

Retail Sector

Executive Summary

U.S. retailers have had a challenging year as overall consumer spending remains tight and commodity costs remain elevated, resulting in sustained pressure on operating margins. Retailers capable of adapting to the current operating climate with the resources to pursue new initiatives have been successful. Specialty retailers in particular have improved offerings by carrying deeper product lines, recruiting highly experienced staff, offering unique services and by entering smaller markets.

Organic growth remains challenging across the consumer economy as overall consumption is expanding only marginally. As a result, growing retailers that are capturing market share are attracting significant premiums in the M&A markets. On the one hand, national strategic players have largely tapped-out cost cutting initiatives as a means of increasing earnings. The largest of these players are currently sitting on a record \$2 trillion of excess cash, and are turning to

corporate acquisitions and the low-hanging fruit of cost synergies to manufacture earnings growth. On the other hand, private equity firms are bidding up quality retail targets, driven by a current backlog of nearly \$450 billion of dry powder and receptive credit markets to support deal activity. Finally, the pending threat of a rising tax environment is causing many private business owners to actively consider capitalizing on liquidity and other strategic alternatives.

Year-to-date in 2012, M&A activity in the U.S. retail sector has yielded a total of 166 announced transactions, representing aggregate deal value of \$18.1 billion as of July 9, 2012. The large majority of transaction activity has occurred in the middle market as many closely-held and private equity-backed businesses have come to market. The following exhibit presents retail sector M&A activity for the past five years and a year-to-date comparison.

Buy Side Advisor

Zumiez, Inc. has acquired Blue Tomato

zumiez

Exclusive financial advisor to Zumiez, Inc.

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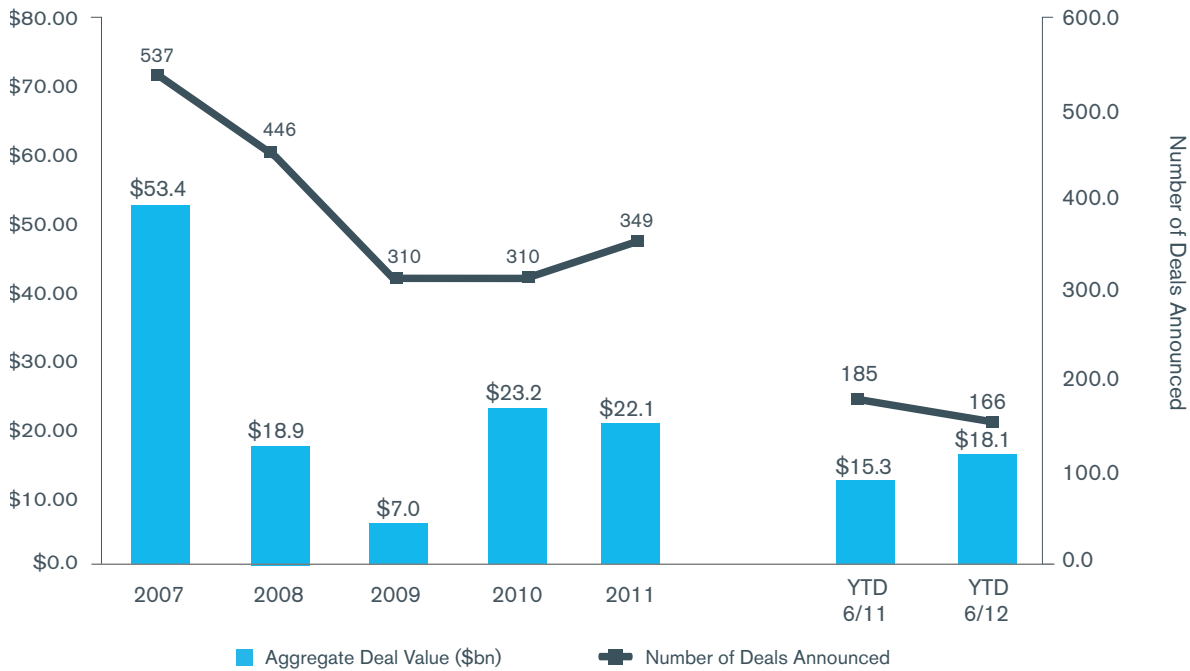
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Commodity Review

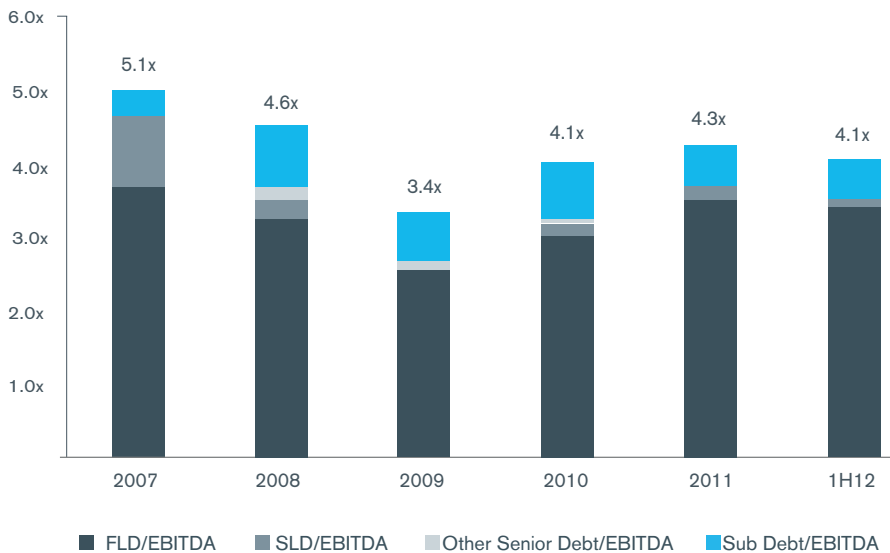
Exhibit 1: Five Year and Year-to-Date Retail Sector M&A Activity



Source: Public company filings and Capital IQ

The current financing environment for retail companies remains quite receptive, particularly for those companies with \$10+ million of EBITDA. However, several new financing sources have emerged that have an explicit focus on retailers with less than \$10 million of EBITDA.

Exhibit 2: Average Debt Multiples of Acquisition Related Middle Market Loans



Retail Sector Overview

The Duff & Phelps Retail Sector indices have increased by an average of 4.7% over the past twelve months. Positive industry momentum has slowed over the past three months with an average decline of 6.9% across all sector indices as of June 22, 2012. Over the past three months, the Mass Merchants / Discounters subsector led the gain in

share prices with an average increase of 1.7%. The current median Enterprise Value to LTM revenue and EBITDA multiples for the retail sector overall are 0.6x and 7.5x, respectively. The sectors with the highest valuation multiples include Sporting Goods, Online / Catalog and Specialty retailers.

Exhibit 3: Duff & Phelps Retail Sector Indices

Sector	Number of Companies	Median Enterprise Value (\$MM)	Mean Stock Performance		Median EV/LTM Multiples		Median EV / 2012E Multiples		Median SSS Growth
			3 mos.	12 mos.	Revenue	EBITDA	Revenue	EBITDA	2011
Apparel / Footwear	46	\$944	(11.1%)	(2.9%)	0.5x	5.8x	0.5x	5.3x	2.6%
Department Stores	9	7,194	(13.4%)	(6.1%)	0.6x	6.2x	0.5x	5.8x	0.5%
Furniture	15	631	(8.3%)	11.9%	0.8x	7.0x	0.8x	6.2x	5.4%
Mass Merchants / Discounters	12	5,498	1.7%	21.2%	0.7x	7.9x	0.8x	8.4x	3.0%
Online / Catalog	18	333	(5.4%)	(6.5%)	0.7x	8.2x	0.7x	7.4x	NA
Specialty	29	1,716	(8.6%)	(2.4%)	0.6x	8.0x	0.5x	7.3x	2.3%
Sporting Goods	5	1,390	(4.7%)	23.1%	1.0x	9.8x	0.9x	8.1x	2.0%
Supermarkets	11	2,560	(5.8%)	(0.9%)	0.3x	5.2x	0.3x	5.0x	2.7%
	145	\$1,553	(6.9%)	4.7%	0.6x	7.5x	0.6x	6.8x	2.6%

Source: Public company filings and Capital IQ

Over the past 36 months, both the Dow Jones U.S. General Retailers Index and the S&P 500 Retail Composite Index have experienced 60%+ gains in tandem with the growth in the S&P 500 index. This performance suggests strong positive correlation between the retail

sector and the overall market, each driven by the prevailing macroeconomic climate. As the economy continues its path to a slow and steady recovery, the retail sector is expected to exhibit continued growth and performance.

Exhibit 4: Retail Industry Stock Performance



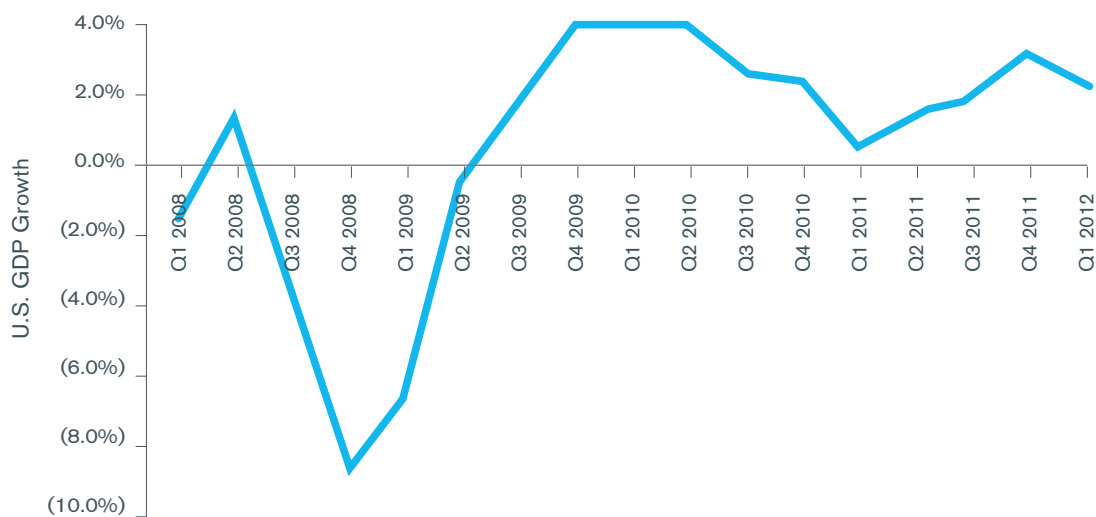
Source: Capital IQ

Macroeconomic Overview

The U.S. macroeconomic climate remains volatile, as lethargy in the labor market and GDP persists. These macroeconomic headwinds are further influenced by global events, including ongoing instability in the Middle East, the resulting high commodity fuel costs, the protracted debt crisis in Europe and the current political backlash to austerity measures dampening the availability of credit. Nevertheless,

the U.S. consumer appears to have weathered the storm and is slowly increasing discretionary spending, albeit cautiously, as signs of stabilization in the economy begin to emerge. The prolonged downturn, however, continues to influence consumer spending patterns as an intensified focus on value continues to drive strong performance of value-oriented discount retailers.

Exhibit 5: U.S. GDP Growth

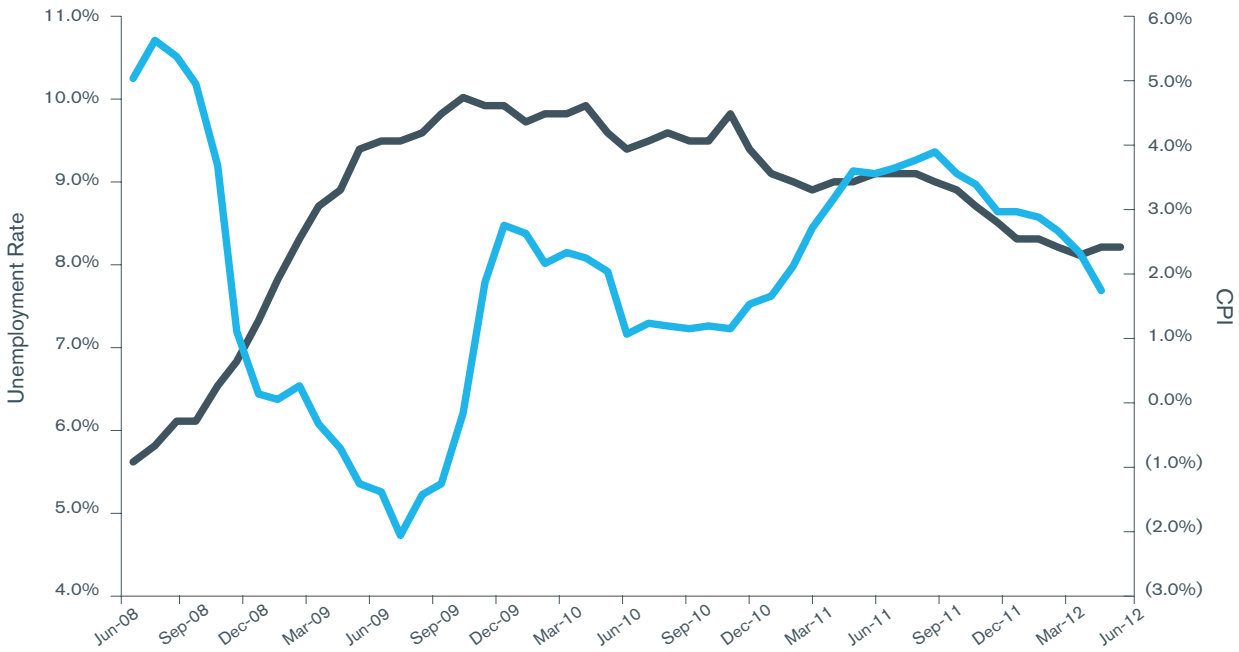


Source: U.S. BEA

Consumer confidence has demonstrated signs of recovery in recent months as improvements in the job market have begun to gain traction. Non-farm payroll employment increased by 80,000 jobs in June, which represents a 0.3% reduction in the unemployment rate since December to an overall 8.2% in June. A strong tailwind

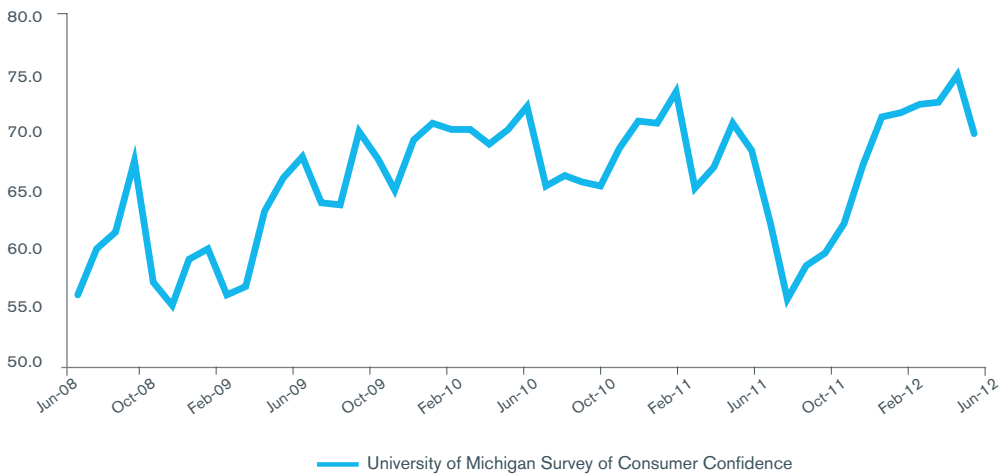
of sequential monthly gains during February and March drove employment gains. The number of long-term unemployed (those jobless for 27 weeks or more) remained at 5.4 million, representing 41.9% of the persons unemployed in June.

Exhibit 6: U.S. Unemployment and CPI



Source: U.S. BLS

Exhibit 7: University of Michigan Survey of Consumer Confidence



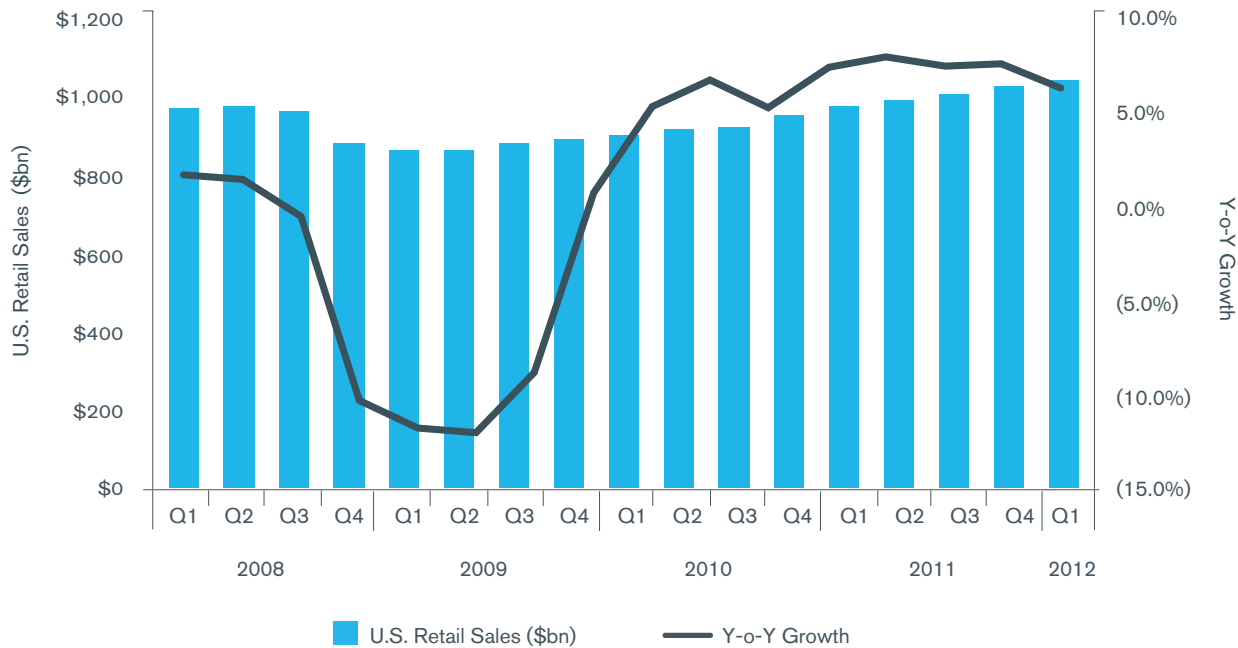
Source: University of Michigan

U.S. retail and food services sales for March, adjusted for seasonal variation and holiday as well as trading-day differences, totaled \$411.1 billion, excluding price changes, and represented a 0.8% sequential increase over February 2012 and a 6.5% year-over-year increase versus March 2011.

experienced year-over-year top line growth in the first quarter of 2012. Leading subsectors included: gasoline stores and non-store retailers, which increased in the first quarter by 8.4% and 10.4%, respectively, autos and parts, which experienced a 6.8% increase and restaurants and bars, which grew by 8.2%. Total U.S. retail and food sales for the first quarter of 2012 grew by 6.6% over the same period in 2011.

With the exception of fuel dealers, electronics and appliances and pharmacies and drug stores, all subsectors within the retail industry

Exhibit 8: U.S. Retail Sales



Source: U.S. Census Bureau

Observed Retail Sector Trends

Consumer expenditures during the 2011 holiday season marked a milestone in the return of the American consumer to the retail marketplace from the dark days of the recession. According to the U.S. Census Bureau, U.S. retail sales recorded strong gains during the fourth quarter with a nominal gain of 7.9%, the largest gain since the first quarter of 2010. Continued success in the retail sector is partially contingent upon lasting improvement in the job market, low interest rates on consumer credit, increased hourly wages and excess demand caused by the aging of consumer durable goods such as appliances and automobiles. The average age of automobiles in the U.S. is approximately 10.8 years in 2011, the oldest it has been in history, up from 8.4 years in 1995.

- Online shopping — an enduring trend:** The e-commerce segment is providing relief to retailers and has become a key contributor to same store sales growth. E-commerce sales for the retail sector for the first quarter were \$53.2 billion, an increase of 15.4% compared to the prior year period, according to the U.S. Census Bureau. Total e-commerce sales for 2011 were approximately \$194.3 billion, an increase of 16.1% compared to 2010. E-commerce sales in 2011 accounted for

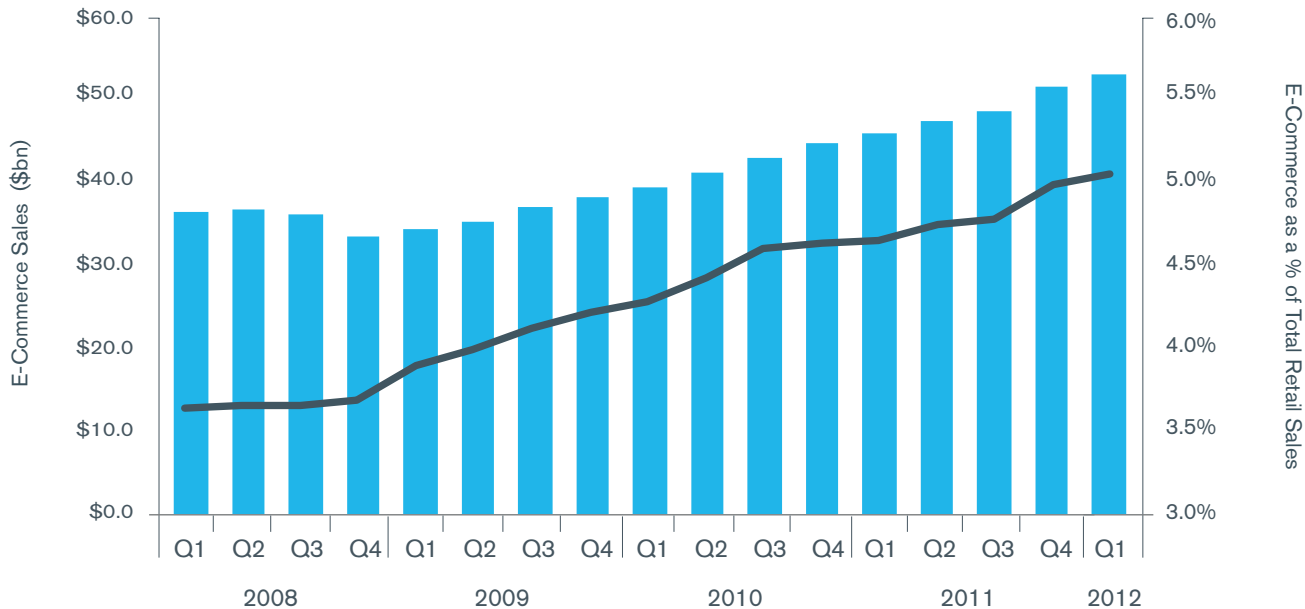
4.6% of total U.S. retail sales, compared to 4.3% of total U.S. retail sales in 2010.

- Omni-channel retailing:** Industry analysts predict a continued integration of virtual and physical consumer experience in an effort to drive differentiation, loyalty and value. Omni-channel strategies are rapidly gaining traction with retailers as customers increasingly seek to combine in-store service elements with the resources of an online shopping experience. By focusing attention across selling channels, retailers are able to drive significant incremental sales opportunities. Selected retailers experimented this season with the combination of online ordering with free in-store pickup, allowing savvy sales staff to capitalize on the increase in traffic to drive incremental in-store sales.
- Mobile marketing:** Retailers have increasingly started to use mobile phones as a platform for marketing products. With large-scale adoption of web-enabled smartphones, retailers are taking advantage of the opportunities to reach into the pockets of target customers. According to estimates by eMarketer, “mobile commerce” in the U.S. was expected to reach \$6.7 billion in 2011,

representing nearly a 100% increase over 2010. In 2012, mobile sales are expected to reach \$11.6 billion.

- Shift towards green products:** Growing environmental awareness and an increased focus on perceived adverse impacts of artificial products in foods, home goods and apparel are prompting a shift in consumer preference towards environmentally friendly products. Sophisticated retailers have fully recognized this trend as an opportunity to deliver premium priced products and services.
- Focus on safety:** For sporting goods retailers, 2011 represented a turning point in public awareness regarding injury prevention. High profile lawsuits have attracted the spotlight, including the December 2011 lawsuits brought against the National Football League by players claiming to have sustained injuries, which could have otherwise been prevented by rule changes and improved equipment. Sporting goods manufacturers and retailers stand to benefit from this increased attention by expanding their offerings of sports protection equipment from leading brands.

Exhibit 9: U.S. E-commerce Sales



Source: U.S. Census Bureau

Selected Publicly Traded Retail Companies

Apparel / Footwear

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM			EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012				2013e
Abercrombie & Fitch Co.	\$30.71	39.2%	\$2,535.2	\$2,241.4	\$4,242.6	\$503.1	17.3%	11.9%	0.53x	0.48x	0.43x	4.5x	3.1x	2.8x	(42.1%)	NA	5.0%
Aéropostale, Inc.	16.44	71.3%	1,336.0	1,133.4	2,370.3	183.1	(1.5%)	7.7%	0.48x	0.45x	0.43x	6.2x	4.7x	4.2x	(65.3%)	NA	(9.0%)
American Apparel, Inc.	0.83	68.6%	87.9	245.1	563.9	8.6	7.0%	1.5%	0.43x	NA	NA	NM	NA	NA	NA	NA	2.0%
American Eagle Outfitters, Inc.	19.48	92.2%	3,817.5	3,095.4	3,269.3	411.7	11.6%	12.6%	0.95x	0.92x	0.89x	7.5x	5.9x	5.4x	(5.0%)	NA	3.0%
ANN INC	24.66	82.7%	1,203.0	1,100.0	2,249.3	244.9	10.9%	10.9%	0.49x	0.46x	0.43x	4.5x	4.1x	3.6x	25.6%	NA	6.8%
Ascena Retail Group Inc.	19.12	84.5%	2,943.8	2,334.0	3,139.4	434.5	8.3%	13.8%	0.74x	0.70x	0.67x	5.4x	4.8x	4.9x	2.8%	0.9x	6.0%
Bebe Stores, Inc.	5.47	57.1%	461.3	268.1	531.6	42.9	10.0%	8.1%	0.50x	0.49x	0.44x	6.3x	5.9x	3.7x	212.0%	1.2x	NA
Billabong International Limited	1.88	29.1%	469.6	997.1	1,744.5	185.7	6.2%	10.6%	0.57x	0.77x	0.80x	5.4x	10.2x	10.0x	(42.0%)	1.4x	NA
Body Central Corp.	8.44	27.3%	136.5	92.0	305.2	37.6	17.8%	12.3%	0.30x	0.28x	0.25x	2.4x	2.4x	2.3x	50.3%	0.4x	11.3%
Brown Shoe Co. Inc.	11.63	94.7%	498.5	782.3	2,589.7	117.5	2.5%	4.5%	0.30x	0.30x	0.30x	6.7x	5.9x	5.2x	(79.3%)	NA	(1.2%)
Buckle Inc.	38.31	76.6%	1,813.7	1,593.6	1,086.6	276.2	11.4%	25.4%	1.47x	1.39x	1.34x	5.8x	5.5x	5.2x	11.9%	NA	8.4%
Cache Inc.	4.80	60.9%	61.8	44.1	227.8	9.1	8.4%	4.0%	0.19x	0.19x	0.18x	4.9x	4.1x	3.1x	NA	1.5x	8.1%
Casual Male Retail Group, Inc.	3.11	67.3%	147.9	141.9	397.8	31.2	0.8%	7.8%	0.36x	0.34x	0.32x	4.6x	3.8x	3.3x	165.3%	NA	2.1%
Cato Corp.	29.73	96.6%	867.3	584.4	933.1	122.5	(0.3%)	13.1%	0.63x	0.61x	0.59x	4.8x	4.7x	4.4x	3.3%	NA	(1.0%)
Chico's FAS Inc.	14.00	84.8%	2,290.8	1,950.3	2,310.0	345.0	17.8%	14.9%	0.84x	0.76x	0.69x	5.7x	5.1x	4.7x	25.2%	NA	8.2%
The Children's Place Retail Stores, Inc.	45.13	78.4%	1,095.2	890.3	1,723.6	161.6	2.4%	9.4%	0.52x	0.50x	0.48x	5.5x	4.7x	4.1x	(9.1%)	NA	(2.5%)
Christopher & Banks Corporation	1.15	16.2%	42.2	13.8	446.0	(34.4)	-	NM	0.03x	0.04x	0.04x	NM	NM	NM	-	NA	(5.0%)
Citi Trends	16.01	95.5%	233.9	168.3	649.4	14.0	3.0%	2.2%	0.26x	0.25x	0.24x	12.0x	5.0x	4.0x	NA	NA	(8.3%)
Coach, Inc.	59.79	75.0%	17,181.9	16,275.7	4,639.7	1,602.4	13.8%	34.5%	3.51x	3.17x	2.80x	10.2x	8.9x	7.7x	16.2%	1.1x	10.6%
Coldwater Creek Inc.	0.56	30.6%	68.2	87.3	763.1	(29.4)	(16.9%)	NM	0.11x	0.11x	0.11x	NM	NM	179.7x	NA	NA	(22.5%)
Collective Brands, Inc.	21.29	99.4%	1,305.5	1,751.0	3,504.8	215.6	4.1%	6.2%	0.50x	0.49x	0.47x	8.1x	7.0x	5.8x	NA	NA	NA
Destination Maternity Corporation	21.64	97.6%	289.3	287.0	550.3	47.8	2.7%	8.7%	0.52x	0.51x	0.50x	6.0x	NA	NA	(20.1%)	0.9x	(1.4%)
DSW Inc.	53.05	85.6%	2,366.3	1,995.0	2,079.3	282.3	10.8%	13.6%	0.96x	0.88x	0.82x	7.1x	6.8x	6.0x	NM	NA	8.3%
Express Inc.	17.76	67.6%	1,578.2	1,596.4	2,101.9	341.2	8.0%	16.2%	0.76x	0.72x	0.68x	4.7x	4.4x	4.1x	68.1%	NA	6.0%
Finish Line Inc.	18.41	70.4%	934.6	627.1	1,369.3	163.5	11.4%	11.9%	0.46x	0.44x	0.42x	3.8x	3.9x	3.6x	26.2%	NA	9.2%
Foot Locker, Inc.	29.17	87.6%	4,421.5	3,647.5	5,749.0	605.0	10.1%	10.5%	0.63x	0.60x	0.58x	6.0x	5.3x	4.9x	52.8%	NA	9.8%
Gap Inc.	27.36	93.6%	13,385.0	12,963.0	14,741.0	2,042.0	0.8%	13.9%	0.88x	0.85x	0.83x	6.3x	6.2x	5.9x	(11.4%)	NA	NA
Genesco Inc.	59.68	75.6%	1,461.8	1,449.7	2,410.6	220.1	28.9%	9.1%	0.60x	0.56x	0.52x	6.6x	5.9x	5.3x	43.8%	NA	15.0%
Guess? Inc.	28.51	63.5%	2,565.1	2,119.3	2,675.1	466.3	5.3%	17.4%	0.79x	0.78x	0.72x	4.5x	5.0x	4.5x	(10.6%)	NA	NA
Hot Topic Inc.	9.35	87.1%	394.4	324.9	708.2	64.6	0.2%	9.1%	0.46x	0.44x	0.42x	5.0x	5.3x	4.7x	NA	NA	0.6%
Jos. A Bank Clothiers Inc.	41.27	73.1%	1,148.8	884.9	987.9	181.7	13.1%	18.4%	0.90x	0.83x	0.76x	4.9x	4.5x	4.2x	7.3%	NA	7.6%
Limited Brands, Inc.	41.72	80.5%	12,237.1	15,551.1	10,301.0	1,847.0	4.1%	17.9%	1.51x	1.51x	1.45x	8.4x	7.4x	7.2x	1.7%	NA	NA
Lululemon Athletica Inc.	64.69	79.8%	9,312.1	8,892.9	1,099.8	342.4	44.7%	31.1%	8.09x	6.57x	5.29x	26.0x	21.4x	16.9x	44.0%	NA	20.0%
The Men's Wearhouse, Inc.	28.26	69.0%	1,439.0	1,333.1	2,388.9	266.7	8.1%	11.2%	0.56x	0.54x	0.52x	5.0x	4.6x	4.1x	50.6%	NA	9.1%
New York & Company Inc.	3.52	60.2%	219.6	190.1	944.8	8.3	(7.7%)	0.9%	0.20x	0.20x	0.19x	23.0x	6.9x	4.5x	NA	NA	(3.3%)

Source: Public filings, Wall Street consensus median estimates and Capital IQ
 Note: All forward multiples are presented on a calendarized basis.

Apparel / Footwear (continued)

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Pacific Sunwear of California Inc.	\$1.51	47.8%	\$102.2	\$154.8	\$835.7	\$(20.6)	2.1%	NM	0.19x	0.19x	0.19x	NM	NM	16.4x	NA	NA	(0.6%)	
Ross Stores Inc.	66.48	95.7%	14,996.4	14,404.8	8,890.6	1,282.3	11.1%	14.4%	1.62x	1.51x	1.41x	11.2x	10.1x	9.3x	23.5%	NA	5.0%	
rue21, Inc.	26.58	71.2%	651.8	570.0	793.0	93.8	18.4%	11.8%	0.72x	0.63x	0.56x	6.1x	5.5x	4.7x	19.8%	NA	0.4%	
Shoe Carnival Inc.	20.85	91.9%	425.4	333.1	786.7	59.1	5.1%	7.5%	0.42x	0.39x	0.36x	5.6x	5.1x	4.6x	(2.5%)	NA	0.7%	
Stage Stores Inc.	17.60	91.1%	544.1	572.4	1,531.1	116.7	3.7%	7.6%	0.37x	0.36x	0.34x	4.9x	4.7x	4.4x	3.0%	NA	0.5%	
Stein Mart Inc.	7.87	76.5%	343.4	226.7	1,160.2	47.4	(2.0%)	4.1%	0.20x	0.19x	0.19x	4.8x	4.1x	4.1x	(68.2%)	NA	(1.1%)	
The Talbots Inc.	2.50	57.1%	175.7	351.2	1,115.9	(27.0)	(6.5%)	NM	0.31x	0.33x	0.33x	NM	11.3x	7.0x	NA	NA	(5.6%)	
The TJX Companies, Inc.	43.20	98.7%	32,009.1	31,057.5	23,769.2	3,188.8	7.3%	13.4%	1.31x	1.23x	1.16x	9.7x	8.9x	8.3x	34.7%	NA	4.0%	
Urban Outfitters Inc.	27.55	81.3%	3,989.5	3,742.0	2,518.7	381.1	8.7%	15.1%	1.49x	1.36x	1.21x	9.8x	8.3x	7.0x	(21.4%)	NA	(3.8%)	
Wet Seal Inc.	3.16	60.4%	285.8	137.7	612.0	38.5	2.1%	6.3%	0.23x	0.23x	0.22x	3.6x	4.6x	3.5x	(56.7%)	NA	1.2%	
Zumiez, Inc.	39.45	94.0%	1,235.9	1,064.6	579.9	85.7	17.0%	14.8%	1.84x	1.59x	1.40x	12.4x	10.7x	9.3x	42.2%	NA	8.7%	
					Mean	\$2,791.0	\$369.7	7.4%	11.8%	0.86x	0.80x	0.73x	6.7x	6.3x	9.7x	13.8%	1.1x	2.8%
					Median	\$1,450.2	\$172.6	7.1%	11.5%	0.52x	0.51x	0.50x	5.7x	5.3x	4.7x	5.3%	1.1x	2.6%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
Note: All forward multiples are presented on a calendarized basis.

Department Stores

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Bon-Ton Stores Inc.	\$6.74	62.7%	\$135.1	\$1,060.4	\$2,943.3	\$156.5	(3.0%)	5.3%	0.36x	0.35x	0.36x	6.8x	6.6x	5.7x	NA	NA	(2.8%)	
Dillard's Inc.	65.27	90.1%	3,188.4	3,839.8	6,484.2	707.9	3.4%	10.9%	0.59x	0.58x	0.57x	5.4x	5.1x	5.2x	183.6%	NA	4.0%	
J. C. Penney Company, Inc.	22.56	52.2%	4,931.3	7,194.3	16,469.0	686.0	(7.3%)	4.2%	0.44x	0.47x	0.46x	10.5x	6.7x	4.7x	NA	NA	0.2%	
Kohl's Corp.	43.32	75.5%	10,387.6	13,605.6	18,885.0	2,876.0	2.0%	15.2%	0.72x	0.70x	0.68x	4.7x	4.6x	4.5x	15.4%	NA	0.5%	
Macy's, Inc.	33.78	80.1%	13,956.2	19,022.2	26,659.0	3,520.0	5.3%	13.2%	0.71x	0.69x	0.67x	5.4x	5.1x	4.9x	37.1%	NA	NA	
Nordstrom Inc.	48.92	84.7%	10,175.8	11,671.8	11,183.0	1,641.0	12.6%	14.7%	1.04x	0.97x	0.91x	7.1x	6.7x	6.2x	11.0%	NA	7.2%	
Saks Incorporated	9.99	82.3%	1,531.5	1,724.2	3,041.2	278.5	6.9%	9.2%	0.57x	0.54x	0.52x	6.2x	5.8x	5.4x	31.7%	NA	9.5%	
Sears Holdings Corporation	53.17	61.9%	5,659.3	8,175.3	41,297.0	394.0	(2.0%)	1.0%	0.20x	0.21x	0.21x	20.7x	14.9x	15.6x	NA	NA	(2.2%)	
Stage Stores Inc.	17.60	91.1%	544.1	572.4	1,531.1	116.7	3.7%	7.6%	0.37x	0.36x	0.34x	4.9x	4.7x	4.4x	3.0%	NA	0.5%	
					Mean	\$14,277.0	\$1,153.0	2.4%	9.0%	0.56x	0.54x	0.53x	8.0x	6.7x	6.3x	47.0%	NA	2.1%
					Median	\$11,183.0	\$686.0	3.4%	9.2%	0.57x	0.54x	0.52x	6.2x	5.8x	5.2x	23.5%	NA	0.5%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
Note: All forward multiples are presented on a calendarized basis.

Furniture

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Aaron's, Inc.	\$27.31	85.9%	\$2,076.8	\$1,996.2	\$2,075.7	\$282.8	8.6%	13.6%	0.96x	0.91x	0.85x	7.1x	6.3x	6.0x	15.9%	1.1x	NA	
Bed Bath & Beyond Inc.	61.20	80.7%	14,141.8	12,455.3	9,608.2	1,775.9	7.4%	18.5%	1.30x	1.26x	1.18x	7.0x	NA	NA	29.5%	1.0x	5.9%	
Cost Plus Inc.	21.99	99.4%	495.2	631.4	978.7	53.5	5.5%	5.5%	0.65x	0.60x	0.56x	11.8x	9.8x	8.0x	69.9%	1.2x	5.4%	
Ethan Allen Interiors Inc.	18.11	63.8%	522.7	592.8	722.0	66.2	8.7%	9.2%	0.82x	0.78x	0.73x	9.0x	7.5x	6.2x	NA	1.2x	NA	
Furniture Brands International Inc.	1.22	26.8%	68.8	130.4	1,097.1	1.6	(3.4%)	0.1%	0.12x	0.12x	0.12x	NM	NM	10.1x	NA	NA	NA	
Haverty Furniture Companies Inc.	11.15	85.8%	244.7	200.9	630.7	28.0	1.9%	4.4%	0.32x	0.31x	0.29x	7.2x	5.6x	4.3x	238.9%	1.9x	0.3%	
Kirkland's Inc.	11.91	68.4%	216.3	143.1	433.7	40.9	4.2%	9.4%	0.33x	0.31x	0.28x	3.5x	3.5x	3.1x	(17.9%)	1.5x	(4.0%)	
La-Z-Boy Inc.	11.49	69.9%	599.0	462.3	1,231.7	73.1	3.8%	5.9%	0.38x	0.36x	0.35x	6.3x	4.7x	4.7x	264.4%	1.2x	NA	
Lifetime Brands, Inc.	12.20	92.3%	151.7	243.4	461.7	36.4	3.5%	7.9%	0.53x	0.50x	0.48x	6.7x	5.4x	5.1x	(1.4%)	NA	NA	
Pier 1 Imports, Inc.	15.92	83.4%	1,708.2	1,499.8	1,560.1	194.1	9.5%	12.4%	0.96x	0.93x	0.87x	7.7x	7.3x	5.9x	71.4%	1.7x	9.5%	
Rent-A-Center Inc.	33.61	85.1%	1,996.9	2,541.6	2,975.3	391.0	8.0%	13.1%	0.85x	0.81x	0.76x	6.5x	6.2x	5.7x	12.7%	1.0x	0.8%	
Select Comfort Corporation	20.04	56.3%	1,136.4	965.7	812.5	118.6	26.8%	14.6%	1.19x	1.04x	0.89x	8.1x	6.7x	5.5x	58.9%	1.1x	26.0%	
The Sherwin-Williams Company	127.87	95.4%	13,206.0	14,502.3	9,046.5	1,002.4	12.1%	11.1%	1.60x	1.48x	1.37x	14.5x	12.6x	11.0x	(1.9%)	1.5x	8.3%	
Tuesday Morning Corp.	4.34	88.4%	180.7	141.8	811.2	24.1	(1.9%)	3.0%	0.17x	0.18x	NA	5.9x	4.1x	NA	(62.0%)	NA	(1.2%)	
Williams-Sonoma Inc.	34.34	84.3%	3,408.1	3,038.7	3,767.7	516.6	5.9%	13.7%	0.81x	0.76x	0.73x	5.9x	5.5x	5.1x	15.3%	1.2x	NA	
					Mean	\$2,414.2	\$307.0	6.7%	9.5%	0.73x	0.69x	0.67x	7.6x	6.6x	6.2x	53.4%	1.3x	5.7%
					Median	\$1,097.1	\$73.1	5.9%	9.4%	0.81x	0.76x	0.73x	7.0x	6.2x	5.7x	15.9%	1.2x	5.4%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
Note: All forward multiples are presented on a calendarized basis.

Mass Merchants / Discounters

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Nordion Inc.	\$9.31	87.9%	\$576.8	\$544.7	\$243.8	\$68.9	(7.2%)	28.3%	2.23x	2.24x	1.99x	7.9x	8.4x	7.1x	(61.7%)	NA	NA	
Big Lots Inc.	38.98	82.6%	2,483.2	2,400.6	5,269.5	422.4	6.6%	8.0%	0.46x	0.43x	0.41x	5.7x	5.3x	4.9x	2.7%	NA	0.1%	
Costco	90.93	98.1%	39,313.1	35,308.1	95,097.0	3,460.0	12.1%	3.6%	0.37x	0.35x	0.33x	10.2x	9.7x	8.9x	11.9%	1.7x	10.0%	
Dollar General Corporation	52.60	99.1%	17,480.4	20,234.4	15,256.7	1,834.7	14.1%	12.0%	1.33x	1.25x	1.15x	11.0x	10.2x	9.2x	27.6%	1.0x	6.0%	
Dollar Tree, Inc.	109.54	96.4%	12,704.2	12,587.4	6,808.2	975.8	12.1%	14.3%	1.85x	1.69x	1.56x	12.9x	11.5x	10.3x	22.6%	NA	6.0%	
Duckwall-ALCO Stores Inc.	8.65	72.3%	32.9	85.5	486.8	13.5	4.2%	2.8%	0.18x	NA	NA	6.3x	NA	NA	NA	NA	3.0%	
Family Dollar Stores Inc.	70.43	94.2%	8,221.7	8,596.1	8,894.6	865.6	8.3%	9.7%	0.97x	0.90x	0.82x	9.9x	9.2x	8.2x	18.6%	1.1x	5.5%	
Fred's, Inc.	14.88	96.3%	545.5	544.9	1,895.2	88.9	2.2%	4.7%	0.29x	0.28x	0.27x	6.1x	5.7x	5.2x	16.4%	1.3x	0.5%	
Gordmans Stores, Inc.	17.55	76.8%	335.1	293.9	574.7	46.9	8.6%	8.2%	0.51x	0.46x	0.41x	6.3x	5.5x	4.8x	46.5%	0.8x	0.7%	
PriceSmart Inc.	63.70	75.5%	1,880.0	1,875.2	1,899.6	120.4	23.1%	6.3%	0.99x	0.89x	NA	15.6x	13.6x	NA	7.7%	1.8x	18.1%	
Target Corp.	57.56	96.9%	38,059.0	54,889.0	70,797.0	7,491.0	4.5%	10.6%	0.78x	0.75x	0.71x	7.3x	7.3x	7.0x	5.8%	NA	3.0%	
Wal-Mart Stores Inc.	67.30	98.0%	227,712.3	279,834.3	455,779.0	35,300.0	6.9%	7.7%	0.61x	0.59x	0.56x	7.9x	7.7x	7.3x	8.2%	NA	1.6%	
					Mean	\$55,250.2	\$4,224.0	7.9%	9.7%	0.88x	0.89x	0.82x	8.9x	8.6x	7.3x	9.7%	1.3x	5.0%
					Median	\$6,038.8	\$644.0	7.6%	8.1%	0.69x	0.75x	0.64x	7.9x	8.4x	7.2x	11.9%	1.2x	3.0%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
Note: All forward multiples are presented on a calendarized basis.

Online / Catalog

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
1-800-Flowers.com Inc.	\$3.48	98.9%	\$225.5	\$233.7	\$737.0	\$37.4	12.5%	5.1%	0.32x	0.32x	0.30x	6.2x	5.2x	4.1x	312.1%	1.3x	NA	
Amazon.com Inc.	222.16	90.0%	100,088.9	94,373.9	51,405.0	1,815.0	39.2%	3.5%	1.84x	1.49x	1.16x	NM	39.0x	24.1x	(47.6%)	5.1x	NA	
Blue Nile Inc.	28.70	57.4%	396.8	336.3	350.9	15.2	3.5%	4.3%	0.96x	0.86x	0.79x	22.1x	17.0x	15.1x	(33.5%)	2.7x	NA	
eBay Inc.	42.80	97.4%	55,264.6	51,478.6	12,382.7	3,489.0	30.3%	28.2%	4.16x	3.68x	3.20x	14.8x	11.4x	10.0x	79.0%	1.2x	NA	
HSN, Inc.	39.33	94.2%	2,266.7	2,196.6	3,213.9	266.5	6.3%	8.3%	0.68x	0.66x	0.63x	8.2x	6.9x	NA	26.2%	0.9x	NA	
IAC/ InterActiveCorp.	45.50	86.2%	3,717.6	3,146.1	2,239.8	314.1	30.3%	14.0%	1.40x	1.18x	1.06x	10.0x	6.4x	5.5x	592.1%	1.2x	NA	
Insight Enterprises Inc.	15.35	66.3%	681.7	688.9	5,311.5	195.8	6.3%	3.7%	0.13x	0.12x	0.12x	3.5x	3.3x	3.0x	36.4%	0.6x	NA	
Liberty Interactive, Inc.	16.83	85.0%	9,397.8	14,895.8	9,771.0	1,813.0	13.7%	18.6%	1.52x	1.48x	1.39x	8.2x	7.8x	7.1x	NA	99.5x	NA	
Netflix, Inc.	67.86	22.3%	3,767.3	3,362.8	3,355.8	326.1	40.6%	9.7%	1.00x	0.93x	0.81x	10.3x	28.6x	10.5x	(15.2%)	NM	NA	
Nutrisystem, Inc.	11.08	70.4%	303.6	267.5	397.2	26.7	(17.8%)	6.7%	0.67x	0.63x	0.60x	10.0x	8.4x	6.4x	(55.9%)	1.7x	NA	
Overstock.com Inc.	6.85	43.0%	160.4	105.4	1,051.2	1.4	(3.7%)	0.1%	0.10x	0.09x	0.09x	NM	5.4x	4.0x	NA	NM	NA	
PC Connection, Inc.	9.76	75.5%	257.7	209.6	2,140.1	57.0	5.5%	2.7%	0.10x	0.10x	0.09x	3.7x	3.3x	2.9x	19.7%	NA	NA	
PC Mall Inc.	5.29	63.4%	63.6	137.7	1,461.6	18.3	3.3%	1.2%	0.09x	0.09x	0.09x	7.5x	4.7x	3.9x	(76.8%)	0.5x	NA	
PetMed Express Inc.	12.03	85.7%	242.0	184.9	238.3	27.4	2.9%	11.5%	0.78x	0.77x	0.72x	6.7x	7.0x	5.8x	(13.0%)	1.7x	NA	
Shutterstock, Inc.	29.67	46.0%	1,061.1	917.1	507.3	44.8	58.9%	8.8%	1.81x	1.57x	1.37x	20.5x	9.2x	7.2x	(32.9%)	4.4x	NA	
Stamps.com Inc.	23.03	68.3%	379.1	330.0	107.1	20.0	22.5%	18.7%	3.08x	2.84x	2.50x	16.5x	12.1x	9.9x	503.9%	1.1x	NA	
Systemax Inc.	11.53	55.1%	420.5	318.7	3,665.8	85.9	1.7%	2.3%	0.09x	0.08x	NA	3.7x	NA	NA	10.1%	0.8x	NA	
ValueVision Media Inc.	2.02	23.3%	98.6	94.1	551.4	(8.4)	(5.1%)	NM	0.17x	0.17x	0.15x	NM	NM	5.4x	NA	NM	NA	
					Mean	\$5,493.8	\$474.7	13.9%	8.7%	1.05x	0.95x	0.89x	10.1x	11.0x	7.8x	87.0%	8.8x	NA
					Median	\$1,800.9	\$50.9	6.3%	6.7%	0.73x	0.72x	0.72x	8.2x	7.4x	6.1x	10.1%	1.2x	NA

Source: Public filings, Wall Street consensus median estimates and Capital IQ
Note: All forward multiples are presented on a calendarized basis.

Sporting Goods

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Big 5 Sporting Goods Corp.	\$6.88	59.4%	\$147.8	\$207.1	\$899.5	\$35.8	0.0%	4.0%	0.23x	0.22x	0.21x	5.8x	4.9x	4.4x	(51.1%)	1.2x	(1.2%)	
Cabela's Inc.	36.50	87.7%	2,568.0	4,343.5	2,848.0	332.0	5.9%	11.7%	1.53x	1.44x	1.31x	13.1x	11.7x	10.4x	23.5%	0.9x	2.8%	
Dick's Sporting Goods Inc.	47.53	92.0%	5,614.7	5,246.8	5,379.7	578.0	8.9%	10.7%	0.98x	0.90x	0.83x	9.1x	8.1x	7.2x	42.7%	NA	2.0%	
Hibbett Sports, Inc.	56.49	91.2%	1,483.2	1,389.5	761.9	114.9	11.4%	15.1%	1.82x	1.69x	1.58x	12.1x	11.0x	9.9x	34.3%	NA	6.8%	
Sport Chalet Inc.	1.75	62.9%	21.7	60.2	349.9	6.2	(3.5%)	1.8%	0.17x	0.17x	0.15x	9.8x	7.8x	4.6x	NA	NA	(0.6%)	
					Mean	\$2,047.8	\$231.4	4.6%	8.6%	0.95x	0.88x	0.82x	10.1x	8.7x	7.3x	12.3%	1.1x	2.0%
					Median	\$899.5	\$114.9	5.9%	10.7%	0.98x	0.90x	0.83x	9.8x	8.1x	7.2x	28.9%	1.1x	2.0%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
Note: All forward multiples are presented on a calendarized basis.

Specialty Retail

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Barnes & Noble, Inc.	\$15.23	58.6%	\$878.1	\$1,340.4	\$7,129.2	\$170.3	1.9%	2.4%	0.19x	0.18x	0.18x	7.9x	7.0x	5.5x	NA	NA	1.4%	
Best Buy Co. Inc.	19.19	58.8%	6,522.7	7,798.7	50,705.0	3,295.0	1.9%	6.5%	0.15x	0.16x	0.14x	2.4x	2.7x	3.2x	NA	NA	(1.7%)	
Books-A-Million Inc.	3.18	82.6%	50.8	89.7	479.2	15.5	1.6%	3.2%	0.19x	NA	NA	5.8x	NA	NA	NA	NA	(9.5%)	
Build-A-Bear Workshop Inc.	4.56	51.8%	75.0	38.8	394.8	23.1	(0.3%)	5.8%	0.10x	0.10x	0.10x	1.7x	1.2x	1.2x	NA	3.1x	NA	
Conns Inc.	15.86	80.0%	515.0	806.4	801.2	39.6	(0.2%)	4.9%	1.01x	0.95x	0.85x	20.4x	7.9x	6.5x	NA	NA	2.8%	
GameStop Corp.	17.69	63.6%	2,304.9	1,973.7	9,271.3	821.8	(4.1%)	8.9%	0.21x	0.21x	0.21x	2.4x	2.3x	2.3x	(12.7%)	NA	(2.1%)	
hhgregg, Inc.	10.72	64.4%	389.7	330.5	2,493.4	104.4	20.0%	4.2%	0.13x	0.12x	0.11x	3.2x	3.0x	2.7x	79.8%	NA	(1.1%)	
The Home Depot, Inc.	52.02	97.6%	79,625.0	87,259.0	71,380.0	8,621.0	5.0%	12.1%	1.22x	1.18x	1.15x	10.1x	9.5x	9.0x	27.5%	NA	3.4%	
Lowe's Companies Inc.	27.31	84.6%	32,136.3	38,514.3	51,176.0	5,466.0	5.3%	10.7%	0.75x	0.76x	0.74x	7.0x	7.2x	6.7x	6.9%	NA	NA	
Lumber Liquidators Holdings, Inc.	31.15	92.5%	857.7	796.2	709.9	55.8	12.9%	7.9%	1.12x	1.06x	0.98x	14.3x	12.1x	10.4x	NA	1.3x	(2.0%)	
Marinemax Inc.	9.81	87.3%	230.8	321.8	508.7	6.0	13.6%	1.2%	0.63x	0.60x	NA	NM	NM	NA	NA	NM	8.0%	
Office Depot, Inc.	2.24	50.7%	635.8	1,197.3	11,389.4	329.0	(1.3%)	2.9%	0.11x	0.11x	0.11x	3.6x	3.8x	3.4x	NA	3.3x	NA	
OfficeMax Incorporated	4.78	54.2%	413.8	1,716.2	7,131.1	215.1	0.5%	3.0%	0.24x	0.24x	0.24x	8.0x	8.3x	7.7x	(51.7%)	0.9x	(1.5%)	
PetSmart, Inc.	66.29	94.7%	7,185.4	7,434.2	6,252.8	772.4	8.0%	12.4%	1.19x	1.11x	1.06x	9.6x	8.8x	8.4x	29.1%	NA	5.4%	
RadioShack Corp.	4.24	26.1%	421.6	530.1	4,368.9	212.5	1.8%	4.9%	0.12x	0.12x	0.12x	2.5x	2.9x	2.7x	(82.4%)	NM	NA	
Regis Corp.	17.65	93.3%	1,003.3	1,198.0	2,297.6	206.5	(1.1%)	9.0%	0.52x	0.52x	NA	5.8x	5.4x	NA	NA	1.6x	NA	
Staples, Inc.	12.75	75.3%	8,783.5	9,620.2	24,954.1	2,103.2	1.2%	8.4%	0.39x	0.38x	0.38x	4.6x	4.4x	4.3x	13.2%	NA	NA	
Steiner Leisure Ltd.	46.97	87.8%	717.5	818.1	732.2	78.4	14.0%	10.7%	1.12x	1.01x	0.95x	10.4x	8.9x	7.9x	6.3%	0.9x	NA	
Tractor Supply Company	86.66	85.6%	6,244.2	6,118.8	4,416.6	472.7	17.3%	10.7%	1.39x	1.30x	1.18x	12.9x	11.7x	10.2x	42.0%	1.5x	8.2%	
Vitamin Shoppe, Inc.	54.16	98.0%	1,577.1	1,563.7	887.8	108.8	14.3%	12.3%	1.76x	1.65x	1.49x	14.4x	13.0x	11.2x	53.9%	1.3x	7.4%	
					Mean	\$12,874.0	\$1,155.8	5.6%	7.1%	0.63x	0.62x	0.59x	7.7x	6.7x	6.1x	10.2%	1.7x	1.4%
					Median	\$4,392.7	\$209.5	1.9%	7.2%	0.45x	0.52x	0.38x	7.0x	7.1x	6.5x	13.2%	1.4x	1.4%

Source: Public filings, Wall Street consensus median estimates and Capital IQ

Note: All forward multiples are presented on a calendarized basis.

Jewelers / Watches

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Fossil, Inc.	\$77.38	55.6%	\$4,792.3	\$4,562.3	\$2,619.9	\$519.4	20.5%	19.8%	1.74x	1.55x	1.37x	8.8x	8.1x	7.0x	14.1%	0.6x	NA	
Movado Group, Inc.	\$25.23	84.2%	\$634.3	\$478.4	\$481.9	\$48.9	20.7%	10.1%	0.99x	NA	NA	9.8x	NA	NA	NA	NA	NA	
Signet Jewelers Limited	\$42.05	81.7%	\$3,578.6	\$3,179.6	\$3,761.9	\$483.2	6.9%	12.8%	0.85x	0.80x	0.78x	6.6x	4.9x	4.6x	46.3%	NA	9.0%	
Swatch Group AG	385.83	83.4%	19,628.2	17,474.2	7,055.3	1,914.0	10.7%	27.1%	2.48x	2.22x	2.04x	9.1x	8.0x	7.2x	NA	1.0x	NA	
Tiffany & Co.	52.26	61.9%	6,622.7	7,121.7	3,701.1	890.7	15.2%	24.1%	1.92x	1.83x	1.67x	8.0x	7.5x	6.8x	13.8%	NA	13.0%	
Zale Corporation	2.59	37.5%	83.4	491.7	1,837.2	46.2	7.4%	2.5%	0.27x	0.26x	NA	10.7x	6.2x	NA	NA	NM	7.1%	
					Mean	\$3,242.9	\$650.4	13.6%	16.1%	1.37x	1.33x	1.46x	8.8x	7.0x	6.4x	24.7%	0.8x	9.7%
					Median	\$3,160.5	\$501.3	13.0%	16.3%	1.37x	1.55x	1.52x	9.0x	7.5x	6.9x	14.1%	0.8x	9.0%

Source: Public filings, Wall Street consensus median estimates and Capital IQ

Note: All forward multiples are presented on a calendarized basis.

Drug Stores

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM				EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	EBITDA	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
CVS Caremark Corporation	\$45.90	98.9%	\$58,821.0	\$65,845.0	\$112,203.0	\$8,046.0	14.8%	7.2%	0.59x	0.54x	0.51x	8.2x	7.5x	6.9x	8.3%	1.1x	2.3%	
Rite Aid Corp.	1.34	63.2%	1,204.7	7,327.5	26,198.7	647.8	3.9%	2.5%	0.28x	0.29x	0.29x	11.3x	7.5x	7.3x	NA	NA	2.0%	
Walgreen Co.	29.57	66.8%	25,384.8	25,789.8	72,527.0	4,969.0	2.0%	6.9%	0.36x	0.36x	0.35x	5.2x	5.4x	4.9x	14.5%	1.0x	3.3%	
					Mean	\$70,309.6	\$4,554.3	6.9%	5.6%	0.41x	0.40x	0.38x	8.2x	6.8x	6.4x	11.4%	1.1x	2.5%
					Median	\$72,527.0	\$4,969.0	3.9%	6.9%	0.36x	0.36x	0.35x	8.2x	7.5x	6.9x	11.4%	1.1x	2.3%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
 Note: All forward multiples are presented on a calendarized basis.

Supermarkets

(\$ in millions, except per share amounts)

Company	Price at 6/22/12	% of 52-Week High	Equity Value	Enterprise Value	LTM			EV / Revenue			EV / EBITDA			LT EPS Growth	PEG 2012	SSS Growth 2011	
					Revenue	Revenue Growth	EBITDA Margin	LTM	2012	2013e	LTM	2012	2013e				
Arden Group Inc.	\$88.85	91.2%	\$272.9	\$205.2	\$432.5	3.8%	7.0%	0.47x	NA	NA	6.7x	NA	NA	(21.5%)	NA	3.0%	
Delhaize SA	36.21	54.0%	3,646.3	6,883.0	26,996.9	3.0%	7.0%	0.25x	0.25x	0.24x	3.6x	3.9x	3.7x	(40.6%)	1.9x	0.7%	
The Fresh Market, Inc.	52.69	89.2%	2,532.2	2,560.0	1,168.4	16.5%	11.2%	2.19x	1.94x	1.65x	19.6x	17.0x	14.0x	134.4%	NA	5.4%	
Ingles Markets Inc.	16.19	87.5%	392.8	1,222.4	3,616.7	4.7%	5.6%	0.34x	0.33x	0.32x	6.0x	5.7x	20.4x	18.2%	NA	2.3%	
The Kroger Co.	22.89	88.5%	12,555.2	20,150.0	91,977.9	8.3%	4.3%	0.22x	0.21x	0.20x	5.2x	4.8x	4.7x	(43.4%)	NA	NA	
Roundy's, Inc.	9.90	79.2%	451.9	1,106.5	3,864.2	0.0%	5.6%	0.29x	0.28x	0.27x	5.1x	5.1x	4.9x	0.0%	0.8x	(0.2%)	
Safeway Inc.	17.34	71.4%	4,168.5	10,671.9	43,861.2	5.7%	5.2%	0.24x	0.24x	0.23x	4.6x	4.8x	4.8x	28.5%	1.2x	1.0%	
SUPERVALU Inc.	4.88	50.3%	1,042.8	7,141.8	36,100.0	(3.8%)	5.1%	0.20x	0.20x	0.20x	3.9x	4.0x	4.0x	NA	NA	(2.8%)	
Village Super Market Inc.	31.35	92.5%	429.6	382.2	1,397.4	7.8%	5.4%	0.27x	0.27x	0.26x	5.1x	NA	NA	46.0%	NA	4.0%	
Weis Markets, Inc.	43.51	94.8%	1,170.3	1,041.7	2,754.7	5.3%	6.3%	0.38x	NA	NA	6.0x	NA	NA	10.9%	NA	3.5%	
Whole Foods Market, Inc.	96.27	99.3%	17,671.7	16,633.6	10,814.8	12.5%	8.7%	1.54x	1.37x	1.20x	17.6x	15.5x	13.1x	26.9%	2.0x	8.5%	
					Mean	\$20,271.3	5.8%	6.5%	0.58x	0.56x	0.51x	7.6x	7.6x	8.7x	15.9%	1.5x	2.5%
					Median	\$3,864.2	5.3%	5.6%	0.29x	0.27x	0.26x	5.2x	5.0x	4.9x	14.6%	1.6x	2.7%

Source: Public filings, Wall Street consensus median estimates and Capital IQ
 Note: All forward multiples are presented on a calendarized basis.

Selected Recent Retail Sector Transactions

April, 2010 through May 2012

(\$ in millions)

Date Announced	Acquiror Target	Enterprise Value	Enterprise Value as a Multiple of LTM:		LTM EBITDA Margin
			Revenue	EBITDA	
Jun-12	Zumiez, Inc. Blue Tomato	\$102.2	2.78x	NA	NA
May-12	Golf Town USA Holdings Inc. Golfsmith International Holdings Inc.	\$146.8	0.38x	11.1x	3.4%
May-12	Ascena Retail Group Inc. Charming Shoppes Inc.	\$892.3	0.43x	10.2x	4.3%
May-12	Wolverine World Wide Inc. Collective Brands, Inc.	\$1,808.3	0.52x	8.4x	6.2%
Apr-12	Earth Fare, Inc. Oak Hill Capital Partners.	\$300.0	NA	NA	NA
Apr-12	Fanatics, LLC Dreams Inc.	\$180.8	1.22x	29.1x	4.2%
Dec-11	Perfumania Holdings, Inc. Parlux Fragrances inc.	\$204.5	1.60x	8.0x	20.0%
Dec-11	Bridgepoint Capital Group Ltd. Wiggle Ltd.	\$313.7	19.00x	2.3x	12.1%
Oct-11	Ares Management LLC 99¢ Only Stores	\$1,366.1	0.90x	9.2x	9.8%
Sep-11	Investcorp Bank Sur La Table, Inc.	NA	NA	NA	NA
Aug-11	Chico's FAS Inc. Boston Proper, Inc.	\$205.0	1.86x	NA	NA
Jul-11	BC Partners Gruppo Coin SpA	\$1,621.3	0.78x	6.4x	12.1%
Jul-11	AEA Investors LP Garden Ridge Corporation	\$715.0	2.12x	NA	NA
Jun-11	The William Carter Company Bonnie Togs Children's Wear Ltd.	\$97.7	1.00x	NA	NA
May-11	Canadian Tire Corp. Ltd. Forzani Group Ltd.	\$836.8	0.59x	8.0x	7.4%
May-11	Deckers Outdoor Corp. Sanuk U.S.A. LLC	\$149.8	3.10x	NA	NA
May-11	PPR SA. Volcom Inc.	\$516.2	1.60x	15.7x	10.2%
Mar-11	Cinven Limited Camaïeu	\$1,563.0	1.54x	7.5x	20.6%
Jan-11	Irving Place Capital Dots, LLC	NA	NA	NA	NA
Dec-10	Leonard Green & Partners, L.P Jo-Ann Stores, Inc.	\$1,449.6	0.70x	6.9x	10.2%
Nov-10	Leonard Green & Partners, L.P.; TPG Capital J. Crew Group, Inc.	\$2,679.4	1.57x	8.4x	18.7%

Source: Public company filings, Capital IQ

Selected Recent Retail Sector Transactions (continued)

April, 2010 through May 2012

(\$ in millions)

Announced Date	Acquiror Target	Enterprise Value	Enterprise Value as a Multiple of LTM:		LTM EBITDA Margin
			Revenue	EBITDA	
Oct-10	Bain Capital Private Equity Gymboree Corp.	\$1,629.7	1.56x	7.5x	20.7%
Sep-10	Advent International Five Below, Inc.	NA	NA	NA	NA
Jun-10	Billabong International Limited West 49 Inc.	\$96.4	0.48x	13.9x	3.5%
Jun-10	Brown Shoe Co. Inc. Edelman Shoe, Inc.	\$78.9	1.31x	NA	NA
Apr-10	Vail Resorts Inc. SSI Ventures LLC	\$103.3	NA	NA	NA
		High	19.00x	29.1x	20.7%
		Median	1.31x	8.4x	10.2%
		Mean	2.15x	10.2x	10.9%
		Low	0.38x	2.3x	3.4%

Source: Public company filings, Capital IQ

For more information about
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