

Monitor

Grocery

VOLUME

249

FOOD FIGHT

Amazon's purchase of Whole Foods rattles the hyper-competitive grocery industry, where pricing pressures are leading to lower profits and further consolidation

ONLINE VS. IN LINE

Online spending on food and beverages is expected to continue to grow to reach close to 20% of total by 2025

PRICE CHECK

Grocery retailers' price investments to drive traffic coupled with food price deflation has pressured profitability

AISLES OF OPTIONS

Non-traditional players such as drug stores, dollar stores, and discounters have been stealing grocery market share

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RIGHT
ON THE
MONEY 

Deals are a moving target. A constantly shifting mix of people, numbers, and timing. We're here to simplify this process for you. Our experts are dedicated to tracking down and flushing out the values you need, even on the most complex deals. So when the time comes to take your shot with Great American, you're always—right on the money.

Monitor Information

GA's *Grocery Monitor* highlights key industry drivers within the grocery sector and their relation to GA's valuation process. GA strives to contextualize important indicators to provide an in-depth perspective of the market. Any comparable store sales illustrated in this monitor reflect figures as they have been reported by public retailers. The methodology for calculating comparable store sales may vary by company. GA welcomes the opportunity to make our expertise available. Should you need any further information or wish to discuss recovery ranges for a particular segment, feel free to contact your GA Business Development Officer.

The information contained herein is based on a composite of GA's industry expertise, contact with industry personnel, liquidation and appraisal experience, and data compiled from a variety of well-respected sources believed to be reliable. GA does not make any representation or warranty, expressed or implied, as to the accuracy or completeness of the information contained in this issue. Neither GA nor any of its representatives shall be liable for use of any of the information in this issue or any errors therein or omissions therefrom.

Experience

GA is one of the largest liquidators of retail inventory and has been involved in a variety of liquidations, ranging from the disposition of excess inventory and the closing of underperforming stores, to full-scale liquidations of national retailers with hundreds of stores. GA has experience with full and partial liquidations of companies throughout a variety of retail sectors, including the grocery industry. Examples include A&P, Haggen, The Markets, C&K Markets, and Penn Traffic.

These experiences provide GA with valuable insight into the market trends and the consumer response that can be expected in a liquidation. They give us an understanding as to recovery values that can be achieved for retailers.

GA has also worked with and appraised numerous retailers. While our clients remain confidential, GA's extensive list of appraisal experience includes:

- Many of the country's largest grocery store operators including those with sales in excess of \$10 billion and upwards of 800 stores;
- Smaller regional supermarket chains; and
- Wholesale distributors of grocery products.

In addition to our internal personnel, GA maintains contacts within the retail industry that we utilize for insight and perspective on recovery values.



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About Great American Group

Great American Group is a leading provider of asset disposition solutions and valuation and appraisal services to a wide range of retail, wholesale, and industrial clients, as well as lenders, capital providers, private equity investors, and professional services firms. For more information, please visit www.greatamerican.com.

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