

# Baird Retail Earnings Scorecard



CY Q3 2019 Reporting Period – As of December 13, 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	11/26/2019	0.3%	\$868.4	\$0.24	0.0%	\$863.5	\$0.23	(0.3%)	(0.6%)	(3.2%)	(12.8%)	2.6%
Aritzia, Inc.	10/15/2019	7.5%	174.2	0.10	8.4%	182.7	0.14	0.9%	4.9%	34.5%	6.7%	17.0%
Boot Barn Holdings, Inc.	10/30/2019	7.1%	184.1	0.20	7.8%	187.2	0.24	0.8%	1.7%	20.8%	135.7%	15.2%
Buckle, Inc.	11/22/2019	4.7%	224.1	0.43	4.7%	224.1	0.53	0.0%	0.0%	23.3%	33.6%	16.5%
Burlington Stores, Inc.	11/26/2019	2.6%	1,786.5	1.40	2.7%	1,774.9	1.55	0.1%	(0.6%)	10.4%	36.1%	8.5%
Canada Goose Holdings, Inc.	11/13/2019	N/A	201.7	0.32	N/A	222.0	0.43	-	10.1%	33.3%	(33.5%)	(0.5%)
Duluth Holdings, Inc. Class B	12/05/2019	N/A	115.0	(0.05)	N/A	119.8	0.01	-	4.2%	N/A	(60.8%)	30.8%
Express, Inc.	12/05/2019	(6.1%)	483.3	(0.09)	(5.0%)	488.5	(0.03)	1.1%	1.1%	N/A	(9.8%)	34.3%
Gap, Inc.	11/21/2019	(3.9%)	3,974.3	0.51	(4.0%)	3,998.0	0.53	(0.1%)	0.6%	3.5%	(39.2%)	2.9%
L Brands, Inc.	11/20/2019	(0.9%)	2,685.5	0.02	(2.0%)	2,676.7	0.02	(1.1%)	(0.3%)	10.0%	(43.8%)	3.0%
Levi Strauss & Co. Class A	10/08/2019	N/A	1,441.5	0.28	N/A	1,447.1	0.31	-	0.4%	12.0%	11.5%	0.0%
Lululemon Athletica Inc	12/11/2019	14.0%	898.7	0.93	17.0%	916.1	0.96	3.0%	1.9%	2.8%	82.3%	(4.1%)
Capri Holdings Limited	11/06/2019	0.0%	1,442.8	1.25	2.0%	1,442.0	1.16	2.0%	(0.1%)	(6.9%)	(0.1%)	13.8%
Stitch Fix, Inc. Class A	12/09/2019	N/A	441.1	(0.06)	N/A	444.8	0.00	-	0.8%	N/A	15.9%	3.4%
Urban Outfitters, Inc.	11/19/2019	2.8%	1,000.3	0.57	3.0%	987.5	0.56	0.2%	(1.3%)	(1.2%)	(24.0%)	(7.1%)
Vera Bradley, Inc.	12/11/2019	2.4%	124.3	0.18	4.7%	127.5	0.20	2.3%	2.5%	12.4%	21.4%	(7.9%)
Zumiez Inc.	12/05/2019	3.6%	260.9	0.60	5.5%	264.0	0.75	1.9%	1.2%	25.3%	70.3%	4.7%
<b>Median – 100.0% Reporting</b>								<b>0.8%</b>	<b>0.8%</b>	<b>11.2%</b>	<b>6.7%</b>	<b>3.4%</b>
<b>Select Hardline / Specialty Companies</b>												
At Home Group, Inc.	12/04/2019	(1.9%)	\$314.8	(\$0.02)	(2.0%)	\$318.7	\$0.00	(0.1%)	1.2%	N/A	(72.2%)	(33.5%)
BJ's Wholesale Club Holdings, Inc.	11/21/2019	2.0%	3,292.4	0.40	1.1%	3,229.4	0.41	(0.9%)	(1.9%)	1.5%	(2.0%)	(9.0%)
Chewy, Inc. Class A	12/09/2019	N/A	1,204.2	(0.14)	N/A	1,229.8	(0.20)	-	2.1%	N/A	28.5%	16.9%
Five Below, Inc.	12/04/2019	2.5%	373.6	0.17	2.9%	377.4	0.18	0.4%	1.0%	5.6%	22.1%	4.9%
Grocery Outlet Holding Corp.	11/11/2019	5.8%	650.2	0.19	5.8%	652.5	0.22	0.0%	0.4%	17.5%	40.5%	(0.3%)
Ollie's Bargain Outlet Holdings Inc	12/10/2019	(1.3%)	323.0	0.38	(1.4%)	327.0	0.41	(0.1%)	1.3%	8.6%	1.6%	14.4%
Party City Holdco, Inc.	11/07/2019	(0.5%)	551.0	0.00	(2.6%)	540.2	(0.28)	(2.1%)	(2.0%)	N/A	(81.1%)	(68.5%)
RH	12/04/2019	4.2%	676.4	2.23	4.5%	677.5	2.79	0.3%	0.2%	25.2%	60.9%	6.5%
Sally Beauty Holdings, Inc.	11/07/2019	(0.5%)	955.1	0.53	1.1%	965.9	0.58	1.6%	1.1%	9.4%	(7.0%)	7.8%
Sportsman's Warehouse Holdings, Inc.	12/04/2019	3.2%	235.4	0.25	4.8%	242.5	0.25	1.6%	3.0%	0.0%	75.8%	9.8%
The Container Store Group, Inc.	10/29/2019	3.8%	232.0	0.09	5.4%	236.4	0.08	1.7%	1.9%	(14.3%)	(18.3%)	(19.8%)
Ulta Beauty Inc	12/05/2019	3.2%	1,690.2	2.13	3.2%	1,682.5	2.25	(0.0%)	(0.5%)	5.8%	(0.6%)	7.4%
Vitamin Shoppe, Inc.	11/06/2019	N/A	258.2	0.10	N/A	253.1	0.00	-	(2.0%)	N/A	15.0%	0.8%
YETI Holdings, Inc.	10/31/2019	N/A	222.3	0.26	N/A	229.1	0.30	-	3.0%	14.3%	85.2%	(3.9%)
Wayfair, Inc. Class A	10/31/2019	N/A	2,275.9	(2.08)	N/A	2,305.5	(2.23)	-	1.3%	N/A	(16.6%)	(11.0%)
<b>Median – 100.0% Reporting</b>								<b>0.0%</b>	<b>1.1%</b>	<b>7.2%</b>	<b>1.6%</b>	<b>0.8%</b>
<b>Total Median – 100.0% Reporting</b>								<b>0.3%</b>	<b>1.1%</b>	<b>9.7%</b>	<b>4.1%</b>	<b>3.2%</b>

Source: FactSet as of December 13, 2019.