

THE TOP 100 FASTEST-GROWING OMNICHANNEL RETAILERS

Rank	Company	2012 FY Sales	2013 FY Sales	Percentage Change
1	Michael Kors	\$1,237,100,000	\$2,094,757,000	69.33%
2	Wolverine Worldwide	\$1,640,838,000	\$2,691,100,000	64.01%
3	PVH Corp.	\$5,540,821,000	\$7,806,140,000	40.88%
4	Ascena Retail	\$3,353,300,000	\$4,714,900,000	40.60%
5	Conn's	\$714,267,000	\$991,840,000	38.86%
6	Restoration Hardware	\$1,193,046,000	\$1,550,961,000	30.00%
7	Under Armour	\$1,834,921,000	\$2,332,051,000	27.09%
8	Charles & Colvard	\$22,450,498	\$28,487,187	26.89%
9	Black Diamond Equipment	\$48,801,000	\$60,405,000	23.78%
10	Lumber Liquidators	\$813,327,000	\$1,000,240,000	22.98%
11	Gaiam	\$127,242,000	\$155,463,000	22.18%
12	Amazon.com	\$61,093,000,000	\$74,452,000,000	21.87%
13	Kate Spade & Company (formerly Fifth and Pacific)	\$1,043,403,000	\$1,264,935,000	21.23%
14	ULTA	\$2,220,256,000	\$2,670,573,000	20.28%
15	Bassett Furniture	\$269,672,000	\$321,286,000	19.14%
16	Overstock.com	\$1,099,289,000	\$1,304,217,000	18.64%
17	SKECHERS	\$1,560,321,000	\$1,846,361,000	18.33%
18	Joe's Jeans	\$118,642,000	\$140,183,000	18.16%
19	Tumi	\$398,551,000	\$467,438,000	17.28%
20	lululemon athletica	\$1,370,358,000	\$1,591,188,000	16.11%
21	Vitacost.com	\$330,680,000	\$382,744,000	15.74%
22	The Finish Line	\$1,443,365,000	\$1,670,410,000	15.73%
23	Cabela's	\$2,778,903,000	\$3,205,632,000	15.36%
24	Bed Bath & Beyond	\$9,499,890,000	\$10,914,585,000	14.89%
25	Francesca's	\$296,373,000	\$340,325,000	14.83%
26	Vitamin Shoppe	\$950,902,000	\$1,087,469,000	14.36%
27	Fossil	\$2,857,508,000	\$3,259,971,000	14.08%
28	eBay	\$14,072,000,000	\$16,047,000,000	14.03%
29	Keurig Green Mountain	\$3,859,198,000	\$4,358,100,000	12.93%
30	CafePress	\$217,786,000	\$245,856,000	12.89%
31	Nautilus	\$193,926,000	\$218,803,000	12.83%
32	Blue Nile	\$400,035,000	\$450,008,000	12.49%
33	PriceSmart	\$1,999,364,000	\$2,239,266,000	12.00%
34	MarineMax	\$524,456,000	\$584,497,000	11.45%
35	Haverty Furniture	\$670,073,000	\$746,090,000	11.34%

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36	Carter's	\$2,381,734,000	\$2,638,711,000	10.79%
37	Tractor Supply Co.	\$4,664,120,000	\$5,164,784,000	10.73%
38	Urban Outfitters	\$2,794,925,000	\$3,086,608,000	10.44%
39	Decker's Outdoor Corp.	\$1,414,398,000	\$1,556,618,000	10.06%
40	Dollar General	\$16,022,128,000	\$17,504,167,000	9.25%
41	Apple	\$156,508,000,000	\$170,910,000,000	9.20%
42	ValueVision Media (ShopHQ)	\$586,820,000	\$640,489,000	9.15%
43	99-Cent Only Stores	\$1,531,696,000	\$1,668,651,000	8.94%
44	O'Reilly Automotive	\$1,488,385,000	\$1,621,234,000	8.93%
45	Dover Saddlery	\$86,342,000	\$93,843,000	8.69%
46	Williams-Sonoma	\$4,042,870,000	\$4,387,889,000	8.53%
47	Nike	\$23,331,000,000	\$25,313,000,000	8.50%
48	GNC	\$2,430,000,000	\$2,630,300,000	8.24%
49	Zumiez	\$669,393,000	\$724,337,000	8.21%
50	La-Z-Boy	\$1,231,676,000	\$1,332,525,000	8.19%
51	Tandy Leather Factory	\$72,720,624	\$78,284,585	7.65%
52	Oxford Industries	\$855,542,000	\$917,097,000	7.19%
53	Steve Madden	\$1,227,072,000	\$1,314,223,000	7.10%
54	Neiman Marcus	\$4,345,374,000	\$4,648,249,000	6.97%
55	The Sherwin-Williams Company	\$9,534,462,000	\$10,185,532,000	6.83%
56	Coach	\$4,763,180,000	\$5,075,390,000	6.55%
57	Dick's Sporting Goods	\$5,836,119,000	\$6,213,173,000	6.46%
58	Harley-Davidson	\$4,942,582,000	\$5,258,290,000	6.39%
59	CDW	\$10,128,200,000	\$10,768,600,000	6.32%
60	AutoZone	\$8,603,863,000	\$9,147,530,000	6.32%
61	Tiffany & Co.	\$3,794,249,000	\$4,031,130,000	6.24%
62	Crocs	\$1,123,301,000	\$1,192,680,000	6.18%
63	Tilly's	\$467,291,000	\$495,837,000	6.11%
64	Dollar Tree	\$7,394,500,000	\$7,840,300,000	6.03%
65	Advance Auto Parts	\$1,329,201,000	\$1,408,813,000	5.99%
66	Costco	\$97,062,000,000	\$102,870,000,000	5.98%
67	The TJX Companies	\$25,878,372,000	\$27,422,696,000	5.97%
68	Lowe's	\$50,521,000,000	\$53,417,000,000	5.73%
69	Signet Jewelers	\$3,983,400,000	\$4,209,200,000	5.67%
70	The Home Depot	\$74,754,000,000	\$78,812,000,000	5.43%

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71	Ross Stores	\$9,721,065,000	\$10,230,353,000	5.42%
72	Foot Locker	\$6,182,000,000	\$6,505,000,000	5.22%
73	Office Depot	\$10,695,652,000	\$11,242,000,000	5.11%
74	V.F. Corporation	\$10,766,020,000	\$11,302,350,000	4.98%
75	ANN Inc.	\$2,375,509,000	\$2,493,491,000	4.97%
76	DSW	\$2,257,778,000	\$2,368,668,000	4.91%
77	Rocky Mountain Chocolate Factory	\$34,627,000	\$36,315,000	4.87%
78	Estee Lauder	\$9,713,600,000	\$10,181,700,000	4.82%
79	HSN Inc.	\$3,266,739,000	\$3,403,983,000	4.20%
80	Hibbett Sports	\$818,700,000	\$851,965,000	4.06%
81	1-800-Flowers.com	\$707,517,000	\$735,497,000	3.95%
82	Pier 1 Imports	\$1,704,885,000	\$1,771,743,000	3.92%
83	Nordstrom	\$11,762,000,000	\$12,166,000,000	3.43%
84	Tupperware	\$2,583,800,000	\$2,671,600,000	3.40%
85	Lifetime Brands	\$486,842,000	\$502,721,000	3.26%
86	Gap	\$15,651,000,000	\$16,148,000,000	3.18%
87	Tuesday Morning	\$812,782,000	\$838,314,000	3.14%
88	Sport Chalet	\$349,883,000	\$360,645,000	3.08%
89	L Brands	\$10,458,651,000	\$10,773,199,000	3.01%
90	CVS	\$123,120,000,000	\$126,761,000,000	2.96%
91	PC Connection	\$2,158,873,000	\$2,221,638,000	2.91%
92	Liberty Interactive Corp. (QVC)	\$10,018,000,000	\$10,307,000,000	2.88%
93	Express	\$2,157,227,000	\$2,219,125,000	2.87%
94	Sally Beauty Supply	\$3,523,644,000	\$3,622,216,000	2.80%
95	Kirkland's	\$448,365,000	\$460,563,000	2.72%
96	Select Comfort	\$934,978,000	\$960,171,000	2.69%
97	American Apparel	\$617,310,000	\$633,941,000	2.69%
98	Stein Mart	\$1,232,366,000	\$1,263,571,000	2.53%
99	Calloway's Nursery	\$45,551,000	\$46,644,000	2.40%
100	PetSmart	\$6,758,237,000	\$6,916,627,000	2.34%