

Baird Retail Earnings Scorecard



CY Q2 2019 Reporting Period – As of September 9, 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	08/29/2019	0.5%	\$852.3	(\$0.53)	0.0%	\$841.1	(\$0.48)	(0.5%)	(1.3%)	N/A	(19.4%)	(5.0%)
Aritzia, Inc.	07/11/2019	7.0%	145.1	0.11	7.9%	150.8	0.13	0.9%	3.9%	13.9%	1.0%	5.9%
Boot Barn Holdings, Inc.	07/31/2019	6.2%	180.0	0.22	9.4%	185.8	0.33	3.2%	3.2%	52.6%	13.0%	9.8%
Buckle, Inc.	08/23/2019	(0.5%)	203.8	0.30	1.8%	203.8	0.34	2.3%	0.0%	13.3%	(8.0%)	11.1%
Burlington Stores, Inc.	08/29/2019	1.9%	1,630.9	1.14	3.8%	1,656.4	1.36	2.0%	1.6%	19.3%	19.7%	16.6%
Canada Goose Holdings, Inc.	08/14/2019	N/A	41.3	(0.18)	N/A	53.4	(0.16)	-	29.3%	N/A	(27.9%)	(6.7%)
Duluth Holdings, Inc. Class B	09/12/2019	N/A	127.6	0.10	N/A	TBD	TBD	-	-	-	(69.3%)	TBD
Express, Inc.	08/28/2019	(6.6%)	460.8	(0.15)	(6.0%)	472.7	(0.13)	0.6%	2.6%	N/A	(75.0%)	39.8%
Gap, Inc.	08/22/2019	(3.0%)	4,023.1	0.53	(4.0%)	4,005.0	0.63	(1.0%)	(0.5%)	19.5%	(37.9%)	1.2%
L Brands, Inc.	08/21/2019	0.1%	2,952.1	0.20	(1.0%)	2,901.5	0.24	(1.1%)	(1.7%)	22.3%	(34.0%)	(10.3%)
Levi Strauss & Co. Class A	07/09/2019	N/A	1,293.8	0.12	N/A	1,312.9	0.17	-	1.5%	36.0%	7.0%	(23.1%)
Lululemon Athletica Inc	09/05/2019	12.2%	845.6	0.89	15.0%	883.4	0.96	2.8%	4.5%	8.0%	28.9%	3.2%
Capri Holdings Limited	08/07/2019	(1.2%)	1,367.1	0.90	(1.5%)	1,346.0	0.95	(0.3%)	(1.5%)	5.6%	(58.9%)	(5.8%)
Stitch Fix, Inc. Class A	10/01/2019	N/A	432.5	0.04	N/A	TBD	TBD	-	-	-	(56.6%)	TBD
Urban Outfitters, Inc.	08/20/2019	(2.0%)	981.7	0.59	(3.0%)	962.3	0.61	(1.0%)	(2.0%)	3.4%	(42.7%)	19.0%
Vera Bradley, Inc.	09/04/2019	2.1%	117.3	0.27	2.1%	119.8	0.25	0.0%	2.2%	(6.5%)	(45.8%)	(14.2%)
Zumiez Inc.	09/05/2019	1.9%	223.7	0.19	3.6%	228.4	0.36	1.7%	2.1%	89.5%	13.2%	19.7%
Median – 88.2% Reporting								0.6%	1.6%	16.6%	(27.9%)	3.2%
Select Hardline / Specialty Companies												
At Home Group, Inc.	09/04/2019	(0.6%)	\$343.2	\$0.15	(0.4%)	\$342.3	\$0.18	0.2%	(0.2%)	17.9%	(75.5%)	15.2%
BJ's Wholesale Club Holdings, Inc.	08/22/2019	1.6%	3,389.7	0.37	1.6%	3,345.8	0.39	(0.0%)	(1.3%)	5.6%	(9.7%)	22.8%
Chewy, Inc. Class A	09/17/2019	N/A	1,132.1	(0.11)	N/A	TBD	TBD	-	-	-	52.0%	TBD
Five Below, Inc.	08/28/2019	2.7%	421.1	0.50	1.4%	417.4	0.51	(1.3%)	(0.9%)	2.3%	(2.8%)	7.6%
Grocery Outlet Holding Corp.	08/13/2019	3.1%	626.6	0.13	5.8%	645.3	0.20	2.7%	3.0%	49.6%	68.3%	(1.5%)
Ollie's Bargain Outlet Holdings Inc	08/28/2019	1.9%	339.8	0.46	(1.7%)	333.9	0.35	(3.6%)	(1.8%)	(24.1%)	(32.3%)	(19.4%)
Party City Holdco, Inc.	08/08/2019	(0.8%)	572.1	0.37	(2.1%)	563.9	0.22	(1.3%)	(1.4%)	(40.1%)	(65.1%)	(6.2%)
RH	09/10/2019	5.0%	697.1	2.69	TBD	TBD	TBD	-	-	-	21.7%	TBD
Sally Beauty Holdings, Inc.	07/31/2019	0.2%	986.3	0.58	0.1%	975.2	0.60	(0.1%)	(1.1%)	4.2%	(17.3%)	8.7%
Sportsman's Warehouse Holdings, Inc.	08/28/2019	0.2%	207.3	0.12	1.7%	211.8	0.13	1.5%	2.2%	4.8%	(15.7%)	23.4%
The Container Store Group, Inc.	07/30/2019	4.5%	205.0	(0.10)	7.8%	209.5	(0.08)	3.3%	2.2%	N/A	(55.7%)	(26.6%)
Tile Shop Holdings, Inc.	07/23/2019	(1.0%)	92.2	0.08	(4.2%)	88.9	0.00	(3.2%)	(3.6%)	N/A	(65.6%)	(35.0%)
Ulta Beauty Inc	08/29/2019	6.6%	1,678.8	2.80	6.2%	1,666.6	2.76	(0.4%)	(0.7%)	(1.3%)	(20.9%)	(33.0%)
Vitamin Shoppe, Inc.	08/08/2019	N/A	278.6	0.12	N/A	270.9	0.20	-	(2.8%)	66.7%	(41.3%)	57.0%
YETI Holdings, Inc.	08/01/2019	N/A	226.2	0.30	N/A	231.7	0.33	-	2.4%	10.3%	60.5%	(16.9%)
Wayfair, Inc. Class A	08/01/2019	N/A	2,259.0	(1.36)	N/A	2,343.3	(1.35)	-	3.7%	N/A	(7.4%)	(5.5%)
Median – 87.5% Reporting								(0.1%)	(0.8%)	4.8%	(16.5%)	(3.5%)
Total Median – 87.9% Reporting								(0.0%)	0.0%	10.3%	(19.4%)	1.2%