

RETAIL



Quarterly Update
Fourth Quarter 2023

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George N. Koutsonicolis
Managing Director
georgek@soliccapital.com



Edward R. Casas
Chairman & CEO
Senior Managing Partner
ecasas@soliccapital.com

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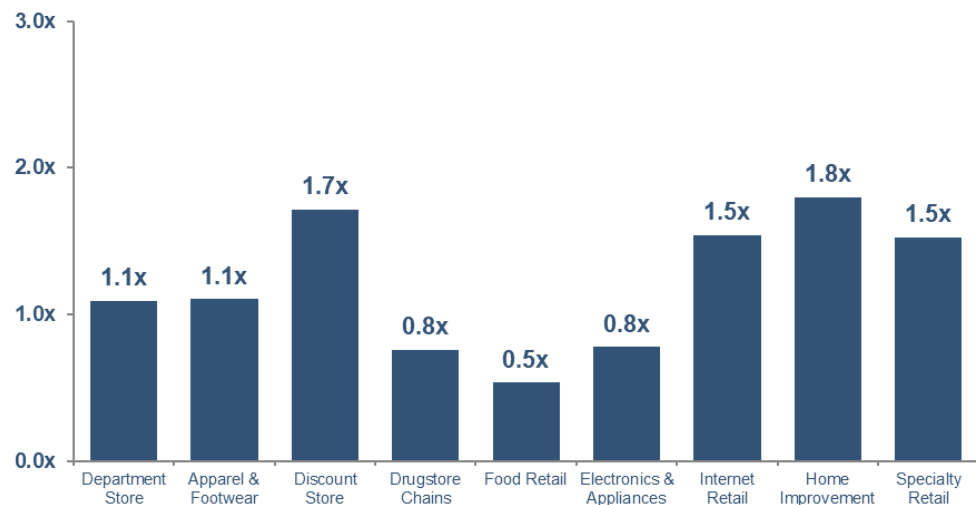
RESTRUCTURING • INVESTMENT BANKING • DISTRESSED ASSET SUPPORT SERVICES

KEY HIGHLIGHTS

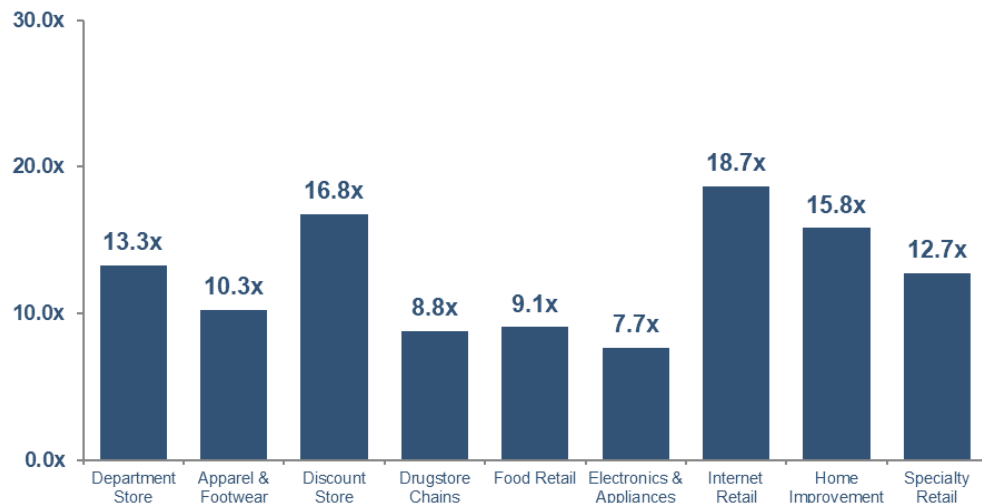
KEY HIGHLIGHTS

- Retail M&A activity in Q4 2023 rose by 27% to 52 transactions
 - The Specialty Retailer subsector, comprised 40% (21) of all Retail Sector M&A deals during Q4
- Public company valuation multiples increased during Q4 but remained down a year over year basis – the average EV/EBITDA multiple at the end of Q4 was 12.6x, up 4.8% from 12.0x in Q3
 - On a year over year basis, retail EV/EBITDA multiples decreased by 7.5%
- US Retail inventories growth rates slowed in the fourth quarter, signaling signs of recovery for retailers and discretionary spending
 - Retail inventories rose 2.3% in Q4 to \$795B, and 5.2% on a year over year basis
- Retail sales indicated accelerated recovery in year over year consumer spending habits
 - US Retail sales rose 2.2% on a quarter over quarter basis, and 3.2% on a year over year basis. Thought the year over year increase was significantly below the average year over year increase since Q1 2022 (13.5%)
- The substantial increase in Buy Now Pay Later (“BNPL”) loans pose potential future concerns for consumer stability
 - On a year over year basis, BNPL usage increase 42% from the holiday season of 2022 to \$2B
 - BNPL usage may cause serious consumer debt issues as many BNPL providers do not require credit checks and the loans often carry 30%+ interest rates
- 133 companies filed bankruptcy in Q4 (down from 182 in Q3), bringing the annual total for 2023 to 654
 - FY 2023 bankruptcy filings represented a 73% increase from the prior year and exceeded total number of bankruptcies during 2020 (639 bankruptcies)
 - The extended period of high interest rates and rapid growth in inflation pushed many companies into liquidity and solvency issues in 2023, leading to a busy year for bankruptcy
 - The Consumer Discretionary category experienced the most bankruptcies with 82 retailers filing for bankruptcy in 2023
- The Consumer Price Index (CPI) rose again in Q4, growing 3.4% on a year over year basis and still above the Fed’s 2% inflation target
 - The food component of the CPI rose 2.7% on a year over year basis, while shelter rose 5.3%
- **Q4 2023 Equity Capital Market Returns:** The SOLIC Retail Sector Index (“SRSI”) increased in Q4 (15.5%) as compared to the broader S&P (11.2%) and NASDAQ (13.6%) indices over the same period. All nine subsectors increased in Q4.
 - SRSI Department Store subsector performance: 16.6%
 - SRSI Apparel & Footwear subsector performance: 40.8%
 - SRSI Discount Store subsector performance: 18.2%
 - SRSI Drugstore Chains subsector performance: 13.7%
 - SRSI Food Retail subsector performance: 2.2%
 - SRSI Electronics & Appliances subsector performance: 10.3%
 - SRSI Internet Retail subsector performance: 19.3%
 - SRSI Home Improvement subsector performance: 12.3%
 - SRSI Specialty Retail subsector performance: 7.0%

Enterprise Value to Revenue



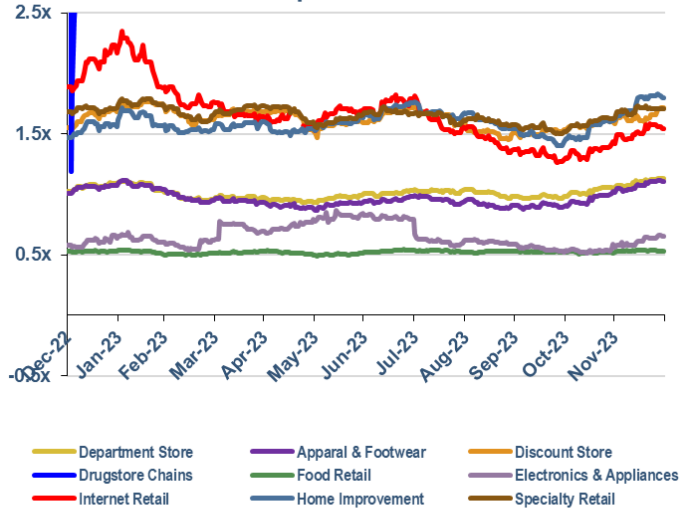
Enterprise Value to EBITDA



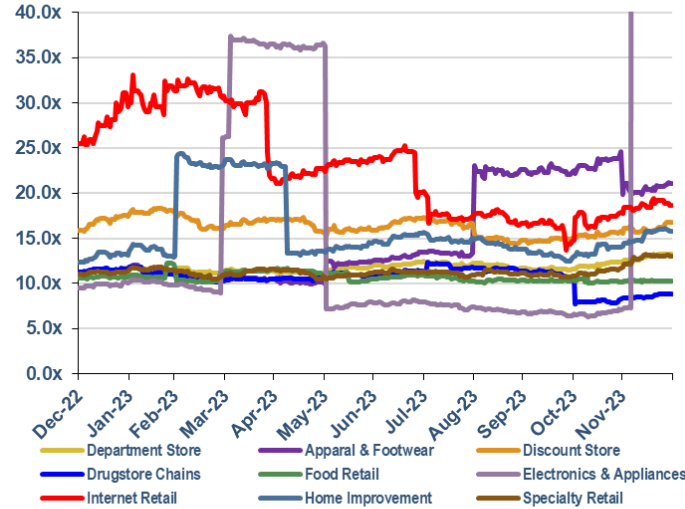
Source: Pitchbook and SOLIC Research

KEY HIGHLIGHTS (continued)

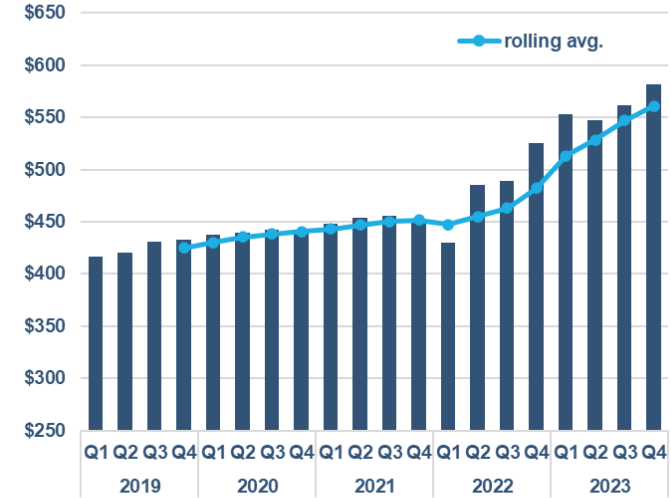
Retail Sectors: Total Enterprise Value / Revenue



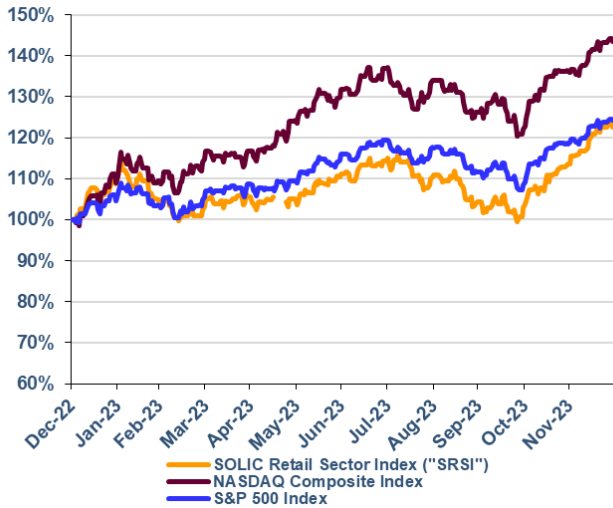
Retail Sectors: Total Enterprise Value / EBITDA



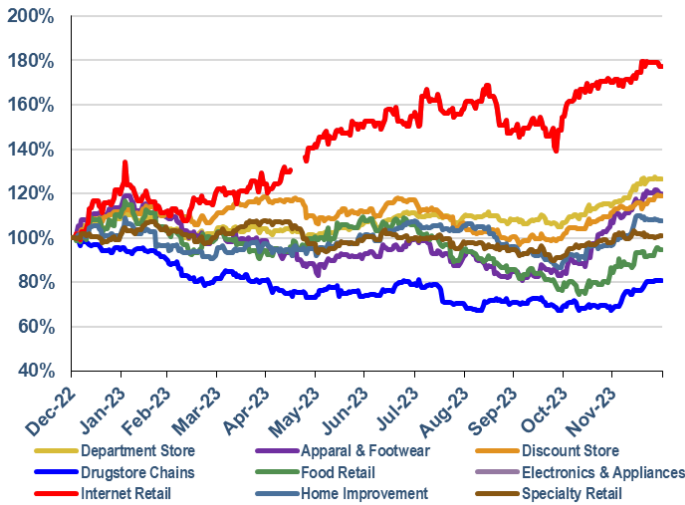
U.S. Retail Sales (Quarterly average \$ in billions)



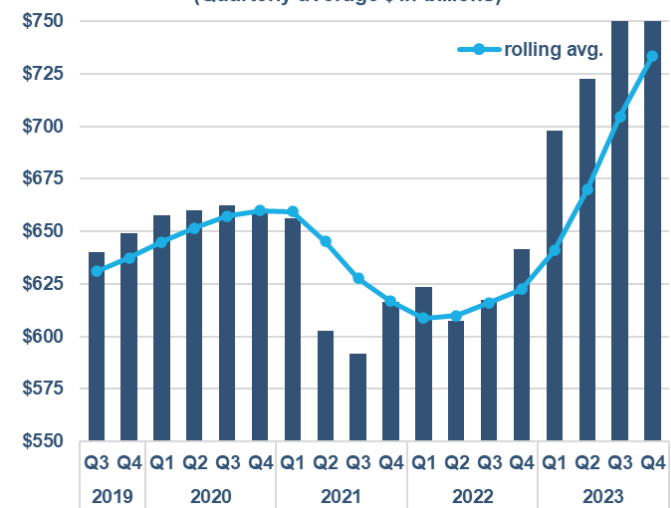
SOLIC Retail Sector Index ("SRSI")



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

- The Department Store subsector had no reported transactions in Q3 2023
- Many Department Stores benefitted from concerted efforts to promote online retail components in advance of Black Friday and the holiday season
 - Increased e-commerce sales on Department Store websites contributed significantly to record Online Black Friday sales
- While economic forecast suggests easing rates and more consumer spending, Retail executive teams remain focused on Inventory Management and supply chain efficiency into the new year.

Apparel & Footwear

- There were 5 Apparel and Footwear transactions in Q4 2023 (~10% of all retail transactions)
- All reported apparel & footwear transactions featured strategic acquirers, aiming to expand their brand portfolios and capture synergies on the heels of positive economic forecasts for 2025
- Transactions include:
 - Saxon Shoes, a diverse shoe retailer, was acquired by Comfort Management Corporation for an undisclosed amount
 - Out & Back Outdoor, an online outdoor apparel retailer and re-seller, purchased The Locals Sale. The Locals Sale is a Telluride based retailer and reseller of ski apparel
 - Two different transactions featured the acquisition of Tennis retailers.
 - Mountain View, CA based shop, Swetka's Tennis Shop was acquired by Tennis Warehouse for an undisclosed amount, while Tennis Express, a Houston, TX based retailer was re-acquired by its founder after Signa Sports United owned the business for two years

Discount Store

- There were no reported transactions in the Discount Store subsector in Q4 2023
- While Discount stores have benefitted greatly in 2022 and 2023 from tightening spending and increased consumer cost-consciousness, they face enhanced competition and margin related headwinds
 - Large retailers, such as Costco and Target, have increased their off-price and discount offerings, posing a direct threat to Discount Store businesses
 - Increased competition for and product cost inflation of supplier products has shrunk discount store margins, especially from online retailers

Drugstore Chains

- The Drugstore Chain subsector featured 2 transactions Q4 2023 (~4% of all retail transactions)
- Transactions included:
 - Family Pharmacy, a pharmacy retailer that serves home-bound patients through delivery services, was acquired by Waud Capital Partners for an undisclosed amount
 - Heartland Ver Supply & Pharmacy, a Nebraska based pet pharmacy with an online presence, was acquired by P3 Technologies
- Dedicated Pharmacies continue to face increasing competition from mass retailers and large grocery chains
 - While Walgreens and CVS pharmacy still hold over 40% of the prescription market, large retailers such as Wal-Mart, Kroger, Albertsons, and Costco have expanded their market share to ~12% due to the convenience for consumers
 - Walgreens and CVS are trying to combat this by developing digital solutions and prescription delivery programs to make the process more convenient
- Rite Aid was at the center of Drugstore subsector headlines in the Q4 after the company filed for Chapter 11 bankruptcy protection on October 15th
 - Rite Aid filed for bankruptcy with ~\$3.3B in debt, seeking resolution of ~1,600 Opioid related lawsuits and to sell Elixir, its pharmacy benefit company (acquired in 2015 for \$1.9B)
 - Preceding a Section 363 sale process, MedImpact Healthcare Systems surfaced as the stalking horse bidder for Elixer
 - Rite Aid will have until March 1, 2024 to complete its reorganization, as approved by the judge on the case

Food Retail

- There were 10 Food Retail transactions during Q4 2023
- Convenience stores were the predominant target of acquisitions during Q4 as strategic acquirers sought geographic expansion and stronger regional footprints
- Transactions included:

SUB-SECTOR HIGHLIGHTS

COMMENTARY (continued)

- MAPCO Express, a Tennessee based convenience store chain, was acquired by Major Management for \$725M
- Par Mar Oil acquired 14 Ohio based Red Rover Convenience Stores from Santmeyer for an undisclosed amount
- Springer Eubank's Retail & Fuel Division was acquired by Petroleum Marketing Group for an un disclosed amount
- Non-convenience store transactions featured acquisitions of online-heavy grocery platforms to supplement brick and mortar footprints:
 - Chicago based Dom's Kitchen & Market merged with Foxtrot to create Outfox Hospitality. The newly formed Outfox intends to offer a wider assortment of higher quality foods through multiple retails formats
 - Delivery service startup, Getir, acquired FreshDirect, an online based grocery company. Getir hopes to capture synergies and efficiencies from FreshDirect's technology and by controlling a large span of the grocery delivery process

Electronics & Appliances

- The Electronics & Appliances subsector had no reported transactions in Q4 2023
- Electronics & Appliance retailer have seen the largest drop in consumer demand during 2023 given that consumers have limited their spending on more expensive items like electronics
- Best Buy noted that sales of home theater and personal computers have suffered the most, while gaming related sales have grown this year
- Retailers in this subsector have tried to increase revenues in the current economic landscape by expanding their refurbished & resale electronic offerings
 - For example, Newegg launched Newegg Refreshed, which intends to offer pre-owned and refurbished electronics at a discounted price

Home Improvement

- 7 Home Improvement transactions took place during Q4 2023
- Private Equity and Private Equity backed companies were much more active in comparison to prior quarters. The Home Improvement subsector predominantly featured strategic acquisitions of regional and local Home Improvement retailers over the past few years, however Q4 showed a different trend
 - CID Capital strengthened its portfolio through two add-on acquisitions via Wiseway Supply, a CID portfolio company that retails and distributes plumbing and electrical supplies. These transactions, both for undisclosed amounts, included:
 - Plumbing Mall, an Indiana based retailer of plumbing supplies
 - Lighting (One) of Cincinnati, a retailer of lighting fixtures, electrical parts and home décor
 - Signs of optimism appeared for Home Improvement retailers during Q4, as mortgage rates plummeted by nearly 1.5%. Retailers expect to benefit from an expected increase in home buying & renovation activity that typically follows mortgage rate declines

Specialty Retail

- Specialty Retail was the busiest subsector again, as 21 transactions occurred during Q4 (~40% of all transactions)
- Brick and mortar specialty retailers lost Black Friday sales due to record online sales.
 - 2023 Black Friday recorded \$9.8B in online sales, up ~7.5% from the prior year
- Automotive & vehicle related transaction trends continued to comprise the majority of specialty retail transactions in Q4
 - 13 out of the 20 transactions involved acquisitions of auto dealerships, RV & other vehicle dealerships, or auto parts retailers. Most of these transactions featured larger dealership groups as acquirers, such as:
 - AutoNation (NYSE: AN), acquired its Savannah Volkswagen dealership
 - Unstoppable Automotive Group acquired Fresno, CA based Haron Motor Sales for an undisclosed amount
 - Camping World (NYSE: CWH) acquired a dealership, Travelcamp RV, for an undisclosed amount
 - Penske Automotive Group (NYSE: PAG) acquire Don Allen Auto Service, a dealership and service center, for \$12.3M
- Other Specialty Retail transactions included:
 - Conns (NAS: CONN) acquired Badcock & more, a home & office furnishing retailer
 - LTD Online Stores, a mainly online retailer of patio furniture, was acquired by Blackford Capital for an undisclosed amount

SELECTED M & A TRANSACTIONS

Date	Target	Buyer	ENTERPRISE VALUE			Description
			(\$MM)	TO LTM REVENUE	TO LTM EBITDA	
10/20/2022	Airstream Adventures NW	Lithia Motors (NYS: LAD)	na	na	na	Sells and provides maintenance and parts support services of Airstream travel trailers in Oregon
10/14/2022	Albertsons Companies (NYS: ACI)	Kroger (NYS: KR)	\$21,607.6	\$0.3	\$4.3	Second-largest traditional grocer in America, operating 2,276 stores under 24 banners in 34 states
10/03/2022	Amazon Produce Network	Silver Oak Services Partners	na	na	na	Distributors of mangoes and other produce committed to continuously monitoring food safety measures throughout the supply chain
11/03/2022	Bank's Apothecary	Terrapin Pharmacy, WindRose Health Investors	na	na	na	Operator of a specialty pharmacy providing personalized assistance to both the prescriber and the patient
10/20/2022	Bob Wards	Al's Sporting Goods	na	na	na	Retailer of sporting goods offering outdoor equipment and sportswear for running, climbing, hunting, hiking, camping, fishing and skiing based in Missoula, Montana
10/07/2022	Bushnell Pharmacy	Golden Developing Solutions (PINX: DVLP)	\$2.3	na	na	Operator of a retail pharmacy company offering prescription services and medical supplies
10/24/2022	Cali Care Group	Leaf Of Faith Beverage (PINX: BNOW)	na	na	na	Retailer of cannabis-based products based in Redlands, California
10/04/2022	Capitol Wright Distributing	Reyes Beer Division	na	na	na	Distributor of alcoholic and non-alcoholic beverages based in Manor, Texas
10/13/2022	Coastal Fire Systems	Municipal Emergency Services, Platte River Equity	na	na	na	Provider of firefighting equipment and service serving municipalities and volunteer fire departments
12/01/2022	Conroy Tractor	Individual buyer	na	na	na	Operator of New Holland tractor dealership including new and used equipment along with repair and maintenance services based in Texas
10/25/2022	Customcuffs	Individual buyer	na	na	na	Operator of an online retail store providing custom jewelry
11/14/2022	Designers' Rug Center	Stark Carpet	na	na	na	Provider of carpeting serving the interior design community including custom rugs, wall-to-wall carpeting and rug cleaning services
11/01/2022	Discount Garage Doors	NorthCurrent Partners	na	na	na	Retailer of garage doors specializing in the sale, installation and repair of garage doors based in Brooksville, Florida
12/15/2022	Dubben Brothers	Ferrellgas Partners	na	na	na	Provider of heating, ventilation and cooling services serving the Catskill region
10/01/2022	EbLens	Undisclosed buyer	na	na	na	Operator of clothing and footwear retail stores based in Torrington, Connecticut
10/31/2022	Eckler's	Turn5	na	na	na	Retailer of automotive parts and accessories intended a better quality restoration
10/05/2022	Enterprises Group (Rapid Supply & Sales)	Envoy Solutions	na	na	na	Provider of carpet and other flooring services in Grand Rapids, Michigan
11/07/2022	Eufloa	JARS Cannabis	na	na	na	Operator of boutique recreational cannabis dispensaries dedicated to managing illnesses and enhancing appetite
10/18/2022	Federal Hybrids	Rob-See-Co	na	na	na	Distributor of agricultural seeds located in West Bend, Iowa
11/01/2022	Fins & Feathers	Yellow Dog Flyfishing Adventures	na	na	na	Operator of a fly fishing shop
11/07/2022	Goodrich Lumber	Court Square, Kodiak Building Partners	na	na	na	Provider of lumber and building materials to contractors, builders and homeowners
10/13/2022	Grailed	GOAT	na	na	na	Operator of an online marketplace for curated men's fashion
10/17/2022	Green's Natural Foods	Healthier Choices Management (PINX: HCMC)	na	na	na	Operator of a chain of grocery stores serving organic and all-natural products
12/14/2022	Grizzly Outfitters	Christy Sports, TZP Group	na	na	na	Retailer of a diverse range of sports and outdoor adventure clothing products
10/03/2022	Hamer Honda	Brandon Steven Motors	na	na	na	Operator of new and pre-owned Honda car dealership company
10/11/2022	Harbor View Marine	OneWater Marine (NAS: ONEW)	na	na	na	Retailer of new and pre-owned boats based in Pensacola, Florida
12/26/2022	Hooman Nissan	Roundtree Automotive Group	na	na	na	Owner and operator of car dealership based in Long Beach, California
10/03/2022	Indianapolis Fruit Company	Wind Point Partners	na	na	na	Distributor of fruits and vegetables serving retail partners such as grocery stores, restaurants, schools, and food management companies

SELECTED M & A TRANSACTIONS

Date	Target	Buyer	ENTERPRISE VALUE			Description
			(\$MM)	TO LTM REVENUE	TO LTM EBITDA	
11/21/2022	Intercept Silver & Jewelry Care	JK Findings	na	na	na	Manufacturer and distributor of Intercept technology anti-corrosion and anti-tarnish products catering to the silver and jewelry industries
12/01/2022	Intermix	Regent, L.P.	na	na	na	Retailer of women's ready-to-wear apparel, accessories and cosmetics
11/10/2022	Kicks On Demand	Maison Luxe	na	na	na	Retailer of luxury footwear and apparel based in New York
12/06/2022	McCaddon Cadillac Buick GMC	Maroone USA	na	na	na	Operator of new and pre-owned car dealership company, as well as auto maintenance and repair services
12/29/2022	McGovern Ford Route 1	McGovern Automotive Group	na	na	na	Dealer of pre-owned and new Ford cars in Massachusetts
12/01/2022	Mercedes-Benz of Anaheim	Group 1 Automotive (NYS: GPI)	na	na	na	Operator of Mercedes-Benz car dealership company in California
10/03/2022	National Educational Music Company	Undisclosed buyer	na	na	na	Supplier of band and orchestra musical instruments and accessories for use in educational programs
11/21/2022	Norkan Industrial Supplies	Incline Equity Partners, Jon-Don, Trivest Partners	na	na	na	Distributor and retailer of abatement supplies, concrete restoration, paint and safety products based in Warren, Michigan
12/08/2022	Pride Stores	GPM Investments, Harvest Partners	\$230.0	na	\$18.9	Operator of chain of convenience stores
10/26/2022	PuppySpot	Digital Fuel Capital	na	na	na	Operator of an online marketplace for purebred and designer-breed puppies
12/05/2022	Quadropress	Purivita Ventures	na	na	na	Retailer of workout devices and accessories catering to the fitness sector
11/19/2022	Resident Essentials	WILsquare Capital	na	na	na	Operator of an online store of comprehensive products for nursing home residents, guardian clients and individuals
12/12/2022	Rowe's IGA Supermarkets	Massy Group (TRN: MASSY)	\$47.0	na	na	Operator of a convenience store located in Jacksonville, Florida
10/26/2022	SmartLab Toys	Educational Development (NAS: EDUC)	na	na	na	Developer of toys to develop skills in the core disciplines of science, technology, engineering, arts, and math
12/14/2022	Snowe	Interweave Brands	na	na	na	Designer and retailer of luxury home goods and stylish and durable home essentials and products
10/21/2022	Somsel Lumber Company	Homestead Timbers	na	na	na	Operator of a local hardware store based in Kaleva, Michigan
10/31/2022	Sook Commerce	Individual buyer	na	na	na	Operator of an eCommerce platform of local and small-batch brands based in Seattle, Washington
11/07/2022	St. Louis Hydroponic Company	GrowGeneration (NAS: GRWG)	na	na	na	Retailer of hydroponic gardening equipment and supplies based in St. Louis, Missouri
11/14/2022	Starfire Direct	Blackford Capital	na	na	na	Operator of an online retailer of patio and hearth related products
12/23/2022	Sunrise Volkswagen	Atlantic Automotive Group	na	na	na	Operator of a car dealership based in Lynbrook, New York
10/24/2022	Supermarket Operations	Harp Food	na	na	na	Operator of a grocery store chain based in Mississippi
10/24/2022	The Markets	Harp Food	na	na	na	Operator of grocery chain and self-service retail store providing food and other household goods
10/07/2022	The Souk Market	Undisclosed private equity buyer	na	na	na	Operator of a direct retail store business including a variety of ethnic groceries serving consumers in the San Francisco area
10/01/2022	Trulieve Cannabis (CNQ: TRUL)	Undisclosed buyer	na	na	na	Medical marijuana company engaged in the cultivation, possession, use, sale, and distribution of medical cannabis
12/01/2022	U.S. Upfitters	Drivege	na	na	na	Distributor and installer of commercial truck and van equipment serving the
10/17/2022	Vegan Essentials	PlantX Lifestyle USA	\$0.7	na	na	Retailer of vegan products and delivery service for meals and indoor plants based in Waukesha, Wisconsin
11/18/2022	Vinebase	Corksy	na	na	na	Operator of a wine retailing platform connecting wineries and consumers online
11/11/2022	Wagner's IGA	Individual buyer	na	na	na	Operator of an online grocery store based in Minster, Ohio
12/14/2022	West-Lite Supply	Facility Solutions Group	na	na	na	Distributor of lighting products based in Cerritos, California
12/22/2022	Whittlesey Landscape Supplies and Recycling	SiteOne Landscape Supply (NYS: SITE)	na	na	na	Supplier and manufacturer of building products specializing in mulch and custom-blended soil mixtures as well as composts and gravels

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									
COST	Costco Wholesale	\$660.08	96.8%	\$292,896.3	\$284,379.3	1.2x	27.0x	25.6x	45.0x
DDS	Dillard's	\$403.65	96.6%	\$6,547.9	\$6,210.8	0.9x	5.4x	7.7x	8.7x
KSS	Kohl's	\$28.68	80.2%	\$3,175.2	\$11,031.2	0.6x	12.6x	7.5x	N/A
M	Macy's	\$20.12	80.1%	\$5,514.4	\$11,341.4	0.5x	6.0x	5.7x	8.2x
JWN	Nordstrom	\$18.45	68.0%	\$2,995.0	\$7,116.0	0.5x	7.3x	6.4x	24.9x
ROST	Ross Stores	\$138.39	99.4%	\$46,591.2	\$47,871.6	2.4x	18.9x	16.4x	27.5x
TGT	Target (US)	\$142.42	78.4%	\$65,749.9	\$82,865.9	0.8x	10.6x	9.7x	18.1x
TJX	TJX	\$93.81	99.5%	\$106,913.1	\$115,142.1	2.2x	18.4x	15.9x	26.5x
WMT	Walmart	\$157.65	92.8%	\$424,430.6	\$488,370.6	0.8x	13.2x	12.1x	26.2x

Mean	1.1x	13.3x	11.9x	20.0x
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Apparel & Footwear ¹									
ANF	Abercrombie & Fitch	\$88.22	93.8%	\$4,446.8	\$4,909.3	1.2x	10.1x	7.2x	22.1x
AEO	American Eagle Outfitters	\$21.16	98.5%	\$4,179.9	\$5,160.9	1.0x	9.7x	8.3x	19.1x
BKE	Buckle	\$47.52	94.4%	\$2,397.2	\$2,349.5	1.8x	7.3x	N/A	10.4x
BURL	Burlington Stores	\$194.48	81.1%	\$12,548.9	\$16,739.4	1.8x	21.8x	16.7x	42.8x
DBI	Designer Brands	\$8.85	65.8%	\$503.2	\$1,679.0	0.5x	9.6x	9.0x	5.7x
FL	Foot Locker	\$31.15	66.0%	\$2,933.1	\$5,680.1	0.7x	15.9x	11.0x	35.8x
GPS	Gap	\$20.91	94.7%	\$7,754.1	\$11,951.1	0.8x	14.1x	9.9x	190.1x
RL	Ralph Lauren	\$144.20	97.4%	\$9,320.1	\$10,628.1	1.6x	12.1x	9.4x	18.3x
TPR	Tapestry (New York)	\$36.81	77.5%	\$8,436.4	\$11,044.8	1.7x	8.1x	7.7x	9.4x
JILL	The J.Jill Group	\$25.78	79.9%	\$273.3	\$512.1	0.8x	5.5x	4.7x	11.5x
TLYS	World of Jeans & Tops	\$7.54	79.4%	\$226.0	\$376.6	0.6x	N/A	N/A	N/A
ZUMZ	Zumiez	\$20.34	70.2%	\$403.4	\$512.9	0.6x	117.2x	16.4x	N/A

Mean	1.1x	10.3x	8.4x	16.5x
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Discount Store ²									
BIG	Big Lots	\$7.79	39.0%	\$227.6	\$2,625.4	0.5x	N/A	N/A	N/A
DG	Dollar General	\$125.82	98.0%	\$71,823.7	\$97,654.6	1.4x	8.2x	7.2x	15.5x
DLTR	Dollar Tree	\$142.05	88.2%	\$30,948.7	\$41,192.4	1.4x	16.5x	13.5x	25.8x
FIVE	Five Below	\$213.16	96.8%	\$11,764.9	\$13,288.5	4.0x	28.5x	21.3x	44.0x
OLLI	Ollie's Bargain Outlet	\$75.89	91.2%	\$4,674.2	\$4,899.6	2.4x	21.2x	16.4x	29.9x
PSMT	Pricesmart	\$75.78	91.7%	\$2,312.6	\$2,259.7	0.5x	9.3x	7.8x	21.7x

Mean	1.7x	16.8x	13.2x	23.2x
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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 ³									
CVS	CVS Health	\$78.96	84.5%	\$101,613.4	\$165,694.4	0.5x	9.0x	8.4x	11.9x
PETS	Petmed Express	\$4.05	78.0%	\$1,921.9	\$2,387.4	1.3x	8.6x	6.8x	19.7x
RAD	Rite Aid	\$0.05	37.6%	\$18.8	\$11.8	60.1x	N/A	N/A	N/A
WBA	Walgreens Boots Alliance	\$37.36	68.8%	\$22,511.2	\$63,775.2	0.5x	N/A	13.2x	N/A
Mean						0.8x	8.8x	9.5x	15.8x
Food Retail ⁴									
ACI	Albertsons Companies	\$23.00	96.3%	\$13,245.5	\$27,640.8	0.4x	6.1x	6.5x	11.9x
ARKO	Arko Holdings	\$8.25	90.7%	\$963.7	\$3,401.8	0.4x	13.7x	11.5x	25.0x
CASY	Casey's	\$274.74	95.9%	\$10,195.2	\$11,435.3	0.8x	11.3x	11.0x	21.3x
GO	Grocery Outlet	\$26.96	73.8%	\$2,676.3	\$3,895.1	1.0x	18.8x	14.5x	33.3x
KR	Kroger	\$45.71	90.8%	\$32,884.8	\$49,783.8	0.3x	7.4x	6.5x	17.8x
SPTN	SpartanNash	\$22.95	70.9%	\$794.6	\$1,596.5	0.2x	8.3x	6.1x	18.8x
SFM	Sprouts Farmers Market	\$48.11	97.5%	\$4,886.1	\$6,285.4	0.9x	10.5x	11.9x	19.8x
WMK	Weis Markets	\$63.96	71.7%	\$1,720.4	\$1,599.2	0.3x	6.2x	N/A	15.3x
Mean						0.5x	9.1x	9.7x	18.6x
Electronics & Appliances									
BBY	Best Buy	\$78.28	83.9%	\$16,861.2	\$20,254.2	0.5x	7.7x	7.7x	13.5x
CONN	Conns	\$4.44	38.0%	\$109.0	\$1,248.7	1.0x	N/A	13.4x	N/A
GME	GameStop	\$17.53	63.4%	\$5,355.7	\$4,760.4	0.8x	806.8x	38.4x	N/A
Mean						0.8x	7.7x	10.5x	13.5x
Internet Retail ⁵									
AMZN	Amazon.com	\$151.94	97.6%	\$1,570,152.6	\$1,642,972.6	3.0x	23.0x	13.4x	79.5x
CHWY	Chewy	\$23.63	44.7%	\$10,194.1	\$9,763.9	0.9x	109.0x	24.0x	787.7x
EBAY	eBay	\$43.62	83.5%	\$22,638.8	\$22,138.8	2.2x	5.5x	6.8x	8.7x
ETSY	Etsy	\$81.05	54.1%	\$9,705.4	\$11,117.6	4.1x	27.6x	13.9x	32.8x
HOUR	Hour Loop	\$1.38	28.3%	\$48.6	\$48.8	0.4x	N/A	N/A	N/A
NEGG	Newegg	\$1.26	40.8%	\$479.0	\$516.4	0.3x	N/A	N/A	N/A
OSTK	Overstock.com	\$14.99	45.2%	\$1,254.5	\$968.0	0.6x	N/A	N/A	N/A
W	Wayfair	\$61.70	68.0%	\$7,277.3	\$10,030.3	0.8x	N/A	22.1x	N/A
Mean						1.5x	18.7x	16.0x	20.7x

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 ⁶										
FND	Floor & Decor	\$111.56	95.6%	\$11,888.9	\$13,475.0	3.1x	24.1x	23.7x	43.1x	
LOW	Lowe's Companies	\$222.55	93.8%	\$127,991.3	\$166,834.3	1.8x	12.4x	13.2x	17.1x	
LL	Lumber Liquidators	\$3.90	57.0%	\$120.4	\$339.1	0.4x	N/A	N/A	N/A	
HD	The Home Depot	\$346.55	97.6%	\$344,908.0	\$392,105.0	2.6x	15.4x	15.6x	22.2x	
TTSH	The Tile Shop	\$7.36	96.0%	\$327.7	\$452.4	1.2x	11.4x	11.0x	28.3x	
Mean						1.8x	15.8x	15.9x	22.5x	
Specialty Retail ⁷										
ASO	Academy Sports + Outdoors	\$66.00	95.6%	\$4,894.0	\$6,418.5	1.1x	7.9x	7.4x	10.2x	
AAP	Advance Auto Parts	\$61.03	38.6%	\$3,631.4	\$7,309.5	0.6x	11.4x	10.4x	18.4x	
AZO	AutoZone	\$2,585.61	94.0%	\$44,710.1	\$56,210.2	3.2x	13.7x	12.9x	18.8x	
BBWI	Bath & Body Works	\$43.16	87.1%	\$9,751.6	\$15,049.6	2.0x	9.5x	9.6x	13.7x	
BJ	BJ's Wholesale Club	\$66.66	84.5%	\$8,891.2	\$11,955.2	0.6x	12.0x	11.1x	17.8x	
DKS	Dick's Sporting Goods	\$146.95	96.3%	\$12,012.3	\$14,839.1	1.2x	8.8x	8.4x	13.1x	
ORLY	O'Reilly Automotive Stores	\$950.08	94.4%	\$56,208.8	\$63,510.4	4.1x	17.8x	16.5x	25.3x	
WOOF	Petco Animal Supplies	\$3.16	25.1%	\$848.4	\$3,743.6	0.6x	N/A	10.0x	N/A	
RH	RH	\$291.48	71.7%	\$5,310.6	\$8,727.8	2.8x	16.5x	13.5x	94.6x	
SPWH	Sportsman's Warehouse	\$4.26	41.5%	\$159.4	\$689.5	0.5x	19.3x	12.4x	N/A	
ULTA	ULTA Beauty	\$489.99	88.0%	\$23,794.7	\$25,772.8	2.4x	13.9x	13.2x	19.9x	
WSM	Williams-Sonoma	\$201.78	96.4%	\$12,943.1	\$13,639.1	1.7x	9.2x	9.6x	14.1x	
Mean						1.5x	12.7x	11.2x	15.7x	
OVERALL RETAIL SECTOR						Mean	1.0x	13.6x	10.7x	23.3x

[1] BURL excluded from mean calculation of EBITDA and P/E multiples, GPS excluded from mean calculation of LTM EBITDA and P/E multiples

[2] PSMT excluded from mean calculation EBITDA multiples

[3] RAD and excluded from mean calculation of EBITDA multiples

[4] GO excluded from mean calculation of all multiples

[5] CHWY excluded from mean calculation of EBITDA multiples, ETSY excluded from mean calculation of Revenue multiple, OSTK excluded from mean calculation of P/E multiple

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

[7] ORLY excluded from mean calculation of Revenue multiple, 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>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> 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></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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