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ALLIANCE**

EST. 1999

Mergers &
Acquisitions

Capital
Raise

Strategic
Advisory

Apparel, Accessories & Footwear

Market Monitor

Spring 2024


Proven Track Record of Successful Transactions

We provided investment banking services for


BEYOND YOGA 

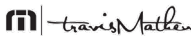
in its acquisition by






has raised capital from Private Investors to support

Simple 





has been acquired by




JOHNNY WAS

has been acquired by

 ENDEAVOUR



has been acquired by



Hurley 

has been acquired by



EXOFFICIO

has been acquired by




from




neff 

received an equity investment from

MARLIN  EQUITY PARTNERS




has been acquired by



RVCA


has been acquired by







received an investment from






has been acquired by






has been acquired by

Rays Group USA
a subsidiary of
Rays The Glorious Holdings Ltd.




has been acquired by

Private Investors



has been acquired by



EXPERIENCE

Proven Track Record of Successful Outcomes

- Deep expertise and strong relationships with relevant market participants
- Battle tested process that drives maximum valuation and enhanced terms
- Exclusive focus on private, middle market companies
- A life-cycle approach to client service



Industry Update

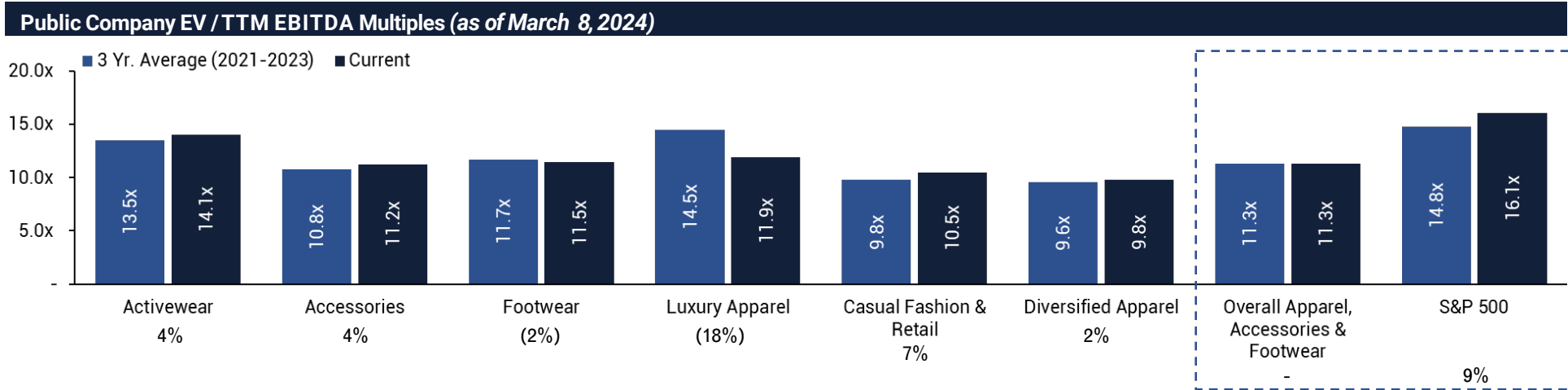
Consumers have faced persistent levels of inflation and high interest rates, greatly impacting personal consumption and spending. Transaction activity in Apparel, Accessories and Footwear companies experienced a continued slowdown in 2023. Despite current headwinds, valuation metrics of publicly-held businesses have rebounded to the average metrics for the three-year period of '21-'23 (see page 5).

Recently, some publicly traded Apparel, Accessories and Footwear companies have announced higher-than-expected earnings for the recent holiday quarter, Q4 2023. Casual fashion brands such as Gap, American Eagle, Abercrombie & Fitch, and Carter's have recently announced earnings that beat estimates. Lower cost/discount retailers such as Kohl's, Burlington, and Dillard's also beat earnings. Companies that have been able to successfully manage inventory levels and provide products at a competitive price are seeing successes in this tough consumer market.

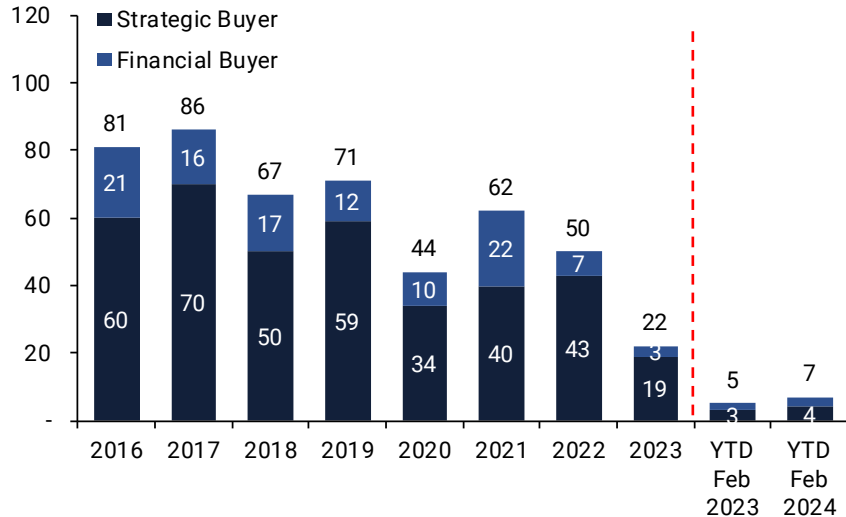
Strongly positioned Apparel, Accessories and Footwear companies with attractive qualities such as high growth, high margins, and effective inventory management will continue to be attractive to both strategic and financial buyers and realize the highest multiples.



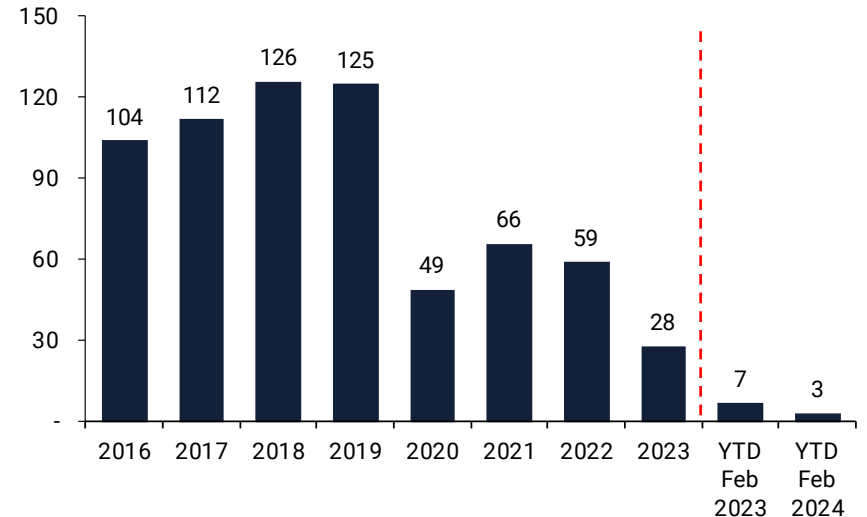
Apparel, Accessories & Footwear (AAF) Public Market Overview



U.S. AAF M&A Transaction Volume by Buyer Type



U.S. AAF Private Placement Transaction Volume



MARKET DATA

Public Company Valuations

\$ in millions, except per share data		3/8/24			TTM Data					NTM Est. Growth		EV Multiple	
Category	Company Name	Share Price	Market Cap	Enterprise Value	Sales	Gross Profit	Gross Margin	EBITDA	EBITDA Margin	Sales	TTM Sales	TTM EBITDA	
Accessories	EssilorLuxottica Société anonyme	\$224.77	\$101,610	\$112,284	\$28,070	\$17,502	62.4%	\$6,897	24.6%	4.3%	4.00x	16.3x	
	Pandora A/S	169.92	13,906	15,341	4,172	3,281	78.6%	1,180	28.3%	8.4%	3.68x	13.0x	
	The Swatch Group AG	237.35	12,144	9,948	9,368	7,970	85.1%	1,878	20.0%	(3.4%)	1.06x	5.3x	
	Tapestry, Inc.	47.08	10,799	12,676	6,727	4,862	72.3%	1,428	21.2%	2.0%	1.88x	8.9x	
	TOD'S S.p.A.	47.07	1,558	2,205	1,230	665	54.0%	138	11.2%	2.7%	1.79x	16.0x	
	Movado Group, Inc.	27.61	610	504	687	383	55.7%	76	11.1%	(0.9%)	0.73x	6.6x	
	Vera Bradley, Inc.	7.36	227	257	485	247	50.9%	20	4.2%	0.3%	0.53x	12.6x	
	Fossil Group, Inc.	0.92	48	372	1,490	721	48.4%	(60)	NA	NA	0.25x	NA	
	Median Average	\$6,178	\$17,613	\$6,076	\$2,831	\$2,001	59.0%	\$659	20.0%	2.0%	1.43x	12.6x	
					\$6,529	\$4,454	63.4%	\$1,445	17.2%	1.9%	1.74x	11.2x	
Activewear	NIKE, Inc.	\$99.16	\$150,240	\$152,490	\$51,542	\$22,657	44.0%	\$6,812	13.2%	3.1%	2.96x	22.4x	
	Lululemon Athletica Inc.	460.39	58,097	58,174	9,186	5,257	57.2%	2,396	26.1%	14.6%	NM	24.3x	
	adidas AG	207.03	36,965	42,616	23,868	11,406	47.8%	1,596	6.7%	2.7%	1.79x	NM	
	PUMA SE	45.39	6,802	8,203	9,508	4,407	46.3%	835	8.8%	2.7%	0.86x	9.8x	
	Columbia Sportswear Company	80.69	4,825	4,468	3,487	1,730	49.6%	462	13.3%	(2.8%)	1.28x	9.7x	
	Under Armour, Inc.	8.44	3,589	4,023	5,769	2,638	45.7%	415	7.2%	(0.2%)	0.70x	9.7x	
	FILA Holdings Corporation	31.15	1,872	2,959	3,077	1,472	47.8%	347	11.3%	2.4%	0.96x	8.5x	
	Median Average	\$6,802	\$37,484	\$8,203	\$9,186	\$4,407	47.8%	\$835	11.3%	2.7%	1.12x	9.8x	
					\$15,205	\$7,081	48.4%	\$1,837	12.4%	3.2%	1.42x	14.1x	
Casual Fashion & Retail	Burlington Stores, Inc.	\$216.25	\$13,827	\$17,707	\$9,709	\$4,125	42.5%	\$872	9.0%	9.8%	1.82x	20.3x	
	The Gap, Inc.	20.92	7,758	11,326	14,889	5,779	38.8%	1,128	7.6%	(0.3%)	0.76x	10.0x	
	Levi Strauss & Co.	18.22	7,251	9,033	6,179	3,516	56.9%	659	10.7%	2.4%	1.46x	13.7x	
	Abercrombie & Fitch Co.	118.64	5,991	6,154	4,281	2,693	62.9%	630	14.7%	5.8%	1.44x	9.8x	
	Gildan Activewear Inc.	34.13	5,757	6,699	3,196	880	27.5%	652	20.4%	2.1%	2.10x	10.3x	
	American Eagle Outfitters, Inc.	22.29	4,403	5,135	5,262	2,025	38.5%	597	11.3%	3.0%	0.98x	8.6x	
	Urban Outfitters, Inc.	41.49	3,850	4,149	5,153	1,727	33.5%	491	9.5%	5.9%	0.81x	8.5x	
	Carter's, Inc.	83.25	3,037	3,750	2,946	1,396	47.4%	394	13.4%	0.7%	1.27x	9.5x	
	Hanesbrands Inc.	5.59	1,963	5,528	5,637	1,945	34.5%	468	8.3%	(4.7%)	0.98x	11.8x	
	Victoria's Secret & Co.	18.12	1,403	4,398	6,182	2,274	36.8%	580	9.4%	(2.1%)	0.71x	7.6x	
	Guess?, Inc.	25.66	1,378	2,437	2,703	1,179	43.6%	292	10.8%	1.9%	0.90x	8.4x	
	Designer Brands Inc.	10.03	570	1,746	3,081	990	32.1%	179	5.8%	(1.0%)	0.57x	9.8x	
	Zumiez Inc.	16.18	321	430	874	280	32.0%	7	0.8%	1.0%	0.49x	NM	
	Lands' End, Inc.	9.29	292	626	1,487	602	40.5%	72	4.8%	(4.7%)	0.42x	8.7x	
	J.Jill, Inc.	24.91	264	503	603	422	70.0%	107	17.7%	1.0%	0.83x	4.7x	
Duluth Holdings Inc.	4.42	152	303	647	325	50.3%	23	3.6%	0.7%	0.47x	13.0x		
Delta Apparel, Inc.	3.13	22	224	388	49	12.7%	(4)	NA	(2.3%)	0.58x	NA		
	Median Average	\$1,963	\$4,149	\$4,149	\$3,196	\$1,396	38.8%	\$468	9.5%	1.0%	0.83x	9.8x	
					\$4,307	\$1,777	41.2%	\$420	9.9%	1.1%	0.98x	10.3x	

MARKET DATA

Public Company Valuations

\$ in millions, except per share data		3/8/24			TTM Data					NTM Est. Growth		EV Multiple	
Category	Company Name	Share Price	Market Cap	Enterprise Value	Sales	Gross Profit	Gross Margin	EBITDA	EBITDA Margin	Sales	TTM Sales	TTM EBITDA	
Diversified Apparel	Ralph Lauren Corporation	\$176.03	\$11,253	\$12,092	\$6,604	\$4,336	65.7%	\$974	14.8%	3.8%	1.83x	12.4x	
	PVH Corp.	134.33	8,011	11,323	9,217	5,253	57.0%	1,144	12.4%	(1.9%)	1.23x	9.9x	
	V.F. Corporation	16.10	6,260	12,612	10,820	5,656	52.3%	1,068	9.9%	(3.6%)	1.17x	11.8x	
	Capri Holdings Limited	46.79	5,454	8,917	5,282	3,430	64.9%	625	11.8%	1.3%	1.69x	14.3x	
	Oxford Industries, Inc.	105.73	1,652	2,002	1,550	977	63.0%	259	16.7%	2.3%	1.29x	7.7x	
	G-III Apparel Group, Ltd.	29.58	1,353	1,855	3,188	1,241	38.9%	321	10.1%	0.4%	0.58x	5.8x	
	Delta Galil Industries Ltd.	45.40	1,166	1,573	1,858	761	40.9%	235	12.7%	NA	0.85x	6.7x	
	Vince Holding Corp.	3.29	41	186	309	129	41.6%	(11)	NA	NA	0.60x	NA	
	Xcel Brands, Inc.	0.00	18	20	20	11	54.0%	(15)	NA	(28.4%)	1.01x	NA	
	Median Average	\$1,652	\$3,912	\$2,002	\$3,188	\$2,421	54.0%	\$321	12.4%	0.4%	1.17x	9.9x	
							53.2%	\$511	12.6%	(3.7%)	1.14x	9.8x	
Footwear	Deckers Outdoor Corporation	\$912.20	\$23,415	\$22,038	\$4,120	\$2,242	54.4%	\$944	22.9%	10.5%	NM	23.3x	
	Skechers U.S.A., Inc.	60.05	9,204	10,006	8,000	4,152	51.9%	968	12.1%	10.0%	1.25x	10.3x	
	ASICS Corporation	43.22	7,868	8,003	4,047	2,106	52.0%	506	12.5%	1.0%	1.98x	15.8x	
	Crocs, Inc.	125.04	7,565	9,412	3,962	2,210	55.8%	1,100	27.8%	4.4%	2.38x	8.6x	
	Steven Madden, Ltd.	41.99	3,107	3,045	1,982	832	42.0%	238	12.0%	11.4%	1.54x	12.8x	
	Caleres, Inc.	37.37	1,327	2,085	2,817	1,238	44.0%	248	8.8%	1.9%	0.74x	8.4x	
	Wolverine World Wide, Inc.	10.00	797	1,728	2,243	873	38.9%	64	2.9%	(23.6%)	0.77x	NM	
	Weyco Group, Inc.	28.60	270	207	318	143	44.9%	44	13.8%	NA	0.65x	4.7x	
	Rocky Brands, Inc.	27.11	201	375	462	179	38.7%	48	10.5%	(2.2%)	0.81x	7.8x	
	Median Average	\$3,107	\$5,973	\$3,045	\$2,817	\$1,238	44.9%	\$248	12.1%	3.1%	1.03x	9.4x	
							47.0%	\$462	13.7%	1.7%	1.26x	11.5x	
Luxury Apparel	LVMH Moët Hennessy - Louis Vuitton	\$924.80	\$461,951	\$494,124	\$95,228	\$65,521	68.8%	\$27,932	29.3%	4.2%	NM	17.7x	
	Hermès International Société	2,531.74	264,666	255,293	14,841	10,730	72.3%	7,097	47.8%	11.5%	NM	NM	
	Christian Dior SE	876.20	158,076	233,937	95,228	65,521	68.8%	29,503	31.0%	NA	2.46x	7.9x	
	Kering SA	456.87	56,004	72,091	21,627	16,499	76.3%	6,191	28.6%	1.5%	3.33x	11.6x	
	Moncler S.p.A.	73.45	19,853	19,603	3,299	2,543	77.1%	1,114	33.8%	6.2%	NM	17.6x	
	Burberry Group plc	16.17	5,765	6,915	3,838	2,703	70.4%	879	22.9%	1.3%	1.80x	7.9x	
	Hugo Boss AG	61.30	4,230	5,361	4,640	2,853	61.5%	831	17.9%	5.7%	1.16x	6.4x	
	Canada Goose Holdings Inc.	12.94	1,251	1,690	961	662	68.9%	117	12.2%	5.9%	1.76x	14.4x	
		Median Average	\$37,929	\$121,475	\$45,847	\$9,740	\$6,791	69.7%	\$3,653	29.0%	5.7%	1.80x	11.6x
							70.5%	\$9,208	27.9%	5.2%	2.10x	11.9x	
Overall Apparel, Accessories & Footwear		Median Average	\$4,317	\$5,248	\$4,005	\$2,065	50.6%	\$543	12.2%	1.9%	1.06x	9.8x	
			\$26,246	\$29,365	\$9,282	\$5,486	51.9%	\$1,965	14.8%	1.5%	1.32x	11.2x	

TRANSACTION DATA

Select, Recent M&A Activity

\$ in millions

Close Date	Target	Investor	Short Description	Implied EV	EV/ Revenue	EV/ EBITDA
Feb-24	Mission Statement Apparel, LLC	Ecofashion Corp SPC	Manufactures women's apparel	-	-	-
Feb-24	Rowing Blazers Ltd.	Burch Creative Capital LLC	Manufactures apparel and accessories	-	-	-
Feb-24	Oiselle Running, Inc.	Janji, Llc	Manufactures women's running apparel	-	-	-
Feb-24	Original Watermen, Inc.	Hepco Capital Management LLC	Manufactures lifeguard and swim instructor uniforms	-	-	-
Jan-24	Tb12, Inc./B Brand Apparel LLC	NOBULL, LLC	Manufactures sports and performance apparel and accessories	-	-	-
Jan-24	Sperry Top-Sider, Inc.	Authentic Brands Group, Inc.	Manufactures footwear	\$70.0	0.34x	-
Jan-24	Augusta Sportswear, Inc.	Platinum Equity, LLC	Manufactures active wear and spirit wear	-	-	-
Dec-23	Centerline Athletics, LLC	Civile Apparel LLC	Manufactures performance-focused pickleball apparel	-	-	-
Oct-23	Brio Holding Group inc.	DRYWORLD Industries Inc.	Manufactures women's apparel	-	-	-
Sep-23	Revant LLC	Nolk enterprise inc.	Manufactures lens and sunglasses	-	-	-
Sep-23	Steven Kretchmer Design, Inc.	Envela Corporation	Manufactures jewelry products	\$0.3	-	-
Sep-23	Draper James, LLC	Consortium Brand Partners, Llc, Asset Management Arm	Designs apparel and accessories	-	-	-
Sep-23	33 Symbols Inc.	33 Entertainment Inc.	Manufactures apparel and caps	-	-	-
Jul-23	Uncommon Chef Apparel	Fabian Couture Group LLC	Manufactures chef apparel and aprons	-	-	-
Jun-23	Skeleton Optics, Inc	Stronger Leadership, LLC	Manufactures sunglasses and lifestyle products	-	-	-
Jun-23	Bala Footwear, INC	Careismatic Brands, LLC	Manufactures footwear for healthcare worker	-	-	-

Select, Recent Private Placement Activity

<i>\$ in millions</i>				
Close Date	Target	Investor	Short Description	Transaction Value
Mar-24	Hari Mari, LLC	DWBI Investments, LLC; Montgomery Capital	Manufactures footwear	\$10.4
Feb-24	True Collective LLC	Private Investor	Manufactures golf shoes and apparel	\$1.0
Jan-24	Eastside Golf, LLC	EP Golf Ventures, LLC	Manufactures golf wear apparel	\$3.4
Nov-23	ICU Eyewear, Inc.	Private Investor	Manufactures eyewear and sunglasses	\$15.0
Oct-23	Death Comes Lifting LLC	Private Investor	Manufactures apparel	\$0.0
Oct-23	Pair Eyewear, Inc.	New Enterprise Associates, Inc.; Javelin Ventures	Manufactures customizable eyeglasses for kids	\$75.0
Oct-23	NOBULL, LLC	Private Investor	Manufactures men and women's athletic footwear, apparel, and accessories	\$70.0
Jul-23	R.A.D Future Inc.	Highpost Capital, LLC; HIPstr I	Manufactures shoes and apparel	-
Jul-23	Snaps Clothing Co.	Morrison Seger Venture Capital Partners	Offers traditional western wear and today's modern menswear	-
Jun-23	Pashion Footwear Inc.	Private Investor	Manufactures footwear for women	\$0.5
Jun-23	Jaya Apparel Group, LLC	BVP Management Company, LLC	Manufactures fashion apparel for children, juniors, and women	-
Jun-23	Fie Isolde LLC	Private Investor	Designs fine jewelry	\$0.5
Jun-23	Volee, Inc.	Private Investor	Manufactures women's volleyball footwear, apparel, and equipment	\$1.0
Jun-23	Ten Thousand, Inc.	Blue Scorpion Investments; Provenance Management	Manufactures mens performance apparel for athletics and weightlifting sports	\$21.5

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The Right Capital

Capital is a commodity ... the investor behind the capital is targeted based on our clients' objectives

Senior Banker Immersion

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Services & Industries

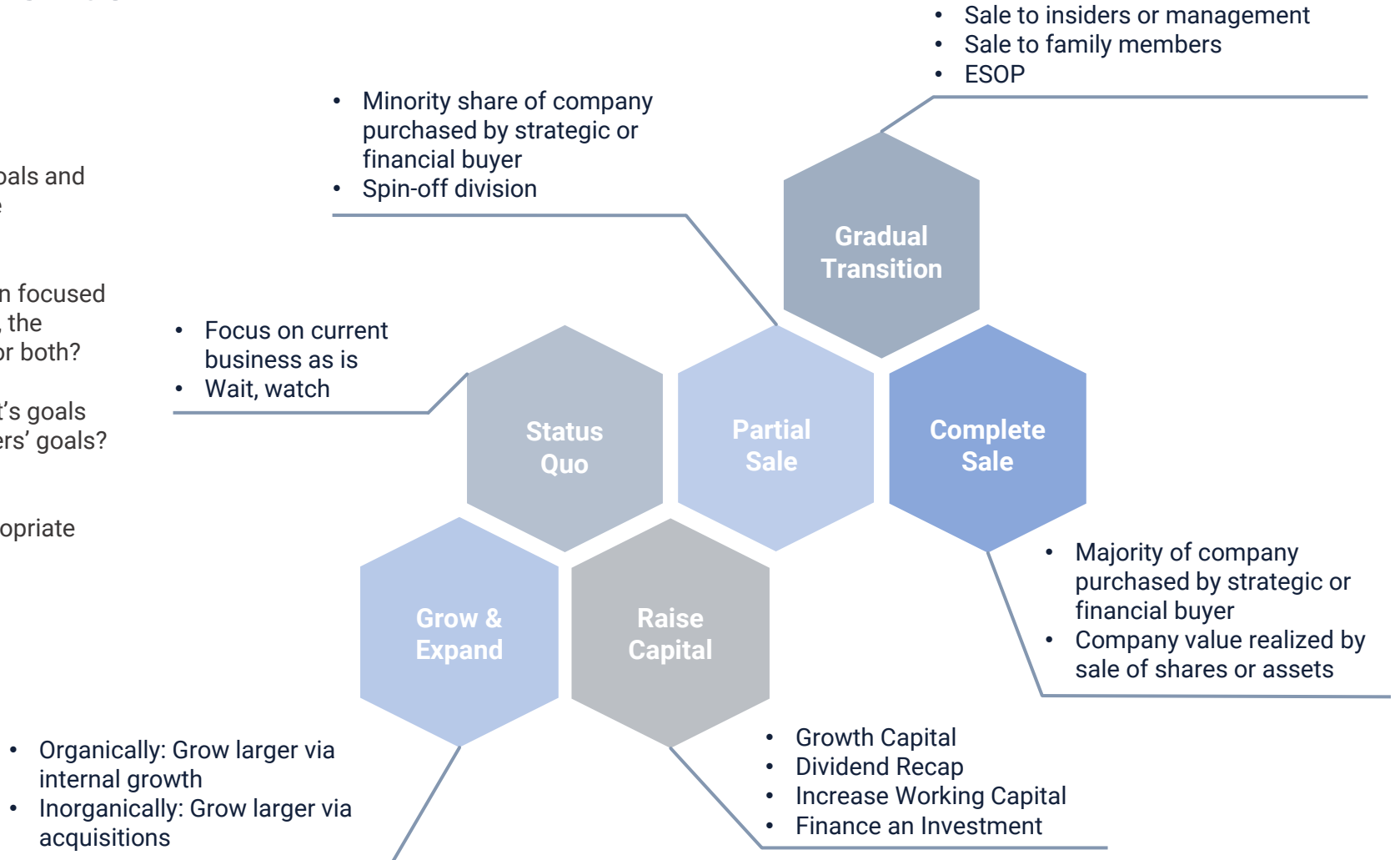
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- Merger and Acquisition Advisory
- Equity and Debt Capital Placement
- Strategic Alternatives Assessment
- Exclusive Sales and Divestitures
- Strategic Planning
- Management Buy-outs
- Recapitalizations



Our Clients

- What are your goals and objectives of the transaction?
- Is the transaction focused on the company, the shareholder(s), or both?
- Do management's goals differ from owners' goals? How so?
- What is the appropriate timing?



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