

Baird Retail Earnings Scorecard



CY Q2 2018 Reporting Period – As of September 11, 2018

(\$ in millions)

Company	Report Date	Consensus			Reported			Beat (Miss)			Share Performance	
		Comps	Sales	EPS	Comps	Sales	EPS	Comps	Sales %	EPS %	LTM	Since Rpt
Select Softline Companies												
Abercrombie & Fitch Co. Class A	08/30/2018	3.6%	\$845.1	(\$0.04)	3.0%	\$842.4	\$0.06	(0.6%)	(0.3%)	N/A	51.4%	(24.1%)
Aritzia, Inc.	07/11/2018	7.0%	125.6	0.09	10.9%	126.8	0.10	3.9%	1.0%	15.1%	29.0%	5.1%
Boot Barn Holdings, Inc.	08/07/2018	10.0%	159.2	0.12	11.6%	162.0	0.24	1.6%	1.7%	104.9%	283.7%	33.4%
Buckle, Inc.	08/24/2018	0.3%	196.4	0.28	1.4%	201.1	0.32	1.1%	2.4%	12.8%	59.7%	(17.3%)
Burlington Stores, Inc.	08/30/2018	3.0%	1,497.5	0.96	2.9%	1,498.6	1.15	(0.1%)	0.1%	19.9%	92.3%	1.3%
Canada Goose Holdings, Inc.	08/09/2018	N/A	27.3	(0.17)	N/A	34.3	(0.12)	-	25.4%	N/A	211.6%	6.4%
Duluth Holdings, Inc. Class B	09/05/2018	N/A	106.6	0.14	N/A	110.7	0.20	-	3.8%	38.9%	69.5%	7.8%
Express, Inc.	08/29/2018	(0.1%)	483.5	0.00	1.0%	493.6	0.03	1.1%	2.1%	N/A	68.8%	5.6%
Francesca's Holdings Corporation	09/11/2018	(6.8%)	120.8	0.05	(13.0%)	113.0	0.01	(6.2%)	(6.4%)	(78.6%)	(44.4%)	(34.5%)
Gap, Inc.	08/23/2018	1.6%	4,006.6	0.72	2.0%	4,085.0	0.74	0.4%	2.0%	3.3%	10.6%	(11.6%)
L Brands, Inc.	08/22/2018	3.0%	2,984.0	0.34	3.0%	2,983.8	0.36	0.0%	(0.0%)	5.2%	(25.7%)	(13.4%)
Lululemon Athletica Inc	08/30/2018	9.6%	668.0	0.49	20.0%	723.5	0.71	10.4%	8.3%	43.9%	147.6%	11.8%
Michael Kors Holdings Ltd	08/08/2018	0.5%	1,137.4	0.95	0.2%	1,202.5	1.32	(0.3%)	5.7%	39.6%	73.2%	12.7%
Stitch Fix, Inc. Class A	10/01/2018	N/A	318.4	0.04	N/A	TBD	TBD	-	-	-	N/A	TBD
Urban Outfitters, Inc.	08/21/2018	11.6%	980.8	0.77	13.0%	992.5	0.84	1.4%	1.2%	8.5%	105.3%	(6.3%)
Vera Bradley, Inc.	09/05/2018	(3.3%)	113.1	0.16	(4.9%)	113.6	0.26	(1.6%)	0.4%	62.5%	98.7%	17.1%
Zumiez Inc.	09/06/2018	6.3%	218.5	0.13	6.3%	219.0	0.17	0.0%	0.2%	34.9%	83.2%	(0.7%)
Median – 94.1% Reporting								0.2%	1.5%	19.9%	71.4%	3.2%
Select Hardline / Specialty Companies												
At Home Group, Inc.	08/29/2018	3.0%	\$286.5	\$0.33	2.8%	\$288.5	\$0.34	(0.2%)	0.7%	3.7%	45.2%	(11.5%)
BJ's Wholesale Club Holdings, Inc.	08/28/2018	1.3%	3,270.3	0.27	2.0%	3,307.1	0.31	0.7%	1.1%	15.9%	N/A	12.1%
DAVIDsTEA, Inc.	09/12/2018	N/A	33.7	(0.14)	N/A	TBD	TBD	-	-	-	(32.7%)	TBD
Five Below, Inc.	09/06/2018	0.1%	334.8	0.38	2.7%	347.7	0.45	2.6%	3.9%	18.7%	167.8%	15.8%
Ollie's Bargain Outlet Holdings Inc	09/05/2018	1.4%	284.3	0.36	4.4%	288.1	0.40	3.0%	1.3%	9.8%	105.2%	4.5%
Party City Holdco, Inc.	08/09/2018	0.3%	562.5	0.39	0.1%	561.0	0.40	(0.2%)	(0.3%)	3.0%	13.3%	(2.5%)
RH	09/04/2018	8.0%	660.9	1.75	5.0%	642.7	2.49	(3.0%)	(2.8%)	42.2%	81.3%	(18.0%)
Sally Beauty Holdings, Inc.	08/02/2018	(1.2%)	995.3	0.60	(2.0%)	996.3	0.60	(0.8%)	0.1%	(0.3%)	(16.0%)	2.4%
Sportsman's Warehouse Holdings, Inc.	08/23/2018	0.1%	202.9	0.16	0.2%	203.3	0.18	0.1%	0.2%	14.9%	32.1%	6.5%
The Container Store Group, Inc.	07/31/2018	1.5%	191.5	(0.12)	4.7%	195.8	(0.08)	3.3%	2.3%	N/A	165.3%	67.3%
Tile Shop Holdings, Inc.	07/19/2018	(4.6%)	90.7	0.08	(1.8%)	92.9	0.10	2.8%	2.4%	19.6%	(51.1%)	(9.0%)
Ulta Beauty Inc	08/30/2018	6.9%	1,490.2	2.41	6.5%	1,488.2	2.46	(0.4%)	(0.1%)	2.1%	25.4%	17.3%
Vitamin Shoppe, Inc.	08/08/2018	(3.7%)	283.4	0.02	(1.1%)	293.1	0.31	2.6%	3.4%	N/A	143.5%	62.3%
Wayfair, Inc. Class A	08/02/2018	N/A	1,601.8	(0.73)	N/A	1,655.3	(0.77)	-	3.3%	N/A	86.8%	34.3%
Median – 92.9% Reporting								0.4%	1.1%	12.3%	45.2%	6.5%
Total Median – 93.5% Reporting								0.3%	1.2%	15.1%	69.5%	5.1%