

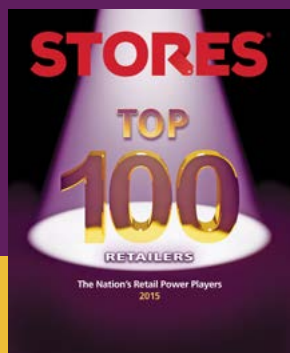
# 2015 POWER PLAYERS

Apparel • Auto Aftermarket • Department Stores • Drug Stores • Electronics and Entertainment • Footwear • General Apparel • Health and Beauty • Home Goods • Home Improvement • Jewelry and Accessories • Mass Merchants • Restaurants • Small Format • Sporting Goods • Supermarkets

See more from STORES Magazine's Top 100 Retailers 2015:  
[nrf.com/top100.](http://nrf.com/top100)

# POWER PLAYERS: APPAREL

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
L Brands	\$7,208,000	\$6,400	4.0%	1,127
Ascena Retail Group	4,713,000	1,200	-1.9	3,834
Chico's FAS	2,691,000	1,700	0.0	1,538
Ann Inc.	2,603,000	2,600	-1.9	1,012
Forever 21	2,194,000	4,500	N.A.	489
The Talbots	1,103,000	2,300	N.A.	470
Kate Spade & Co.	1,038,000	6,300	24.4	166
The Cato Corp.	969,000	700	4.4	1,346
Charlotte Russe	953,000	1,800	N.A.	518
New York & Co.	950,000	1,800	-0.9	515



Source: Kantar Retail

Includes retailers with women as a primary target audience.

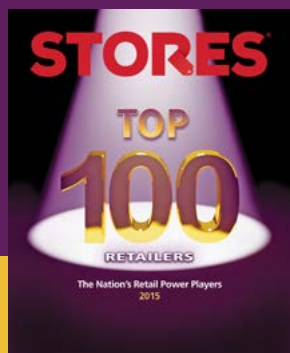
Includes online sales related to apparel segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: AUTO AFTERMARKET

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
AutoZone	\$7,523,000	\$1,500	2.8%	4,947
O'Reilly Automotive	7,216,000	1,700	6.0	4,366
Advance Auto Parts	4,379,000	1,100	2.0	4,098
Pep Boys	2,043,000	2,400	N.A.	864



Source: Kantar Retail

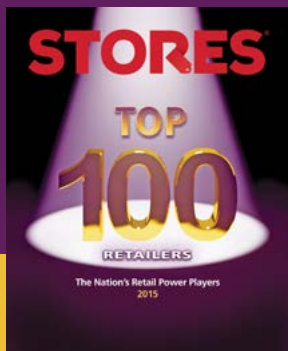
Includes online sales related to Automotive Aftermarket segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: DEPARTMENT STORES

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Macy's	\$28,027,000	\$34,100	0.7%	821
Kohl's	19,023,000	16,400	-0.3	1,162
Sears Holdings	14,486,000	20,500	-4.4	708
Nordstrom	13,259,000	46,900	4.0	283
J.C. Penney Co.	12,184,000	11,500	4.4	1,063
Dillard's	6,490,000	21,900	1.0	297
Hudson's Bay	5,174,000	31,400	7.5	165
Neiman Marcus	4,823,000	55,400	5.5	87
Belk	4,110,000	13,800	1.5	297



Source: Kantar Retail

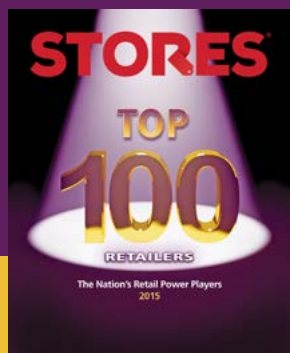
Includes online sales related to Department segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

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## POWER PLAYERS: DRUG STORES

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Walgreen	\$72,671,000	\$8,900	4.9%	8,157
CVS Caremark	67,974,000	8,700	2.1	7,808
Rite Aid	26,528,000	5,800	4.3	4,570
Health Mart Systems	7,623,000	2,200	N.A.	3,419



Source: Kantar Retail

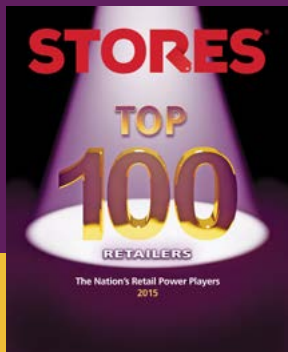
Includes online sales related to Drug Store segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: ELECTRONICS AND ENTERTAINMENT

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Best Buy	\$35,576,000	\$25,100	1%	1,416
Apple Store / iTunes	28,380,000	64,800	N.A.	259
AT&T Wireless	12,960,000	6,000	N.A.	2,156
Verizon Wireless	10,959,000	1,600	N.A.	7,024
Toys "R" Us	7,450,000	6,600	-1	1,132
GameStop	6,225,000	1,500	3	4,198
Barnes & Noble	5,790,000	4,200	-6	1,364



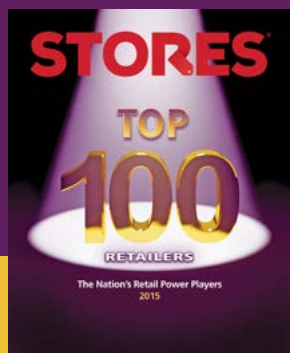
Source: Kantar Retail

Includes online sales related to Electronics and Entertainment segments. Comparable store sales listed for relevant and/or U.S. segments, where reported. Apple totals include e-commerce but sales per store reflect the Apple Store business only. Best Buy sales exclude sales from Pacific Kitchen business. Barnes & Noble comparable store sales exclude College division, but include e-reader and media sales.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: FOOTWEAR

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Foot Locker	\$5,239,000	\$2,200	8.0%	2,369
DSW	2,496,000	5,800	1.8	429
Collective Brands	2,270,000	600	N.A.	3,790
Genesco	2,211,000	900	N.A.	2,508
Brown Shoe Co.	1,671,000	1,500	-3.6	1,119



Source: Kantar Retail

Includes online sales related to Footwear segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

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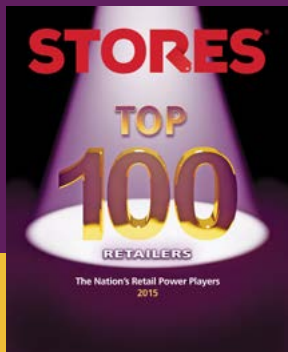
## POWER PLAYERS: GENERAL APPAREL

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
TJX *	\$18,802,000	\$9,100	1.0%	2,071
Gap	13,071,000	5,300	N.A.	2,465
Ross Stores	11,032,000	8,100	3.0	1,361
Burlington Coat Factory	4,707,000	8,900	-0.2	530
Abercrombie & Fitch	3,283,000	4,100	-8.0	798
American Eagle Outfitters	2,895,000	3,100	-5.0	920
The Men's Warehouse	2,790,000	1,700	3.9	1,623
H&M	2,670,000	7,500	N.A.	356
Ralph Lauren	2,665,000	10,600	N.A.	252
Urban Outfitters	2,624,000	5,600	2.0	465
J.Crew Group	2,509,000	5,200	-0.7	480
Express	2,162,000	3,500	-5.0	624

Source: Kantar Retail

Includes online sales related to Apparel segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported. \* Excludes Home Goods.

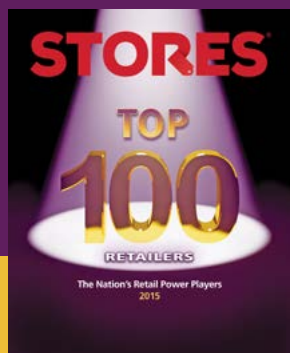


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# POWER PLAYERS: HEALTH AND BEAUTY

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Ulta Salon, Cosmetics & Fragrance	\$3,066,000	\$4,000	9.9%	774
L Brands (Bath & Body Works)	3,095,000	2,000	N.A.	1,558
Sally Beauty Holdings	2,732,000	700	2.0	3,887
Sephora (LVMH)	1,561,000	5,100	N.A.	304



Source: Kantar Retail

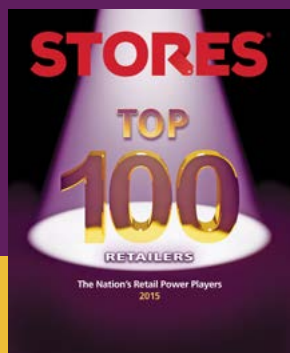
Includes online sales related to Health and Beauty segments.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: HOBBY AND CRAFT

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Michaels Stores	\$4,277,000	\$3,700	1.7	1,170
Guitar Center	2,773,000	6,900	N.A.	403
Hobby Lobby Stores	2,563,000	4,000	N.A.	638
Jo-Ann Stores	2,436,000	2,900	N.A.	833
A.C Moore Arts & Crafts	446,000	3,300	N.A.	135



Source: Kantar Retail

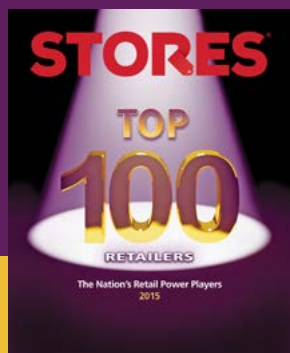
Includes online sales related to Hobby and Craft supplies segments.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

## POWER PLAYERS: HOME GOODS

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Bed Bath & Beyond	\$11,781,000	\$8,100	2.4%	1,463
Ikea North America Svcs.	4,611,000	115,300	N.A.	40
Williams-Sonoma	4,591,000	7,700	7.1	594
TJX (Home Goods)	3,372,000	7,000	N.A.	481
Pier 1 Imports	1,722,000	1,800	4.7	984



Source: Kantar Retail

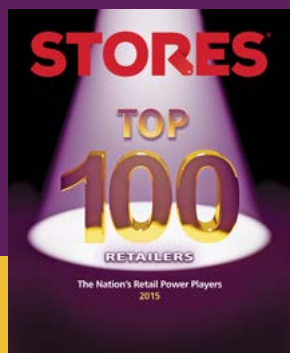
Includes online sales related to Home Goods segments.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: HOME IMPROVEMENT

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
The Home Depot	\$74,203,000	\$37,800	6.1%	1,965
Lowe's Companies	54,805,000	30,600	4.3	1,793
Ace Hardware	14,299,000	3,400	N.A.	4,251
Menard	9,689,000	33,800	N.A.	287



Source: Kantar Retail

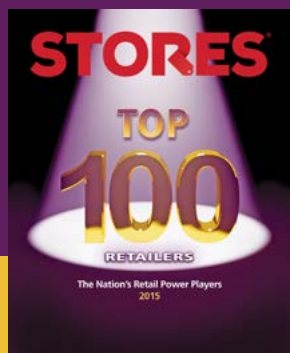
Includes online sales related to Home Improvement segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).

# POWER PLAYERS: JEWELRY AND ACCESSORIES

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Signet Jewelers	\$5,251,000	\$1,800	4.8%	2,868
Coach	2,674,000	4,900	-15.0	542
Tiffany & Co.	1,828,000	19,200	5.0	95
Claire's Stores	1,015,000	600	-2.2	1,708
Helzberg's Diamond Shops	824,000	3,500	N.A.	233



Source: Kantar Retail

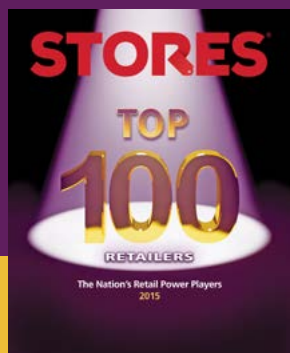
Includes online sales related to Jewelry segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

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# POWER PLAYERS: MASS MERCHANTS

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Wal-Mart Stores	\$334,470,000	\$74,400	0.5%	4,496
Costco	79,694,000	171,800	5.0	464
Target	72,618,000	40,600	1.3	1,790
Amazon.com	49,353,000	N.A.	N.A.	N.A.



Source: Kantar Retail

Includes online sales related to Mass, Club and Supercenter segments. Comparable store sales listed for relevant and/or U.S. segments, where reported. All comparable store sales exclude fuel. Wal-Mart figures exclude their supermarket businesses (Neighborhood Market, Marketside and Supermercado).

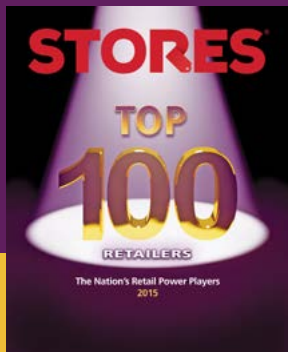
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# POWER PLAYERS: RESTAURANTS

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
McDonald's	\$35,447,000	\$2,500	-2%	14,350
YUM! Brands	19,727,000	1,100	N.A.	17,326
Doctor's Assoc. / Subway	13,389,000	500	N.A.	27,062
Starbucks	10,604,000	800	6	12,560
Wendy's	8,886,000	1,500	2	5,750
Burger King Worldwide	8,517,000	1,200	2	7,128
Dunkin' Brands Group	7,720,000	700	2	3,419
DineEquity	7,137,000	2,100	N.A.	3,449
Darden Restaurants	6,259,000	2,900	N.A.	2,174
Chick-fil-A	5,936,000	3,100	N.A.	1,890
Jack in the Box	4,781,000	1,700	N.A.	2,888
Panera Bread Company	4,487,000	2,400	1	1,880
Domino's Pizza	4,116,000	800	8	5,067
Chipotle Mexican Grill	4,069,000	2,300	17	1,766
Sonic	4,033,000	1,100	4	3,518
Bloomin' Brands	3,833,000	3,000	2	1,288
Brinker International	3,596,000	2,700	1	1,308

Source: Kantar Retail

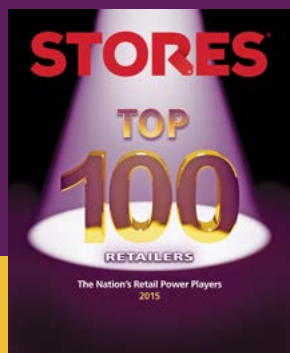
Comparable store sales listed for relevant and/or U.S. segments, where reported.



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## POWER PLAYERS: SMALL FORMAT

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Dollar General	\$18,910,00	\$1,600	2.8%	11,789
Family Dollar Stores	10,489,000	1,300	-2.1	8,042
Dollar Tree	8,390,000	1,600	4.4	5,157
Big Lots	5,177,000	3,500	1.8	1,460



Source: Kantar Retail

Includes online sales related to value segments.

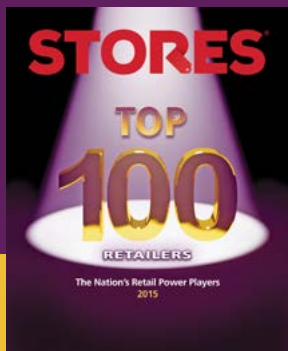
Comparable store sales listed for relevant and/or U.S. segments, where reported.

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## POWER PLAYERS: SPORTING GOODS

Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
Dick's Sporting Goods	\$6,811,000	\$9,800	2.4%	695
Academy Ltd.	3,616,000	19,000	N.A.	190
Sports Authority	3,539,000	7,600	N.A.	468
Cabela's	3,085,000	54,100	-12.3	57
Bass Pro Shops	2,774,000	41,400	N.A.	67
The Finish Line	1,821,000	2,600	3.2	708
Recreational Equipment Inc.	1,607,000	11,600	4.2	138
Gander Mountain Co.	1,322,000	8,800	N.A.	150
Big 5 Sporting Goods	978,000	2,200	-2.9	439
Hibbett Sports	913,000	900	2.9	988
Modell's Sporting Goods	788,000	5,200	N.A.	151



Source: Kantar Retail

Includes online sales related to Sporting Goods and Outdoor segment.

Comparable store sales listed for relevant and/or U.S. segments, where reported.

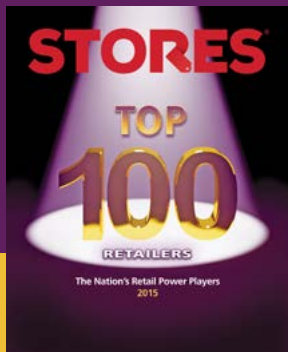
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# POWER PLAYERS: SUPERMARKETS

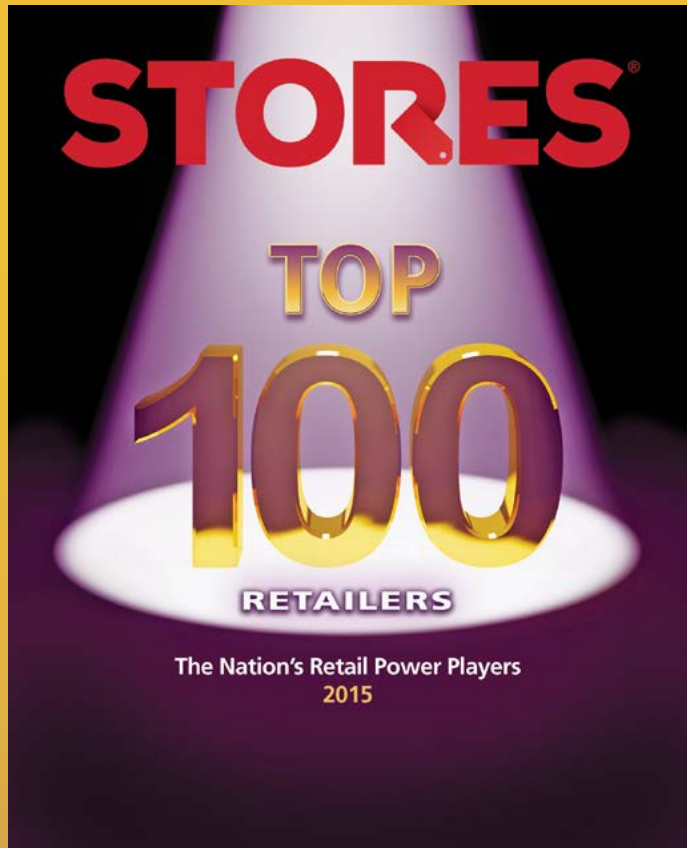
Company	2014 USA Retail Sales (000)	Sales per Store (000)	Comp-store Change % Sales	USA Stores
The Kroger Co.	\$93,324,000	\$37,400	5.2%	2,493
Safeway	36,330,000	27,400	2.8	1,326
Publix Super Markets	30,560,000	23,600	5.4	1,296
Ahold USA / Royal Ahold	25,976,000	33,800	0.1	768
H-E-B Grocery	19,819,000	62,500	N.A.	317
Albertsons	19,458,000	17,600	N.A.	1,108
Delhaize America	17,069,000	12,500	4.4	1,361
WakeFern / ShopRite	14,985,000	45,400	N.A.	330
Whole Foods Market	13,642,000	35,800	4.3	381
Aldi	11,728,000	8,500	N.A.	1,376
SUPERVALU	11,499,000	7,400	3.3	1,557
Bi-Lo	10,362,000	13,000	N.A.	800
Trader Joe's	9,388,000	21,000	N.A.	447

Source: Kantar Retail

Includes online sales related to Grocery segment. Comparable store sales listed for relevant and/or U.S. segments, where reported. Comparable store sales exclude fuel where available. Sales exclude any wholesale businesses. This segment includes “value” super-markets such as Aldi, Trader Joe's, Save-A-Lot, Bottom Dollar and Price Rite. Some retailers have convenience store businesses; in those instances, fuel sales have been removed. Kroger's sales exclude sales from Supercenter (Fred Meyer) and Jewelry.



See more from STORES Magazine's Top 100 Retailers 2015: [nrf.com/top100](http://nrf.com/top100).



# 2015 POWER PLAYERS

Power Players are retailers with 2014 U.S. sales equal to or greater than 10 percent of the sales of the category leader. See all the companies on STORES Magazine's annual list of Top 100 Retailers: [nrf.com/top100](http://nrf.com/top100).