

Baird Retail Earnings Scorecard



CY Q3 2018 Reporting Period – As of December 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	11/29/2018	1.6%	\$853.9	\$0.20	3.0%	\$861.2	\$0.33	1.4%	0.9%	67.7%	6.5%	11.4%
Aritzia, Inc.	10/04/2018	8.1%	154.7	0.10	11.5%	158.8	0.12	3.4%	2.7%	27.7%	40.4%	8.0%
Boot Barn Holdings, Inc.	10/25/2018	8.6%	161.4	0.09	11.3%	168.1	0.16	2.7%	4.1%	80.2%	25.2%	(33.0%)
Buckle, Inc.	11/26/2018	(1.4%)	215.1	0.46	(1.4%)	215.1	0.42	0.0%	0.0%	(9.5%)	(16.8%)	(10.0%)
Burlington Stores, Inc.	11/28/2018	3.1%	1,606.0	1.06	4.4%	1,634.5	1.21	1.3%	1.8%	13.9%	44.5%	9.1%
Canada Goose Holdings, Inc.	11/14/2018	N/A	151.5	0.20	N/A	174.1	0.35	-	14.9%	75.0%	95.5%	(5.7%)
Duluth Holdings, Inc. Class B	12/06/2018	N/A	104.7	(0.10)	N/A	106.7	(0.10)	-	1.9%	N/A	55.1%	(19.3%)
Express, Inc.	11/29/2018	(0.2%)	505.5	0.10	0.0%	515.0	0.11	0.2%	1.9%	10.8%	(49.1%)	(20.5%)
Francesca's Holdings Corporation	12/11/2018	(14.0%)	95.1	(0.18)	(14.0%)	95.4	(0.17)	0.0%	0.3%	N/A	(76.6%)	(16.7%)
Gap, Inc.	11/20/2018	1.1%	3,988.7	0.68	0.0%	4,089.0	0.68	(1.1%)	2.5%	(0.3%)	(19.2%)	10.1%
L Brands, Inc.	11/19/2018	4.0%	2,775.0	0.14	4.0%	2,774.9	0.16	0.0%	(0.0%)	16.2%	(45.4%)	(10.2%)
Lululemon Athletica Inc	12/06/2018	14.1%	737.5	0.69	17.0%	747.7	0.75	2.9%	1.4%	8.0%	58.7%	(11.1%)
Michael Kors Holdings Ltd	11/07/2018	(0.9%)	1,260.5	1.10	(2.1%)	1,253.8	1.27	(1.2%)	(0.5%)	15.3%	(37.0%)	(33.1%)
Stitch Fix, Inc. Class A	12/10/2018	N/A	358.0	0.03	N/A	366.2	0.10	-	2.3%	254.8%	(14.3%)	(20.9%)
Urban Outfitters, Inc.	11/19/2018	7.8%	967.9	0.62	8.0%	973.5	0.70	0.2%	0.6%	12.1%	8.9%	(1.3%)
Vera Bradley, Inc.	12/12/2018	(12.8%)	101.7	0.16	(16.5%)	97.7	0.12	(3.7%)	(3.9%)	(22.6%)	(13.2%)	TBD
Zumiez Inc.	12/06/2018	4.9%	248.7	0.49	4.8%	248.8	0.55	(0.1%)	0.0%	13.2%	(10.7%)	(2.9%)
Median – 100.0% Reporting								0.1%	1.4%	13.9%	(10.7%)	(10.1%)
Select Hardline / Specialty Companies												
At Home Group, Inc.	12/06/2018	4.7%	\$265.8	\$0.16	5.2%	\$267.2	\$0.18	0.5%	0.5%	13.3%	(27.6%)	(24.6%)
BJ's Wholesale Club Holdings, Inc.	11/20/2018	1.7%	3,174.5	0.34	3.6%	3,221.7	0.39	1.9%	1.5%	16.0%	N/A	22.4%
Five Below, Inc.	12/06/2018	3.7%	304.1	0.19	4.8%	312.8	0.22	1.1%	2.9%	15.2%	52.7%	(4.9%)
Ollie's Bargain Outlet Holdings Inc	12/04/2018	3.0%	278.6	0.31	4.6%	283.6	0.32	1.6%	1.8%	3.6%	33.7%	(23.2%)
Party City Holdco, Inc.	11/08/2018	2.0%	591.8	0.18	(1.0%)	553.0	0.08	(3.0%)	(6.5%)	(55.0%)	(14.8%)	4.2%
RH	12/03/2018	4.4%	632.0	1.27	4.0%	636.6	1.73	(0.4%)	0.7%	36.2%	31.1%	9.4%
Sally Beauty Holdings, Inc.	11/08/2018	(1.1%)	966.0	0.48	(0.2%)	966.0	0.51	0.9%	0.0%	6.9%	14.9%	2.3%
Sportsman's Warehouse Holdings, Inc.	11/28/2018	(1.5%)	224.9	0.26	(0.5%)	223.1	0.26	1.0%	(0.8%)	1.3%	(15.7%)	(3.4%)
The Container Store Group, Inc.	10/30/2018	1.8%	225.2	0.14	1.3%	224.5	0.10	(0.5%)	(0.3%)	(26.8%)	(13.8%)	(51.3%)
Tile Shop Holdings, Inc.	10/18/2018	(1.5%)	87.1	0.05	2.1%	89.3	0.05	3.6%	2.5%	10.4%	(40.9%)	(20.7%)
Ulta Beauty Inc	12/06/2018	7.8%	1,559.3	2.16	7.8%	1,560.0	2.18	0.0%	0.0%	0.9%	14.7%	(15.4%)
Vitamin Shoppe, Inc.	11/07/2018	(1.1%)	280.1	(0.05)	(1.9%)	276.6	0.04	(0.9%)	(1.2%)	N/M	62.1%	(20.4%)
YETI Holdings, Inc.	11/29/2018	N/A	196.2	0.21	N/A	196.1	0.24	-	(0.0%)	14.4%	N/A	(22.7%)
Wayfair, Inc. Class A	11/01/2018	N/A	1,667.1	(1.09)	N/A	1,705.6	(1.28)	-	2.3%	N/M	44.6%	(2.2%)
Median – 100.0% Reporting								0.7%	0.3%	8.6%	14.8%	(10.1%)
Total Median – 100.0% Reporting								0.2%	0.7%	13.2%	6.5%	(10.1%)

Source: FactSet as of December 11, 2018.

Baird