

RETAIL



Quarterly Update
Third Quarter 2023

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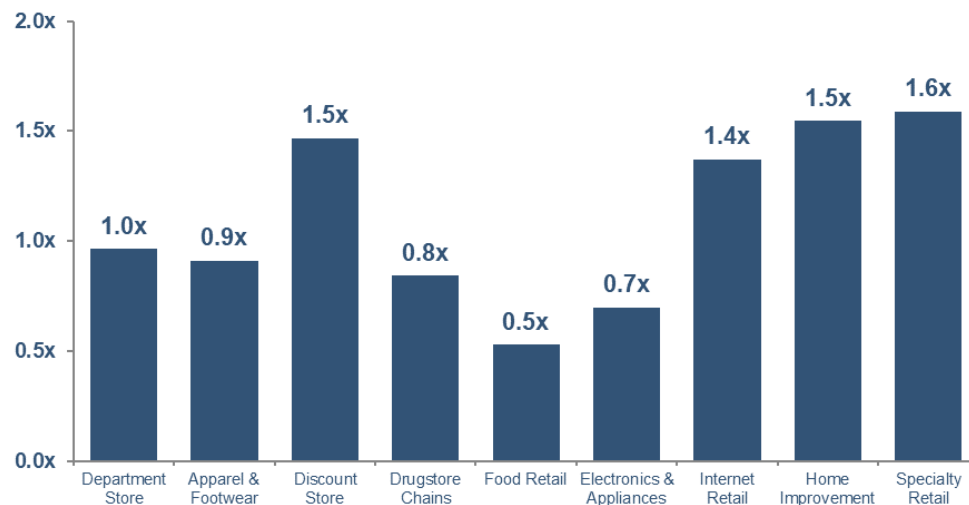
RESTRUCTURING • INVESTMENT BANKING • DISTRESSED ASSET SUPPORT SERVICES

KEY HIGHLIGHTS

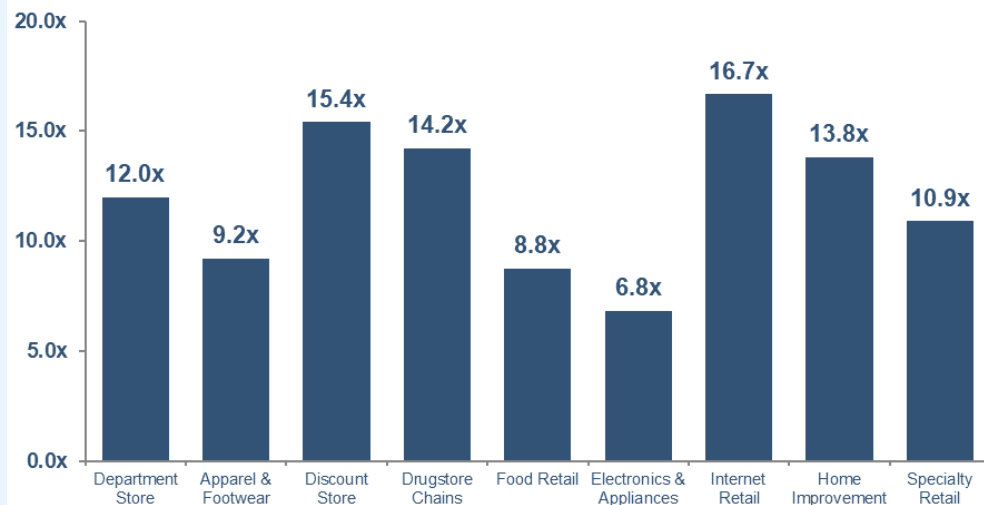
KEY HIGHLIGHTS

- In Q3 2023, M&A activity in the Retail sector fell by 23% to 41 transactions
 - Specialty Retail was the most active subsector for M&A with 22 deals, which represented 54% of all retail M&A activity
- Public company valuation multiples retracted during Q3 and on year over year basis – the average EV/EBITDA multiple at the end of Q3 was 12.0x, down 26.2% from 16.2x in Q1
 - On a year over year basis, retail EV/EBITDA multiples decreased by 0.6%
- US Retail inventories rose slightly in the third quarter after rapid growth in recent quarters
 - Retail inventories rose 2.8% from Q2 to \$789B, and 9.2% on a year over year basis
- Retail sales indicated some recovery in consumer spending habits
 - US Retail sales rose 1.5% on a quarter over quarter basis, and 2.6% on a year over year basis
- The number of corporate bankruptcies jumped to 182 filings from the second quarter (160 filings), and YTD bankruptcy filings remained the highest total since 2010 (657 Q1-Q3 filings)
 - Q3 2023 bankruptcy filings increased 109% on a year over year basis, with prolonged high-interest rates pushing more companies to the edge of insolvency
 - The Consumer Discretionary category experienced the most bankruptcies with 64 retailers filing for bankruptcy so far this year
- The Consumer Price Index (CPI) continued its growth rate from Q2, growing 3.7% on a year over year basis
 - The Q3 CPI further indicated easing inflation, as the inflation rate moved closer to the Fed's target rate
 - Shelter and energy were among the largest risers of all CPI components in Q3
- **Q3 2023 Equity Capital Market Returns:** The SOLIC Retail Sector Index ("SRSI") decreased in Q3 (-7.7%) as compared to the broader S&P (-4.1%) and NASDAQ (-3.6%) indices over the same period. Two of the nine subsectors increased in Q3.
 - SRSI Department Store subsector performance: 0.9%
 - SRSI Apparel & Footwear subsector performance: -8.4%
 - SRSI Discount Store subsector performance: -26.9%
 - SRSI Drugstore Chains subsector performance: -3.9%
 - SRSI Food Retail subsector performance: 0.4%
 - SRSI Electronics & Appliances subsector performance: -20.3%
 - SRSI Internet Retail subsector performance: -2.8%
 - SRSI Home Improvement subsector performance: -5.2%
 - SRSI Specialty Retail subsector performance: -5.3%

Enterprise Value to Revenue



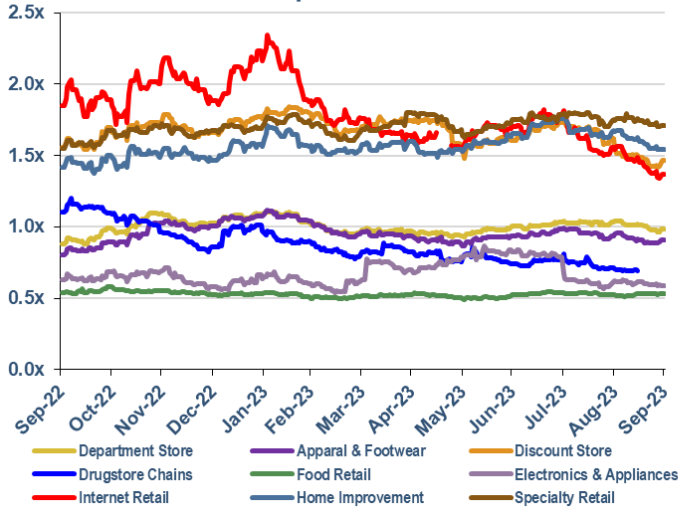
Enterprise Value to EBITDA



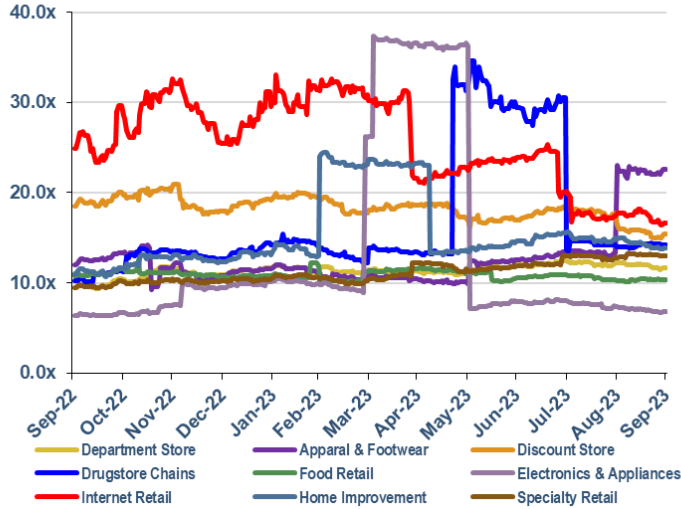
Source: Pitchbook and SOLIC Research

KEY HIGHLIGHTS (continued)

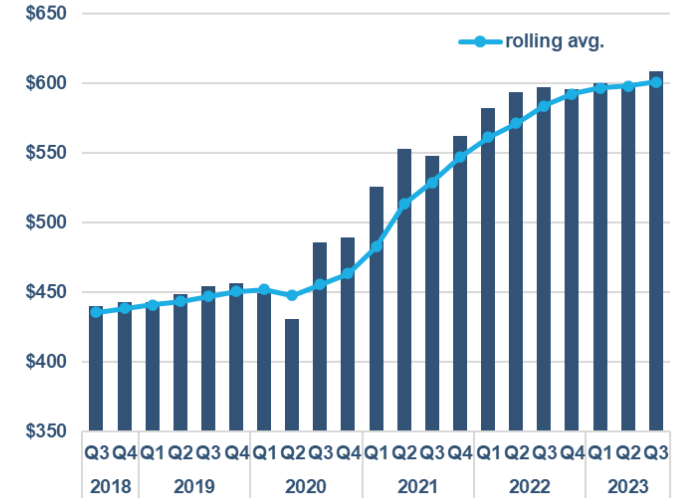
Retail Sectors: Total Enterprise Value / Revenue



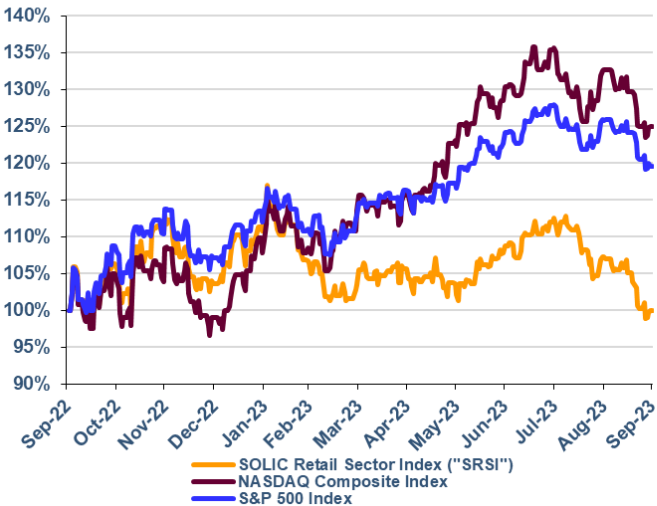
Retail Sectors: Total Enterprise Value / EBITDA



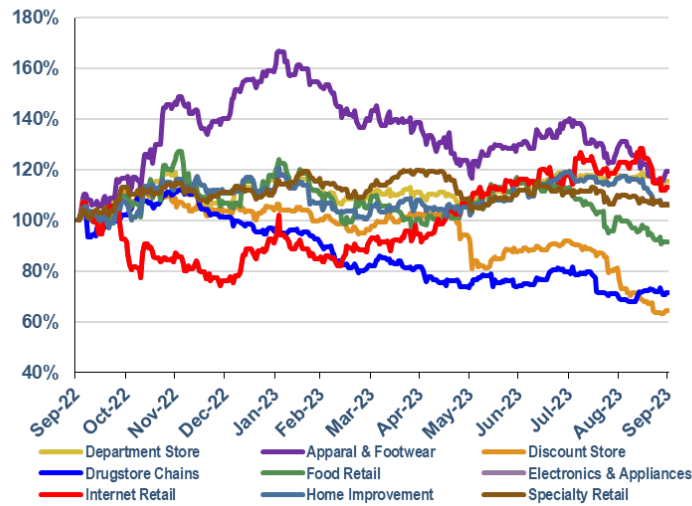
U.S. Retail Sales (Quarterly average \$ in billions)



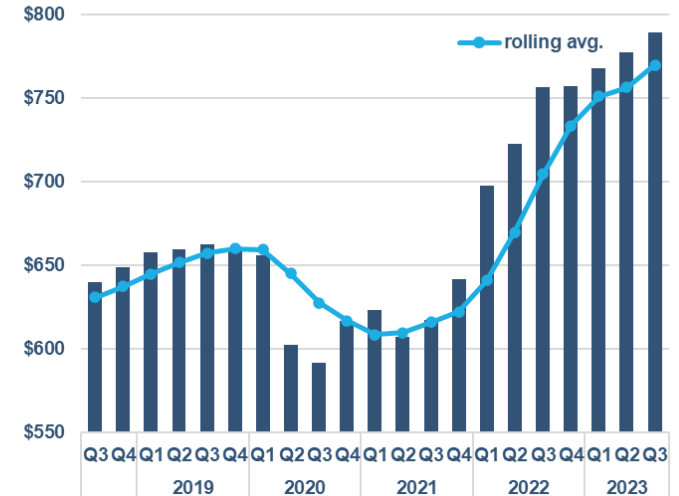
SOLIC Retail Sector Index ("SRSI")



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

- The Department Store subsector had no reported transactions in Q3 2023
- While inventory management remained the focus of management teams which has helped retailers navigate changing consumer trends over the last year and a half, theft became a major issue across the sector, especially in Department Stores
 - Numerous companies in the Department Store subsector attributed significant losses to their bottom lines to rising theft levels
 - Target, for example, claimed that theft accounted for \$700-\$800M in losses over the last year

Apparel & Footwear

- There was one Apparel and Footwear transaction in Q3 2023
 - COIN Investments (NYSE: COIN) acquired David's Bridal, a retailer of bridal gowns and wedding related apparel, for \$20M
- Apparel & Footwear retailers contended with consumer trends shifting towards more online purchasing
 - Consumer spending continues to rise rapidly for non-store purchases due to convenience and improved shipping speeds and costs
 - Many Apparel & Footwear retailers adapted their business models in response to offer expanded online shopping options

Discount Store

- The Discount Store subsector had no reported transactions in Q3 2023
- Discount stores' top lines continued to benefit from cost-conscious consumer behavior in the uncertain economic environment
 - Discount Stores saw a 3.8% YTD increase in sales from the prior year, while September 2023 sales were 4.3% higher than in 2022
- Discount Store profit margins shrunk despite top line revenue growth, which multiple retailers attributed to theft of inventory
 - Dollar Tree claimed a ~3% year over year decline in gross margin (from 32.7% to 29.8% as of August 2023) was due to theft of inventory
 - Retailers have taken measures to combat theft by enhancing security as well as locking or moving inventory behind counters, even in "dollar" stores

Drugstore Chains

- Four Drugstore Chain subsector transactions occurred during Q3 2023, all by private equity acquirers or private equity backed corporations
 - PharMerica, backed by private equity sponsor KKR, acquired Blake Pharmacy, a full-service pharmacy that provides affordable pharmaceutical products, for an undisclosed amount
 - Artemis Strategic Investment acquired Daname Health for an undisclosed amount. Danam Health is a holding company that owns multiple pharmacies and pharmaceutical products operations
 - InFocus Eyecare, backed by Regal Healthcare Capital Partners, acquired prescription eyewear retailer, Sharper Vision Eye Center, for an undisclosed amount
- Major pharmacies, such as Walgreens and CVS, faced severe labor related headwinds
 - Pharmacists at CVS and Walgreens stores planned a walkout in protest of staffing shortages and working conditions, which may lead to an impending attempt to unionize
- Rite-Aid (NYS: RAD) weighed down the equity performance of Drugstore Chains in Q3 again, as it declined over 70% in the quarter to \$0.45 per share
 - Following years of struggles and recent DOJ lawsuits, Rite-Aid filed for Chapter 11 bankruptcy protection in October and is preparing to shed more than 100 stores nationwide as part of its restructuring efforts

Food Retail

- There were seven Food Retail transactions during Q3 2023
- Following the large Kroger-Albertsons merger in Q2 that consolidated ~15% of the grocery market, other larger retailers aimed to expand their reach and market share through acquisitions
- ALDI was an active acquirer in Q3, as the company targeted expansion in the South through the acquisition of over 400 stores from Winn-Dixie and Harvey's Supermarkets in Alabama, Florida, Georgia, Louisiana, and Mississippi
- Other transactions include:
 - Lowes Foods acquired Foothills IGA Market, a Georgia based supermarket, for an undisclosed amount
 - Lou Perrine's Gas & Grocery, a chain of grocery stores in Wisconsin was acquired by an undisclosed Indianapolis based investment firm

SUB-SECTOR HIGHLIGHTS

COMMENTARY (continued)

Electronics & Appliances

- The Electronics & Appliances subsector had no reported transactions in Q3 2023
- Electronics & Appliance retailers continued to struggle due to a lack of consumer spending on discretionary or expensive purchases
 - Best Buy cited a decrease in demand for appliances throughout 2023, eliminating some in-store expert consultant roles in Q3

Internet Retail

- There were five Internet Retail transactions in the Q3 2023
- Two transactions featured the acquisition of Internet retailers from Chapter 11 bankruptcy through Section 363 sales
 - Living Essentials acquired IMedia Brands, an interactive retail media and shopping network, for \$55M following a Chapter 11 filing in June 2023
 - Boxed, Inc., a membership-based wholesale internet retailer that filed for Chapter 11 bankruptcy in April 2023, was acquired by MSG Distributors for an undisclosed amount. Boxed went public via SPAC in December 2021 at a \$689M valuation
- Other transactions included:
 - Coldwater Creek acquired Soft Surroundings, a women's clothing and jewelry retailer, for an undisclosed amount
 - Huddled Group acquired Motatos' UK business for an undisclosed amount. Motatos is an online wholesale retailer of food products that aims to eliminate food waste

Home Improvement

- Two Home Improvement transactions took place during Q3 2023
- The Home Improvement subsector faced the brunt of continued declines in home sales and construction activity
 - Mortgage rates in Q3 reached their highest levels since 2002 during the third quarter, causing prospective home buyers to sit on the sidelines
- Q3 Home Improvement transactions included:
 - DecksDirect, backed by Harbour Group, acquired DIY Home Center, a retailer and distributor of building products and materials, for an undisclosed amount
 - Aubuchon Company acquired JB Hostetter & Sons, a home improvement and hardware store based in Pennsylvania

Specialty Retail

- Specialty Retail remained a busy subsector, with 22 transactions in Q3 2023
- Auto & other vehicle dealerships continued their trend as the most common M&A target, with 11 of the 22 transactions featuring dealerships
 - Two of the 11 auto and vehicle dealership transactions involved individual acquirers
 - Other acquirers ranged from local auto dealership groups to larger public retailers
 - » Lithia Motors (NYSE: LAD), a large public automotive group, acquired Hill Country Honda of San Antonio for an undisclosed amount
 - » Camping World (NYSE: CWH) acquired Arkansas based Breeden RV Center for an undisclosed amount
- Other Specialty Retail transactions included:
 - ADDvise Group acquired Diabetic Supplies, a retailer of Diabetic products, for \$16M
 - AMain.com acquired hobby, collectible, and toy store, HobbyTown Unlimited, for an undisclosed amount
- Party City emerged from Chapter 11 bankruptcy with reduced debt and under private ownership:
 - Debt was reduced by ~\$1B (from \$1.4B pre-bankruptcy debt) via conversion into equity shares
 - Exit financing via a \$562M ABL facility and \$75M from the sale of new equity shares

SELECTED M & A TRANSACTIONS

Date	Target	Buyer	ENTERPRISE VALUE			Description
			(\$MM)	TO LTM REVENUE	TO LTM EBITDA	
08/31/2023	#1 Cochran South Hills Honda	#1 Cochran	na	na	na	Operator of automotive dealership business in McMurray, Pennsylvania including new vehicles, used vehicles, automotive sales and trade, automotive parts, automotive finance and related services
09/27/2023	Blake Pharmacy	Athyrium Capital Management, Kohlberg Kravis Roberts (NYS: KKR), PharMerica	na	na	na	Operator of a pharmacy offering vitamins, generic medicines, healthcare supplies, medicine refills and special medical packaging options
08/11/2023	BMW of Wilmington	Penske Automotive Group (NYS: PAG)	na	na	na	Operator of a car dealership in Wilmington, North Carolina providing sales, purchase, re-sale, financing, parts, maintenance and damage repair services
08/18/2023	Boxed	MSG Distributors	na	na	na	An e-commerce platform selling bulk, high-repeat consumables to consumers and businesses including a Retail segment and a Software & Services segment
07/27/2023	Breeden RV Center	Camping World (NYS: CWH)	na	na	na	Operator of a recreational vehicle dealership in Van Buren, Arkansas that offers sales of old and new vehicles, services, parts and finance for RV type automobiles.
09/15/2023	Buick GMC of Folsom	Individual Investors	na	na	na	Operator of a car dealership offering new vehicles, old vehicles, preowned vehicles, repair services, parts services and financial services
08/14/2023	BWW of Bridgeport	Mauro Motors	na	na	na	Operator of an automotive dealership providing BMW cars and related parts and accessories and financing services
08/07/2023	Danam Health	Artemis Strategic Investment (NAS: ARTE)	na	na	na	A holding company for several companies centered around pharmaceuticals and healthcare services with a portfolio of companies consisting of a pharmacy, wholesale operations, and a technology division
07/24/2023	David's Bridal	CION Investments (NYS: CION)	\$20.0	na	na	Retailer of bridal gowns and wedding-related apparel and accessories
08/07/2023	Diabetic Supplies	ADDvise Group (STO: ADDV A)	\$15.8	na	5.1x	Retailer of diabetic products in Columbus, Ohio
07/31/2023	DIY Home Center	DecksDirect, Harbour Group	na	na	na	Distributor of online building products to serving professional builders and homeowners
09/19/2023	Earth's Dream	Individual Investors	na	na	na	Operator of e-commerce shopping portal offering kitchenware products
07/20/2023	Enviro Safety Products	Undisclosed Investors	na	na	na	Retailer of industrial safety products serving a wide range of needs including construction safety, welding safety, electrical safety, public safety, fall protection and more
08/15/2023	Fields Foods	Undisclosed Investors	na	na	na	Operator of a grocery store offering fresh and healthy food options at affordable prices through partnerships with local farmers and trusted brands
09/05/2023	Foothills IGA Market	Lowes Foods	na	na	na	Operator of a grocery shop in Marble Hill, Georgia
09/27/2023	Ford of Corinth	Individual Investors	na	na	na	Operator of a car dealership agency in Corinth, Mississippi offering the sale of used and new vehicles financing, repair, spare parts and accessories
07/03/2023	Fragrance Outlet	Kingswood Capital Management	na	na	na	Retailer of perfumes and related accessories for men and women
08/15/2023	Harveys Stores	ALDI	na	na	na	Operator of a food retail service platform serving communities throughout Florida and Georgia
08/02/2023	Hill Country Honda	Lithia Motors (NYS: LAD)	na	na	na	Operator of an automobile dealership in San Antonio, Texas specializing in buying and selling new and used vehicles, maintenance, financing support, and parts repair and order
07/26/2023	HobbyTown Unlimited	AMain.com	na	na	na	Operator of retail hobby, collectibles and toy store chain based in Lincoln, Nebraska
08/16/2023	iMedia Brands	Living Essentials	\$55.0	na	na	Global interactive media company that manages a portfolio of shopping television networks and web service businesses

SELECTED M & A TRANSACTIONS

Date	Target	Buyer	ENTERPRISE VALUE			Description
			(\$MM)	TO LTM REVENUE	TO LTM EBITDA	
08/02/2023	JB Hostetter & Sons	Aubuchon Company	na	na	na	Operator of hardware retail store offering home appliances, tools and hardware, plumbing and electrical supplies
08/29/2023	Kum & Go	FJ Management	\$2,000.0	na	na	Operator of a chain of convenience stores based in Des Moines, Iowa
09/29/2023	Lookout Marine	TroxteLL Marine	na	na	na	Retailer of new and used boats in Somerset, Kentucky offering pontoons, sea ray boats, fishing boats, mercury and pre-owned boats as well as providing boat service and parts
07/11/2023	Lou Perrine's Gas & Grocery	Undisclosed Indianapolis Based Investment	na	na	na	Operator of grocery and beverages retail stores based in Wisconsin
09/13/2023	Merlin Medical Supply	Laboratory Services MSO	na	na	na	Retailer of acute and non-acute medical supplies in Ventura County, California
09/08/2023	Motatos UK Business	Huddled Group	na	na	na	Operator of an internet retail company selling surplus or short-dated stock for low prices.
09/19/2023	Niles Sales and Service	Warren Henry Auto Group	na	na	na	Operator of a car service center offering servicing, rental cars and other automobile services
09/27/2023	Players World of Sports	Individual Investors	na	na	na	Retailer of sports apparel and equipment in the Hilton Head community.
07/31/2023	Roy Padgett Sales	Rannerdale Capital	na	na	na	Provider of small engines and outdoor power equipment products to the industrial sector
08/31/2023	Ryeco	Encore Consumer Capital	na	na	na	Leading purveyor of fruits and vegetables located in Philadelphia, PA, servicing customers all over the Northeast and parts of the Mid-Atlantic
07/31/2023	Selby Implement	Birkeys Farm Store	na	na	na	Operator of full-line case International Harvester (IH) agriculture and power sports dealerships based in Quincy, Massachusetts
08/14/2023	Sharper Vision Eye Center	InFocus Eyecare, Regal Healthcare Capital Partners	na	na	na	Retailer of eyewear products and services for individual clients across Boca Raton
09/11/2023	Soft Surroundings (Digital Business)	Coldwater Creek	na	na	na	Operator of e-commerce and direct-to-consumer catalog business based in St. Louis, Missouri
09/05/2023	Soldan's Feeds & Pet Supplies	Feeders Supply	na	na	na	Distributor of pet food and supplies based in Dewitt, Michigan
08/16/2023	Southeastern Grocers	ALDI	na	na	na	Operator of conventional supermarket stores serving communities in Alabama,
08/17/2023	Spearhead Mobility	My Wireless National	na	na	na	Retailer of wireless products based in Dallas, Texas
08/02/2023	The Wireless Experience	Alliance Mobile, Centre Partners	na	na	na	Retailer of wireless and premium video systems offering wireless plans, cloud digital video recorder (DVR) storage and broadband communication platform services
08/15/2023	Winn-Dixie Stores	ALDI	na	na	na	Operator of a chain of supermarket stores for grocery, liquor and pharmacy needs
08/14/2023	Zeigler Subaru of Fort Wayne	Zeigler Automotive Group	na	na	na	Operator of a Subaru dealership providing new and used vehicles, financing, service, and parts
07/18/2023	ZOIA Pharma	Pentec Health, Wellspring Capital Management	na	na	na	Supplier of medical food serving the rare disease community and specializing in importing, warehouse and inventory management, as well as retail and OTC products and a full line of DME supplies

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 Stores ¹									
COST	Costco Wholesale	\$564.96	98.7%	\$250,361.2	\$244,011.2	1.0x	23.9x	21.6x	39.9x
DDS	Dillard's	\$330.81	79.2%	\$5,433.5	\$5,060.7	0.7x	4.2x	4.7x	6.9x
KSS	Kohl's	\$20.96	58.6%	\$2,320.0	\$10,108.0	0.6x	10.8x	6.9x	N/A
M	Macy's	\$11.61	46.2%	\$3,176.9	\$8,710.9	0.4x	4.4x	4.2x	4.3x
JWN	Nordstrom	\$14.94	55.0%	\$2,415.5	\$6,004.5	0.4x	6.8x	5.5x	78.6x
ROST	Ross Stores	\$112.95	92.1%	\$38,248.5	\$39,445.2	2.1x	16.3x	14.9x	24.0x
TGT	Target (US)	\$110.57	60.9%	\$51,039.7	\$68,252.7	0.6x	9.1x	8.9x	15.2x
TJX	TJX	\$88.88	94.8%	\$101,685.9	\$109,703.9	2.1x	18.1x	16.6x	26.0x
WMT	Walmart	\$159.93	96.4%	\$430,461.8	\$487,377.8	0.8x	14.2x	12.7x	30.9x
Mean						1.0x	12.0x	10.7x	21.0x
Apparel & Footwear ²									
ANF	Abercrombie & Fitch	\$56.37	99.3%	\$2,838.6	\$3,412.9	0.9x	9.3x	6.2x	26.3x
AEO	American Eagle Outfitters	\$16.61	94.8%	\$3,280.2	\$4,388.5	0.9x	8.5x	7.6x	16.0x
BKE	Buckle	\$33.39	66.3%	\$1,684.4	\$1,670.4	1.3x	5.0x	N/A	7.0x
BURL	Burlington Stores	\$135.30	56.4%	\$8,751.8	\$12,793.7	1.4x	17.9x	14.8x	33.4x
DBI	Designer Brands	\$12.66	75.9%	\$736.0	\$1,887.7	0.6x	8.7x	7.9x	6.2x
FL	Foot Locker	\$17.35	36.7%	\$1,633.7	\$4,487.7	0.5x	9.8x	11.0x	11.0x
GPS	Gap	\$10.63	68.6%	\$3,931.8	\$8,229.8	0.5x	10.3x	10.0x	35.4x
RL	Ralph Lauren	\$116.09	85.5%	\$7,577.1	\$8,736.3	1.4x	9.5x	8.4x	14.8x
TPR	Tapestry (New York)	\$28.75	60.6%	\$6,587.5	\$9,138.0	1.4x	6.8x	6.4x	7.4x
JILL	The J.Jill Group	\$29.60	97.5%	\$313.8	\$576.2	1.0x	6.3x	5.4x	14.4x
TLYS	World of Jeans & Tops	\$8.12	78.4%	\$243.3	\$390.4	0.6x	147.5x	N/A	N/A
ZUMZ	Zumiez	\$17.80	61.4%	\$352.6	\$463.1	0.5x	31.7x	210.5x	N/A
Mean						0.9x	9.2x	8.6x	11.0x
Discount Store ³									
BIG	Big Lots	\$5.11	24.4%	\$149.2	\$2,290.4	0.5x	N/A	N/A	N/A
DG	Dollar General	\$105.80	40.4%	\$23,220.6	\$40,903.4	1.1x	10.5x	12.2x	10.8x
DLTR	Dollar Tree	\$106.45	62.5%	\$23,419.6	\$33,257.2	1.1x	13.4x	12.3x	19.4x
FIVE	Five Below	\$160.90	73.1%	\$8,959.8	\$10,129.4	3.1x	21.8x	19.6x	33.0x
OLLI	Ollie's Bargain Outlet	\$77.18	95.4%	\$4,762.3	\$4,913.2	2.5x	22.4x	19.1x	32.2x
PSMT	Pricesmart	\$74.43	90.1%	\$2,311.8	\$2,252.6	0.5x	9.0x	8.1x	19.8x
Mean						1.5x	15.4x	14.3x	20.5x

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									
CVS	CVS Health	\$69.82	66.6%	\$89,676.7	\$155,201.7	0.5x	14.5x	7.7x	30.8x
MDVL	MedAvail	\$6.00	12.6%	\$9.7	N/A	N/A	N/A	N/A	N/A
PETS	Petmed Express	\$10.25	45.3%	\$217.0	\$157.5	0.6x	N/A	12.1x	N/A
RAD	Rite Aid	\$0.10	48.4%	\$29.7	\$168.6	1.9x	14.0x	N/A	N/A
WBA	Walgreens Boots Alliance	\$22.24	52.6%	\$19,198.9	\$63,123.9	0.5x	N/A	11.9x	N/A
Mean						0.8x	14.2x	10.6x	30.8x
Food Retail ⁴									
ACI	Albertsons Companies	\$22.75	77.9%	\$13,096.7	\$27,403.1	0.3x	5.9x	6.4x	11.0x
ARKO	Arko Holdings	\$7.15	66.1%	\$848.4	\$3,264.0	0.4x	12.5x	10.9x	21.0x
CASY	Casey's	\$271.52	95.5%	\$10,118.6	\$11,331.7	0.8x	11.6x	11.6x	22.0x
GO	Grocery Outlet	\$28.85	79.0%	\$2,849.7	\$4,134.7	1.1x	21.5x	15.2x	40.6x
KR	Kroger	\$44.75	88.8%	\$32,189.4	\$48,435.4	0.3x	7.6x	6.1x	20.0x
SPTN	SpartanNash	\$22.00	58.3%	\$761.6	\$1,576.8	0.2x	8.4x	6.0x	19.0x
SFM	Sprouts Farmers Market	\$42.80	98.9%	\$4,365.9	\$5,719.1	0.9x	9.5x	10.8x	17.8x
WMK	Weis Markets	\$63.00	65.9%	\$1,694.6	\$1,494.7	0.3x	5.8x	N/A	14.4x
Mean						0.5x	8.8x	8.6x	17.9x
Electronics & Appliances ⁵									
BBY	Best Buy	\$69.47	74.4%	\$15,119.3	\$18,055.3	0.4x	6.8x	6.6x	12.0x
CONN	Conns	\$3.95	33.8%	\$96.1	\$1,146.5	0.9x	N/A	N/A	N/A
GME	GameStop	\$16.46	47.0%	\$5,024.3	\$4,464.8	0.8x	N/A	87.5x	N/A
Mean						0.7x	6.8x	6.6x	12.0x
Internet Retail ⁶									
AMZN	Amazon.com	\$127.12	87.2%	\$1,311,592.5	\$1,386,536.5	2.6x	22.8x	12.0x	101.7x
CHWY	Chewy	\$18.26	34.5%	\$7,857.8	\$7,441.2	0.7x	56.8x	21.8x	140.5x
EBAY	eBay	\$44.09	84.4%	\$23,462.8	\$24,571.8	2.5x	10.5x	7.4x	17.9x
ETSY	Etsy	\$64.58	43.1%	\$7,944.2	\$9,256.4	3.5x	N/A	11.3x	N/A
HOUR	Hour Loop	\$1.41	28.8%	\$49.4	\$49.3	0.4x	N/A	N/A	N/A
NEGG	Newegg	\$0.85	27.4%	\$320.5	\$388.7	0.3x	N/A	98.6x	N/A
OSTK	Overstock.com	\$22.97	69.3%	\$715.1	\$411.9	0.2x	N/A	N/A	N/A
W	Wayfair	\$60.57	66.8%	\$7,023.2	\$9,836.2	0.8x	N/A	21.8x	N/A
Mean						1.4x	16.7x	10.2x	17.9x

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	\$90.50	78.0%	\$9,633.1	\$11,257.0	2.6x	19.9x	16.5x	33.6x	
LOW	Lowe's Companies	\$207.84	87.6%	\$119,947.6	\$157,029.6	1.7x	13.4x	11.6x	20.4x	
LL	Lumber Liquidators	\$3.17	36.2%	\$97.4	\$262.6	0.3x	N/A	N/A	N/A	
HD	The Home Depot	\$302.16	87.0%	\$302,179.9	\$348,858.9	2.3x	13.4x	14.0x	18.9x	
TTSH	The Tile Shop	\$5.49	84.4%	\$244.6	\$376.3	1.0x	8.6x	8.4x	18.9x	
Mean						1.5x	13.8x	12.6x	19.4x	
Specialty Retail ⁸										
ASO	Academy Sports + Outdoors	\$47.27	68.5%	\$3,523.3	\$4,972.6	0.8x	5.8x	5.7x	7.0x	
AAP	Advance Auto Parts	\$55.93	28.8%	\$3,326.2	\$7,179.2	0.6x	8.7x	8.7x	9.7x	
AZO	AutoZone	\$2,539.99	92.4%	\$46,116.0	\$56,325.7	3.2x	14.2x	12.9x	19.2x	
BBWI	Bath & Body Works	\$33.80	68.2%	\$7,685.5	\$12,787.5	1.7x	8.4x	8.6x	11.2x	
BJ	BJ's Wholesale Club	\$71.37	88.8%	\$9,544.4	\$12,631.8	0.7x	12.9x	11.8x	19.1x	
DKS	Dick's Sporting Goods	\$108.58	71.1%	\$9,231.8	\$11,587.9	0.9x	6.7x	7.0x	9.6x	
ORLY	O'Reilly Automotive Stores	\$908.86	93.1%	\$54,766.4	\$61,833.2	4.1x	17.9x	16.1x	25.2x	
WOOF	Petco Animal Supplies	\$4.09	32.5%	\$1,095.2	\$3,956.9	0.6x	10.6x	8.4x	31.5x	
RH	RH	\$264.36	65.1%	\$4,864.3	\$8,183.7	2.6x	12.6x	13.7x	37.4x	
SPWH	Sportsman's Warehouse	\$4.49	42.3%	\$167.9	\$714.7	0.5x	14.8x	20.8x	37.4x	
ULTA	ULTA Beauty	\$399.45	71.8%	\$19,664.4	\$21,156.2	2.0x	11.2x	11.2x	16.0x	
WSM	Williams-Sonoma	\$155.40	97.9%	\$9,968.1	\$10,844.1	1.3x	7.2x	7.6x	10.8x	
Mean						1.6x	10.9x	11.0x	15.9x	
OVERALL RETAIL SECTOR						Mean	1.1x	12.0x	10.4x	18.5x

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

[2] ANF, BURL, and GPS excluded from mean calculation of P/E multiple, TLYS excluded from mean calculation of EBITDA multiples, ZUMZ excluded from mean calculation of EBITDA and P/E multiples

[3] FIVE excluded from mean calculation of P/E multiple

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

[5] GME excluded from mean calculation of EBITDA multiples

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

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

[8] RH and SPWH 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><i>SageCrest II, LLC</i></p> <p>Restructuring Advisor</p>
<p>TECHNOLOGY SERVICES</p>	<p>ALS Resolution </p> <p>has been acquired by</p>  <p>Financial Advisor</p>	<p> a subsidiary of Digital Corporation has been acquired by</p>  <p>Financial Advisor</p>	<p> has sold certain assets to</p>  <p>Financial Advisor</p>	<p><i>New Vision</i></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> 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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