Advisor</p>
<p>CONSUMER & RETAIL</p>	<p>\$89,000,000</p>  <p>Restructuring Advisor</p>	<p>\$289,800,000</p>  <p>Restructuring Advisor</p>	<p>\$50,000,000</p>  <p>Restructuring Advisor</p>	<p>\$300,000,000</p> <p>LOEHMANN'S</p> <p>Financial Advisor</p>
<p>FINANCIAL SERVICES</p>	<p></p> <p>Restructuring Advisor</p>	<p>\$8,500,000,000 Restructuring of Warehouse Loans</p>  <p>Restructuring Advisor</p>	<p>\$13,000,000,000 Filed Unsecured Claims</p>  <p>Restructuring Advisor</p>	<p>\$750,000,000 Asset under Management</p> <p>SageCrest II, LLC</p> <p>Restructuring Advisor</p>
<p>TECHNOLOGY SERVICES</p>	<p>ALS Resolution </p> <p>has been acquired by</p>  <p>Financial Advisor</p>	<p></p> <p>a subsidiary of Digital Corporation has been acquired by</p>  <p>Financial Advisor</p>	<p></p> <p>has sold certain assets to</p>  <p>Financial Advisor</p>	<p></p> <p>has been recapitalized</p> <p>Financial Advisor</p>
<p>ENERGY</p>	<p>\$800,000,000</p>  <p>Restructuring Advisor</p>	<p>\$40,000,000,000</p>  <p>Financial Advisor</p>	<p></p> <p>Pasadena Tank Corporation has merged with</p>  <p>Financial Advisor</p>	<p>\$109,000,000</p> <p>Confidential Oilfield Services Provider</p> <p>Financial Advisor</p>

*includes transactions led by the team of SOLIC professionals at predecessor firms

NOTES

SOURCES

PitchBook, U.S. Census Bureau, Bloomberg, company 10-K, 10-Q and 8-K SEC filings, annual reports, press releases, and others as indicated. Any public companies chosen for the "SOLIC Retail Sector Index ("SRSI") are companies commonly used for industry information to show performance within a sector. They do not include all public companies that could be categorized within the sector and were not created as benchmarks; they do not imply benchmarking and do not constitute recommendations for a particular security and/or sector. The charts and graphs used in this report have been compiled by SOLIC Capital Advisors solely for purposes of illustration.

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