

Online Women's Retail

INDUSTRY SUMMARY

COGENT VALUATION identified **Online Women's Retail** publicly traded companies, IPOs, and recent M&A transactions within the Online Women's Retail industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since September 30, 2017, the median 52-week share price return of the Online Women's Retail industry was 55.1%. Between September 30, 2016 and September 30, 2018, the median EV/EBITDA multiple decreased from 13.6 to 8.2. Furthermore, the median price-to-earnings multiple decreased from 32.1 to 20.2 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were -1.3% and 6.8%, respectively.

Public Company Key Statistics

Median 52-Week
Return

55.1%

Median 3-Year CAGR
Return

-19.6%

Median EV/Revenue
Multiple

0.8x

Median EV/EBITDA
Multiple

8.2x

Median Price/Earnings
Multiple

20.2x

Median EV/Gross CF
Multiple

10.2x

Comparable Public Company Market Price Returns as of September 30, 2018

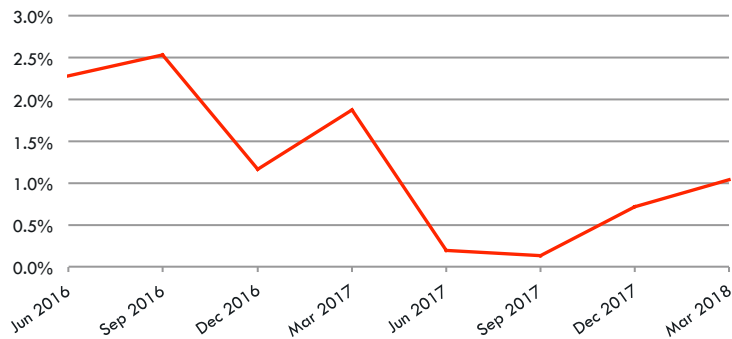
	YTD	3 Month	1 Year	2 Year	2017	2016	2015	2014
Duluth Holdings Inc.	76.2%	27.0%	-23.5%	N/A	-29.7%	74.1%	N/A	N/A
Express, Inc.	9.0%	27.8%	-42.7%	-38.5%	-5.7%	-37.7%	17.6%	-21.3%
Francesca's Holdings Corporation	-49.2%	57.3%	-52.3%	-22.4%	-59.5%	3.6%	4.3%	-9.2%
Jumei International Holding Limited	-27.1%	-11.0%	-50.4%	-45.8%	-41.7%	-44.7%	-33.5%	N/A
Nutrisystem, Inc.	-29.6%	42.9%	88.3%	45.2%	51.8%	60.1%	10.7%	18.9%
Tilly's, Inc.	28.4%	34.1%	27.7%	27.6%	11.9%	98.9%	-31.6%	-15.4%
Vera Bradley, Inc.	25.3%	32.3%	-41.8%	-16.4%	3.9%	-25.6%	-22.7%	-15.2%
Vince Holding Corp.	138.3%	84.2%	-89.4%	-58.2%	-84.7%	-11.6%	-82.5%	-14.8%
Vipshop Holdings Limited	-46.8%	-34.7%	-40.1%	-27.7%	6.4%	-27.9%	-21.9%	133.5%
Median of Industry Public Companies	9.0%	-12.9%	-41.8%	-25.0%	-5.7%	-11.6%	-22.3%	-14.8%

Multiple year periods are calculated as the average annual return.

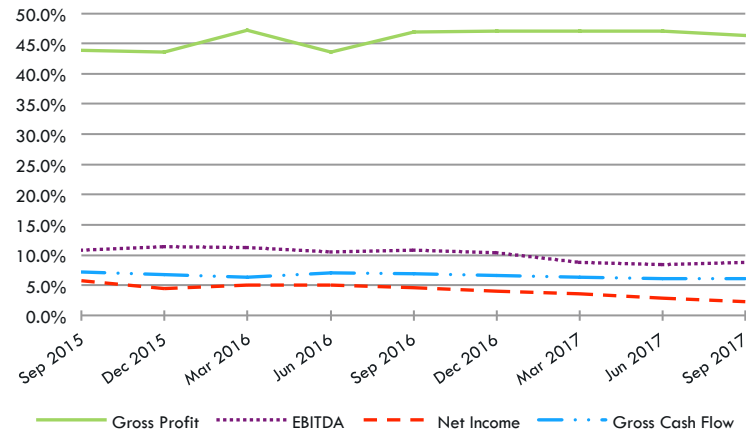
■ Highest Return
 ■ Lowest Return
 ■ Median Return

Industry Revenue Growth and Profit Margins for the Past Two Years

Median Quarterly Revenue Growth of All Online Women's Retail Companies



Median Gross Profit, EBITDA, Net Income, and Gross Cash Flow Margins



Median Public Companies

The chart below illustrates Public Company Multiples.

	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17	3/31/17	12/31/16
EV/Revenues Multiple	0.8x	0.7x	0.6x	0.7x	1.1x	0.9x	1.2x	1.1x
EV/EBITDA Multiple	8.2x	6.8x	9.5x	10.6x	14.2x	9.7x	10.3x	10.6x
Price/Earnings Multiple	20.2x	27.5x	28.4x	21.0x	32.3x	26.6x	27.8x	22.6x
EV/Gross Cash Flows Multiple	10.2x	10.9x	16.3x	8.2x	17.3x	8.0x	16.7x	15.1x

■ Highest Multiple
 ■ Lowest Multiple
 ■ Median Multiple

Industry Initial Public Offerings—Online Women's Retail

(dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
3/20/17	SG Group Holdings Limited	\$0.74	8.0	\$5.9	\$5.8	\$0.2	\$20.5	\$3.2	\$2.3	\$3.3
3/15/17	Canada Goose Holdings Inc.	\$12.64	20.0	\$252.7	\$329.1	\$198.3	\$293.8	\$52.5	\$26.7	\$55.9
11/4/16	Clio Cosmetics Co., Ltd.	\$35.89	4.5	\$161.4	\$65.9	\$0.0	\$142.7	\$32.2	\$23.9	\$33.0
11/19/15	Duluth Holdings Inc.	\$12.00	6.7	\$80.0	\$74.4	\$12.7	\$261.2	\$27.8	\$15.6	\$30.0
5/16/14	Jumei International Holding Limited	\$22.00	11.1	\$395.1	N/A	N/A	N/A	N/A	N/A	N/A
11/21/13	Vince Holding Corp.	\$20.00	10.0	\$200.0	\$467.8	\$502.4	\$752.5	\$53.4	(\$52.1)	\$59.0
5/3/12	Tilly's, Inc.	\$15.50	8.0	\$124.0	\$140.8	\$4.6	\$400.6	\$50.6	\$20.8	\$65.7
3/22/12	Vipshop Holdings Limited	\$6.50	11.0	\$71.5	\$167.4	\$15.7	\$227.1	(\$105.1)	(\$107.3)	(\$103.7)
Median of all IPOs		nm	nm	\$142.7	\$140.8	\$12.7	\$261.2	\$32.2	\$15.6	\$33.0

Multiple year periods are calculated as the average annual return.

■ Highest Return
 ■ Lowest Return
 ■ Median Return

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought
5/17/18	YOOX Net-A-Porter Group S.p.A.	Richemont Italia Holding Spa	\$3,691.7	100%
2/17/17	Blue Nile, Inc.	Bain Capital PE	\$496.7	100%
2/6/17	Megafash Pte Ltd	iFashion Group Pte. Ltd.	\$2.2	100%
1/3/17	21 Three Clothing Company Ltd	boohoo.com plc (nka:boohoo group plc)	\$4.2	100%
12/30/16	Shoebuy.com, Inc.	Jet.com, Inc.	\$70.0	100%
5/9/16	The Mountain Corporation	Gladstone Investment Corp.	\$0.0	100%
4/19/16	Southern Tide, LLC	Oxford of South Carolina	\$85.0	100%
1/7/16	Gilt Groupe, Inc.	Hudson's Bay Company	\$250.0	100%
9/30/15	zulily, Inc.	QVC, Inc.	\$2,493.6	100%
7/13/15	Orchard Brands Corp.	Bluestem Brands, Inc.	\$410.0	100%
6/1/15	Karmaloop, Inc.	CapX Partners	\$13.0	100%
4/3/15	SkyMall, LLC	C&A Marketing Inc.	\$1.9	100%

 USA

 International

 Highest

 Lowest

 Median

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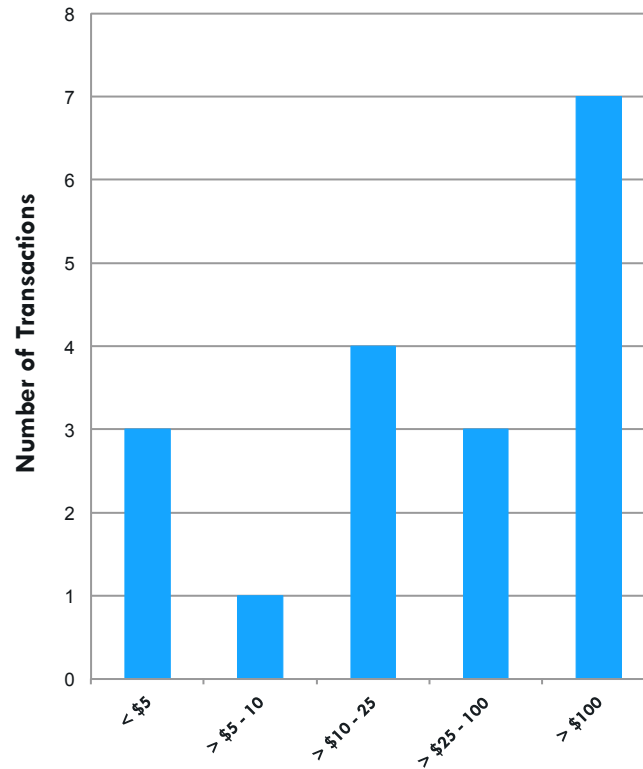
Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

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Transaction Date	Target	Acquirer	Transaction Size	% Bought
3/31/15	MUSE & Co. Ltd.	Mixi, Inc.	\$14.7	94%
3/6/15	LogoSportswear, Inc.	Gladstone Investment Corp.	\$9.7	100%
12/12/14	Shoes.com, Inc.	Shoes.com Technologies	\$11.5	100%
9/5/14	Surfstitch Pty Ltd.	N/A	\$35.7	100%
8/5/14	M and M Direct Limited	BESTSELLER A/S	\$237.8	100%
7/11/14	Shoes.com, Inc.	Hardy Capital Partners	\$140.0	100%
6/30/14	Healthy Directions, LLC	Helen of Troy Limited	\$195.9	100%
Median of the 19 M&A Transaction Targets			\$35.7	94%

USA
 International
 Highest
 Lowest
 Median

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions) as of September 30, 2018



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Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt —Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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