

Baird Retail Earnings Scorecard



FY Q2 2017 Reporting Period – As of August 31, 2017

(\$ 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	08/24/2017	(2.0%)	\$758.6	(\$0.33)	(1.0%)	\$779.3	(\$0.16)	1.0%	2.7%	N/A	(28.2%)	32.6%
Aritzia, Inc.	07/12/2017	6.5%	116.2	0.09	9.3%	113.8	0.09	2.8%	(2.0%)	(1.6%)	N/A	(16.3%)
Boot Barn Holdings, Inc.	08/01/2017	0.0%	139.0	0.00	1.3%	139.4	0.03	1.3%	0.3%	N/A	(34.6%)	3.6%
Buckle, Inc.	08/17/2017	(7.7%)	195.7	0.23	(7.7%)	195.7	0.24	0.0%	(0.0%)	4.4%	(45.1%)	(1.0%)
Burlington Stores, Inc.	08/24/2017	2.8%	1,348.6	0.51	3.5%	1,363.2	0.72	0.7%	1.1%	42.1%	7.3%	2.6%
Canada Goose Holdings, Inc.	08/10/2017	N/A	12.6	(0.14)	TBD	22.2	(0.10)	-	76.8%	N/A	N/A	(7.5%)
Duluth Holdings, Inc. Class B	09/05/2017	N/A	82.5	0.10	TBD	TBD	TBD	-	-	-	(35.4%)	TBD
Express, Inc.	08/23/2017	(5.2%)	474.1	(0.01)	(4.0%)	478.5	0.01	1.2%	0.9%	N/A	(46.2%)	16.0%
Francesca's Holdings Corporation	09/06/2017	(2.0%)	119.2	0.19	TBD	TBD	TBD	-	-	-	(46.8%)	TBD
Gap, Inc.	08/17/2017	0.1%	3,768.6	0.52	1.0%	3,799.0	0.58	0.9%	0.8%	10.9%	(5.0%)	4.1%
L Brands, Inc.	08/16/2017	(8.0%)	2,755.0	0.45	(8.0%)	2,755.0	0.48	0.0%	0.0%	7.9%	(52.5%)	(7.2%)
Lululemon Athletica Inc	08/31/2017	4.2%	567.4	0.35	7.0%	581.1	0.39	2.8%	2.4%	12.4%	(24.8%)	TBD
Michael Kors Holdings Ltd	08/08/2017	(9.2%)	918.5	0.62	(5.9%)	952.4	0.80	3.3%	3.7%	29.5%	(13.7%)	13.4%
Urban Outfitters, Inc.	08/15/2017	(6.5%)	862.4	0.37	(4.9%)	872.9	0.44	1.6%	1.2%	19.3%	(43.0%)	21.5%
Vera Bradley, Inc.	08/30/2017	(4.4%)	111.7	0.10	(4.3%)	112.4	0.13	0.1%	0.6%	33.8%	(39.6%)	(10.2%)
Zumiez Inc.	09/07/2017	3.9%	190.5	(0.06)	TBD	TBD	TBD	-	-	-	(25.4%)	TBD
Median – 81.3% Reporting								1.1%	0.9%	12.4%	(35.0%)	3.1%
Select Hardline / Specialty Companies												
At Home Group, Inc.	09/05/2017	4.8%	\$227.1	\$0.17	TBD	TBD	TBD	-	-	-	60.7%	TBD
DAVIDsTEA, Inc.	09/07/2017	(3.0%)	35.3	(0.12)	TBD	TBD	TBD	-	-	-	(60.6%)	TBD
Five Below, Inc.	08/30/2017	6.4%	276.6	0.26	9.3%	\$283.3	\$0.30	2.9%	2.4%	15.9%	6.8%	(3.5%)
Ollie's Bargain Outlet Holdings Inc	08/29/2017	2.0%	242.7	0.25	4.5%	254.6	0.27	2.6%	4.9%	9.6%	64.6%	(3.3%)
Party City Holdco, Inc.	08/02/2017	1.1%	546.2	0.26	0.1%	544.9	0.28	(1.0%)	(0.2%)	8.1%	(19.9%)	0.0%
RH	09/06/2017	5.8%	606.4	0.46	TBD	TBD	TBD	-	-	-	38.7%	TBD
Sally Beauty Holdings, Inc.	08/03/2017	(0.1%)	1,004.0	0.49	0.3%	998.0	0.52	0.4%	(0.6%)	6.7%	(31.7%)	(8.6%)
Sportsman's Warehouse Holdings, Inc.	08/17/2017	(8.8%)	190.9	0.13	(9.0%)	191.5	0.15	(0.3%)	0.3%	19.5%	(59.5%)	19.9%
The Container Store Group, Inc.	08/02/2017	(1.8%)	182.3	(0.12)	(1.2%)	183.1	(0.11)	0.6%	0.4%	N/A	(23.7%)	(26.3%)
Tile Shop Holdings, Inc.	07/18/2017	5.1%	93.2	0.16	0.5%	89.5	0.15	(4.6%)	(4.0%)	(4.6%)	(3.2%)	(25.7%)
Ulta Beauty Inc	08/24/2017	12.0%	1,284.4	1.78	11.7%	1,289.9	1.83	(0.3%)	0.4%	3.0%	(10.6%)	(5.4%)
Vitamin Shoppe, Inc.	08/09/2017	(6.1%)	314.7	0.39	(8.3%)	304.8	0.23	(2.2%)	(3.1%)	(41.5%)	(80.7%)	(44.3%)
Median – 75.0% Reporting								(0.3%)	0.3%	7.4%	(15.3%)	(5.4%)
Total Median – 78.6% Reporting								0.7%	0.5%	9.6%	(26.8%)	(3.3%)

Source: FactSet as of August 31, 2017.

Robert W. Baird & Co.