

Baird Retail Earnings Scorecard



CY Q1 2019 Reporting Period – As of June 20, 2019

(\$ 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	05/29/2019	1.3%	\$733.4	(\$0.43)	1.0%	\$734.0	(\$0.29)	(0.3%)	0.1%	N/A	(40.8%)	(34.9%)
Aritzia, Inc.	05/09/2019	5.4%	191.9	0.15	5.5%	192.9	0.16	0.1%	0.5%	4.6%	13.3%	(6.0%)
Boot Barn Holdings, Inc.	05/16/2019	6.8%	189.3	0.27	8.7%	192.8	0.30	2.0%	1.8%	9.4%	50.3%	23.4%
Buckle, Inc.	05/24/2019	(1.3%)	201.3	0.35	(1.3%)	201.3	0.31	0.0%	0.0%	(10.4%)	(37.4%)	4.2%
Burlington Stores, Inc.	05/30/2019	0.6%	1,617.0	1.25	0.1%	1,628.5	1.26	(0.5%)	0.7%	0.5%	13.7%	18.8%
Canada Goose Holdings, Inc.	05/29/2019	N/A	116.9	0.04	N/A	115.5	0.07	-	(1.2%)	80.4%	(41.9%)	(24.1%)
Duluth Holdings, Inc. Class B	06/13/2019	N/A	114.1	(0.22)	N/A	114.2	(0.23)	-	0.1%	N/A	(38.5%)	(7.2%)
Express, Inc.	05/30/2019	(10.1%)	429.4	(0.31)	(7.0%)	451.3	(0.15)	3.1%	5.1%	N/A	(73.5%)	(13.2%)
Gap, Inc.	05/30/2019	(1.5%)	3,770.9	0.32	(4.0%)	3,706.0	0.24	(2.5%)	(1.7%)	(24.4%)	(45.3%)	(12.1%)
L Brands, Inc.	05/22/2019	(1.4%)	2,556.4	(0.00)	0.0%	2,628.8	0.14	1.4%	2.8%	N/A	(34.3%)	5.5%
Lululemon Athletica Inc	06/12/2019	11.5%	756.1	0.70	14.0%	782.3	0.74	2.5%	3.5%	5.2%	45.4%	9.1%
Capri Holdings Limited	05/29/2019	(2.3%)	1,328.1	0.62	(1.0%)	1,344.0	0.63	1.3%	1.2%	2.4%	(48.6%)	(10.1%)
Stitch Fix, Inc. Class A	06/05/2019	N/A	395.1	(0.03)	N/A	408.9	0.07	-	3.5%	N/A	15.9%	33.1%
Urban Outfitters, Inc.	05/21/2019	(1.2%)	854.7	0.25	1.0%	864.4	0.31	2.2%	1.1%	22.5%	(49.4%)	(13.2%)
Vera Bradley, Inc.	06/05/2019	1.4%	87.9	(0.07)	5.2%	91.0	(0.07)	3.9%	3.5%	N/A	(16.5%)	10.1%
Zumiez Inc.	06/06/2019	(0.1%)	206.0	(0.09)	3.3%	212.9	0.03	3.4%	3.4%	N/A	(3.0%)	36.9%
Median – 100.0% Reporting								1.4%	1.2%	4.6%	(35.8%)	(0.9%)
Select Hardline / Specialty Companies												
At Home Group, Inc.	06/06/2019	0.4%	\$304.1	\$0.04	(0.8%)	\$306.3	\$0.03	(1.2%)	0.7%	(21.7%)	(79.5%)	(57.3%)
BJ's Wholesale Club Holdings, Inc.	05/23/2019	1.5%	3,123.9	0.25	1.9%	3,143.1	0.26	0.4%	0.6%	5.9%	N/A	1.1%
Five Below, Inc.	06/05/2019	3.7%	364.2	0.34	3.1%	364.8	0.46	(0.6%)	0.1%	33.4%	33.6%	5.9%
Ollie's Bargain Outlet Holdings Inc	06/06/2019	1.2%	319.2	0.44	0.8%	324.9	0.46	(0.4%)	1.8%	5.1%	24.4%	(5.2%)
Party City Holdco, Inc.	05/09/2019	(1.3%)	522.6	0.01	(1.4%)	513.1	0.01	(0.2%)	(1.8%)	74.6%	(56.6%)	(1.9%)
RH	06/12/2019	2.0%	583.7	1.53	1.1%	598.8	1.85	(0.9%)	2.6%	20.6%	(24.0%)	21.5%
Sally Beauty Holdings, Inc.	05/01/2019	(0.4%)	964.4	0.54	(0.5%)	945.9	0.51	(0.1%)	(1.9%)	(5.6%)	(8.4%)	(16.4%)
Sportsman's Warehouse Holdings, Inc.	05/30/2019	(3.6%)	177.3	(0.09)	(5.7%)	174.0	(0.12)	(2.1%)	(1.8%)	N/A	(33.5%)	(4.3%)
The Container Store Group, Inc.	05/14/2019	3.1%	243.2	0.30	8.5%	253.2	0.33	5.4%	4.1%	10.2%	(11.6%)	(10.2%)
Tile Shop Holdings, Inc.	04/30/2019	2.0%	93.3	0.07	(4.2%)	86.9	0.03	(6.2%)	(6.9%)	(59.3%)	(50.1%)	(29.1%)
Ulta Beauty Inc	05/30/2019	7.1%	1,746.5	3.06	7.0%	1,743.0	3.26	(0.1%)	(0.2%)	6.5%	42.6%	9.1%
Vitamin Shoppe, Inc.	05/08/2019	N/A	N/A	N/A	N/A	283.3	0.21	-	-	-	(49.3%)	(32.2%)
YETI Holdings, Inc.	05/02/2019	N/A	143.2	0.02	N/A	155.4	0.08	-	8.5%	269.7%	N/A	(16.7%)
Wayfair, Inc. Class A	05/02/2019	N/A	1,919.0	(1.60)	N/A	1,944.8	(1.62)	-	1.3%	N/A	32.1%	(6.2%)
Median – 100.0% Reporting								(0.4%)	0.6%	6.5%	(17.8%)	(5.7%)
Total Median – 100.0% Reporting								(0.0%)	0.7%	5.5%	(28.7%)	(5.6%)

Source: FactSet as of June 20, 2019.

Baird