

# Baird Retail Earnings Scorecard



CY Q4 2018 Reporting Period – As of April 10, 2019

(\$ in millions)

Company	Report Date	Consensus			Reported			Beat (Miss)			Share Performance	
		Comps	Sales	EPS	Comps	Sales	EPS	Comps	Sales %	EPS %	LTM	Since Rpt
<b>Select Softline Companies</b>												
Abercrombie & Fitch Co. Class A	03/06/2019	1.4%	\$1,133.4	\$1.15	3.0%	\$1,155.6	\$1.35	1.6%	2.0%	17.5%	(9.3%)	19.4%
Aritzia, Inc.	01/09/2019	8.9%	176.2	0.22	12.9%	183.6	0.23	4.1%	4.2%	6.0%	55.1%	11.1%
Boot Barn Holdings, Inc.	02/05/2019	8.7%	254.5	0.66	9.2%	254.0	0.67	0.5%	(0.2%)	0.7%	73.4%	29.3%
Buckle, Inc.	03/15/2019	(0.6%)	264.4	0.85	(0.6%)	264.4	0.84	0.0%	0.0%	(0.7%)	(20.0%)	3.4%
Burlington Stores, Inc.	03/07/2019	3.2%	2,047.1	2.77	1.3%	1,991.5	2.83	(1.9%)	(2.7%)	2.2%	14.8%	(5.8%)
Canada Goose Holdings, Inc.	02/14/2019	N/A	271.8	0.61	N/A	299.8	0.72	-	10.3%	17.7%	40.7%	(15.9%)
Duluth Holdings, Inc. Class B	04/04/2019	N/A	258.2	0.75	N/A	250.5	0.64	-	(3.0%)	(15.1%)	(11.8%)	(27.3%)
Express, Inc.	03/13/2019	(6.2%)	629.6	0.15	(6.0%)	628.4	0.19	0.2%	(0.2%)	22.7%	(46.5%)	(18.3%)
Francesca's Holdings Corporation	TBD	N/A	N/A	N/A	N/A	TBD	TBD	-	-	-	(85.9%)	TBD
Gap, Inc.	02/28/2019	0.2%	4,686.6	0.68	(1.0%)	4,623.0	0.71	(1.2%)	(1.4%)	4.1%	(15.9%)	2.0%
L Brands, Inc.	02/27/2019	2.7%	4,885.0	2.08	3.0%	4,852.3	2.14	0.3%	(0.7%)	3.1%	(29.0%)	(1.0%)
Lululemon Athletica Inc	03/27/2019	16.8%	1,151.7	1.74	16.0%	1,167.5	1.85	(0.8%)	1.4%	6.2%	84.0%	14.1%
Capri Holdings Limited	02/06/2019	(2.0%)	1,459.2	1.58	(2.4%)	1,438.0	1.76	(0.4%)	(1.5%)	11.5%	(23.6%)	14.4%
Stitch Fix, Inc. Class A	03/11/2019	N/A	364.9	0.05	N/A	370.3	0.12	-	1.5%	123.7%	19.2%	(0.9%)
Urban Outfitters, Inc.	03/05/2019	3.0%	1,128.9	0.79	3.0%	1,128.9	0.80	0.0%	0.0%	1.7%	(13.2%)	10.3%
Vera Bradley, Inc.	03/13/2019	(14.3%)	116.3	0.24	(11.2%)	118.2	0.25	3.1%	1.6%	6.4%	13.9%	11.6%
Zumiez Inc.	03/14/2019	3.9%	305.5	1.11	3.9%	304.6	1.18	0.0%	(0.3%)	6.2%	6.9%	12.8%
<b>Median – 94.1% Reporting</b>								<b>0.0%</b>	<b>(0.1%)</b>	<b>6.1%</b>	<b>(9.3%)</b>	<b>6.8%</b>
<b>Select Hardline / Specialty Companies</b>												
At Home Group, Inc.	03/27/2019	1.9%	\$351.7	\$0.48	2.1%	\$354.1	\$0.47	0.2%	0.7%	(1.2%)	(37.0%)	(7.2%)
BJ's Wholesale Club Holdings, Inc.	03/06/2019	2.1%	3,363.3	0.36	2.9%	3,416.9	0.44	0.8%	1.6%	22.6%	N/A	7.1%
Five Below, Inc.	03/27/2019	4.2%	601.4	1.57	4.4%	602.7	1.59	0.2%	0.2%	1.0%	74.3%	7.6%
Ollie's Bargain Outlet Holdings Inc	03/26/2019	6.0%	398.2	0.70	5.4%	393.9	0.71	(0.6%)	(1.1%)	2.1%	45.7%	10.9%
Party City Holdco, Inc.	02/28/2019	(1.7%)	816.4	1.09	(2.9%)	805.6	1.08	(1.2%)	(1.3%)	(0.7%)	(46.5%)	(32.2%)
RH	03/28/2019	4.8%	686.4	2.86	5.0%	670.9	3.00	0.2%	(2.3%)	5.0%	31.5%	(12.4%)
Sally Beauty Holdings, Inc.	02/05/2019	(0.2%)	992.8	0.53	0.3%	989.5	0.57	0.5%	(0.3%)	7.7%	14.9%	4.1%
Sportsman's Warehouse Holdings, Inc.	03/28/2019	0.6%	243.2	0.25	3.1%	242.7	0.25	2.5%	(0.2%)	0.7%	3.5%	(6.8%)
The Container Store Group, Inc.	02/05/2019	2.0%	230.6	0.12	0.8%	221.6	0.07	(1.2%)	(3.9%)	(41.7%)	46.7%	8.6%
Tile Shop Holdings, Inc.	02/19/2019	5.3%	84.0	(0.01)	5.0%	83.9	(0.02)	(0.3%)	(0.1%)	N/A	6.8%	(20.4%)
Ulta Beauty Inc	03/14/2019	7.9%	2,109.3	3.56	9.4%	2,124.7	3.61	1.5%	0.7%	1.5%	58.5%	12.1%
Vitamin Shoppe, Inc.	02/26/2019	(3.7%)	253.1	(0.26)	(4.7%)	248.5	(0.19)	(1.0%)	(1.8%)	N/M	64.8%	20.3%
YETI Holdings, Inc.	02/14/2019	N/A	241.2	0.35	N/A	241.2	0.38	-	(0.0%)	9.0%	N/A	61.8%
Wayfair, Inc. Class A	02/22/2019	N/A	1,965.1	(1.28)	N/A	2,014.0	(1.12)	-	2.5%	N/M	114.7%	25.3%
<b>Median – 100.0% Reporting</b>								<b>0.2%</b>	<b>(0.2%)</b>	<b>1.5%</b>	<b>38.6%</b>	<b>7.3%</b>
<b>Total Median – 96.8% Reporting</b>								<b>0.2%</b>	<b>(0.1%)</b>	<b>4.1%</b>	<b>13.9%</b>	<b>7.3%</b>

Source: FactSet as of April 10, 2019.

Baird