



Media Kit

2026



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RETAILSTAT STORY

RetailStat is a leading provider of financial, credit, and location intelligence for decision-makers in retail and retail real estate. Focused primarily on North American brands, both public and private, RetailStat transforms complex financial and locational data into verified, actionable intelligence that helps organizations move faster and make smarter decisions.

RetailStat collects, validates, and synthesizes proprietary retail credit data, store location intelligence, payment history, and performance metrics. This intelligence supports a diverse client base including consumer packaged goods companies, retailers, commercial real estate owners and developers, investors, and lenders. Clients rely on RetailStat's analyst-driven research and data platforms to evaluate retailer performance, assess risk exposure, identify growth opportunities, and monitor market activity.

RetailStat delivers solutions across three core product segments: RetailStat Financial, RetailStat Grocery, and RetailStat Location. RetailStat Financial provides in-depth credit analysis, proprietary risk ratings, payment history data, Chapter 11 monitoring, and analyst research covering hundreds of public and private retail companies, enabling credit teams, lenders, and suppliers to proactively manage exposure and anticipate financial distress. RetailStat Grocery delivers grocery-specific sales intelligence and market analysis tools, including sales projections, asset-level performance review, store ranking, and competitive benchmarking, helping retailers, developers, and suppliers evaluate store performance and identify whitespace opportunities. RetailStat Location integrates nearly one million points of interest with shopping center intelligence, openings and closings data, demographic overlays, foot traffic insights, and advanced spatial analytics, enabling clients to assess site viability, monitor co-tenancy exposure, analyze competitive overlap, and track store-level changes in real time.

Subscribers can customize their access across platforms, building a portfolio of data, alerts, analyst research, and workflow tools aligned to their specific needs. Offerings include private company coverage, earnings analysis, bankruptcy briefings, supplier payment trends, credit scoring, automated monitoring alerts, retail openings and closings tracking, overlap analysis, and sales per square foot intelligence.

RetailStat also provides consulting and advisory support through its experienced analyst team, delivering tailored insights to help clients mitigate risk, strengthen strategy, and identify growth opportunities.

RetailStat, formerly including brands such as MTN, CreditIntell, and F&D Reports, is headquartered in New York. For more information, visit www.retailstat.com.

Who uses RetailStat's products?

RetailStat's products cater to a diverse range of clientele spanning various industries within the retail ecosystem. Our valued customers include consumer product companies, retailers, retail real estate owners and investors, lenders, and advisory firms.

What Industries does RetailStat serve?

RetailStat specializes in the following industries:

- Retail
- Department Stores
- Footwear
- Housewares & Home Furnishings
- Pharmaceutical, Medical Distributors & Healthcare
- Apparel
- Drug Retailers
- Mattress Grocery
- Jewelry & Accessories
- Restaurants
- Books, Toys & Gaming
- Experiential
- Grocery Wholesale
- Movie Theaters
- Sporting Goods
- Arts & Crafts
- Electronics & Electronics Distributors
- Grocery
- Mass Merchandisers
- Specialty
- Stores & Store Distributors
- Foodservice Distributors
- Improvement & Building Materials
- Pet Care
- Finance
- Convenience
- Facility & Support Services
- Gym, Health & Beauty
- Office & Computer
- Real Estate
- Cruise Lines

FAST FACT SHEET



How many years has RetailStat been in business?

69. RetailStat's roots trace back to 1957, when Information Clearinghouse Inc. was founded in Great Neck, New York. In 2023, CreditIntell, F&D Reports, ARMS, AggData, and MTN were unified under the RetailStat brand. In December 2021, Endicott Growth Equity Partners acquired a majority stake in ICI.



How many companies does RetailStat monitor

Approximately 500. RetailStat's analyst team monitors roughly 500 private and public companies across 30 retail segments. In addition, RetailStat offers nearly 10,000 curated lists providing essential data points sourced from its regularly updated real estate database. ARMS' credit report database includes comprehensive profiles on more than 30,000 industry operators.



How many industries does RetailStat monitor?

More than 30. RetailStat monitors over 30 retail and related industries across financial and locational intelligence categories. For more information on RetailStat's monitored industries, visit www.retailstat.com



Where is RetailStat headquartered?

New York City, New York. RetailStat is based in New York, but has employees situated all over the United States.



Alongside retail, does RetailStat specialize in grocery data?

Yes. RetailStat features a specialized grocery team of 14 seasoned financial analysts and real estate professionals, each with more than a decade of industry experience. The team covers over 100 grocers and conducts approximately 20,000 store visits annually to ensure accurate, on-the-ground intelligence.



How many points of interest make up the POI product datasets?

Millions. RetailStat's POI library comprises more than 9,300 curated lists, including over 1,000 lists updated monthly, more than 1,000 distributor lists, and over 1,000 closed location lists. The dataset spans more than 6,900 locations in the United States and 3,700 locations internationally, with each list containing a minimum of 14 metadata points.



How many reports does RetailStat produce each year?

Thousands. RetailStat's analyst team works around the clock to deliver thousands of comprehensive company and industry analyses throughout the year.



Does RetailStat offer customized studies to meet specific client needs?

Yes. We collaborate closely with our clients to address strategic questions using our data sets, models, and expert insights.



What sets RetailStat apart from similar solutions?

RetailStat's expertise differentiates the platform. Across both financial and locational intelligence, every dataset, workflow tool, report, and advisory engagement is driven and quality-checked by experienced retail analysts and real estate professionals. Clients rely on this expert oversight to make informed, strategic decisions.

LEADERSHIP & SUBJECT MATTER EXPERTS

At RetailStat, our team of media-ready, subject matter experts loves collaborating with publications and influencers to enhance stories with curated, data-driven content. Below are just a few of our experts:

Sondra Scott, Chief Executive Officer



Sondra Scott has been the Chief Executive Officer of RetailStat since 2022, bringing a wealth of experience in executive leadership. Previously, she served as the CEO for the U.S. and Europe at ADEC Innovations, leading a team in providing ESG, environmental, and sustainability strategy solutions. With a robust background, Sondra has held pivotal roles as the COO of Verisk Financial and President of Verisk Maplecroft, as well as various leadership roles at Wood Mackenzie.

Sondra's multifaceted career is complemented by her commitment to environmental and social causes. She serves on the board of Gran Tierra Energy and is the Chairman and Co-Founder of the UK nonprofit Girl Stats, an organization that develops tools, data analytics, and insights to highlight the risks faced by women in global supply chains. She holds a Bachelor's degree in Economics and Earth Sciences from Wesleyan University and a Master's degree in Petroleum Engineering and Economics from the University of Pennsylvania and Institut Français du Pétrole.

Robert Marzo, Head of Content & Analytics



Robert (Bobby) Marzo, Head of Content and Analytics at RetailStat, has been a key member of the executive leadership team since joining in 2004. In his current role, Bobby leads a dynamic team of financial and credit analysts responsible for analyzing the financial health of retailers and advising clients on managing and mitigating risk. He has played a pivotal role in positioning RetailStat as an industry leader by driving continuous improvements in analysis and spearheading the successful launch of cutting-edge financial products and advisory services.

Bobby is widely recognized as an expert in retail and credit risk analysis. With two decades of experience, he has not only contributed to RetailStat's success but has also become a trusted advisor to major CPG companies and landlords worldwide.

Andrew Mearns, Head of Retention



Andrew Mearns joined RetailStat in January 2024 as the Head of Retention. Andrew brings a wealth of experience in building client relationships and helping customers utilize and derive value from data and research products. Before joining RetailStat, Andrew led multiple high-performing teams at S&P Global Market Intelligence, mostly in the fast-moving technology, media, and telecom sectors. It was at S&P Global where Andrew also developed a deep understanding of credit, strategy, and M&A workflows.

Andrew holds a Bachelor's degree in philosophy from the University of Virginia in Charlottesville - where he still resides today. Andrew remains involved with the university as a mentor to undergraduate students and as a fan of their sports teams. He and his wife, Abigail, enjoy spending time with their family and others in their community.



Josh Suffin, Head of Real Estate Services

Josh Suffin joined RetailStat in 2011, where he has held multiple leadership positions and has been instrumental in introducing new marketing initiatives and product offerings, particularly within the retail real estate segment. Through his diligent efforts with key players in the growing customer base, Josh has innovated and created a new array of services and networking events tailored to meet the diverse needs of this industry. Equipped with extensive real estate expertise and an expansive network, he now leads the company's growth efforts within this major sector.

In addition to his professional accomplishments, Josh attained his BA in Entrepreneurship from Hofstra University, laying the foundation for his career in the dynamic realm of business innovation.



Doug Munson, Head of Advisory Business Development

Doug Munson co-founded MTN Retail Advisors, an industry leader in nationwide grocery retail research and data. When RetailStat acquired MTN in 2021, Doug brought specialized experience in identifying and validating potential grocery retail locations, as well as assessing the viability of retail shopping centers. His journey in the grocery industry began in 1986, starting at the store level. Doug held previous positions with Smith's Food's (Kroger) in the Site Location/Real Estate department and with Giant Food Stores as Director of Site Location, where he played a pivotal role in developing real estate strategy for the Giant banner in Pennsylvania and Maryland. Today, Doug leads RetailStat in Consultancy, overseeing the facilitation of site location, customer insight, and market planning services for numerous retailers, landlords, and institutional investors.

Beyond his professional pursuits, Doug earned his BA in Business Administration from the University of Pennsylvania, where his passion for retail and real estate first flourished.



Albert Furst, Executive Vice President

Al Furst joined the RetailStat team in 1998. Over his illustrious 25-year career with RetailStat, Al gained a wealth of expertise in the grocery industry and currently serves as Executive Vice President. In this role, he dedicates his time to providing analysis and credit consulting to numerous consumer product suppliers, landlords, and other creditors. His contributions span various aspects including store expansion, performance evaluation, M&A impact, debt assessment, and solvency analysis. Al's extensive track record includes advising on numerous grocers and grocery wholesalers that underwent acquisitions or faced bankruptcy, showcasing his deep understanding of the industry's complexities.

Alongside his impressive career, Al Furst attended Hofstra University, where he earned his MBA with a specialization in Finance. This educational journey not only deepened his understanding of financial matters but also honed his skills in retail management and data analysis.



Taylor Ricketts, Assistant Vice President

Taylor Ricketts, Assistant Vice President, joined RetailStat in 2018, bringing over 15 years of astute analysis within the grocery and food wholesale sectors. His comprehensive experience spans both CPG environments and consultancy roles, advising clients across real estate and financial sectors. Taylor's expertise lies in discerning grocery trends and identifying sector winners and losers, contributing significantly to improving returns for his clients.

Outside of his professional pursuits, Taylor received his Master's degree in Economics and Finance from the University of North Carolina at Greensboro (UNCG) in 2008. This education, combined with his practical insights, equips him to navigate the intricate dynamics of the retail landscape seamlessly.

OUR VALUES

Transparency

As a leading retail intelligence provider, we ensure an ethical approach informs everything we do. We make sure our clients have trustworthy resources and tools at their disposal to assess risk, analyze trends and make informed decisions.

Integrity

Our clients can count on us for reliable, thoroughly vetted market intelligence and analysis, as well as unflinching data protection and governance practices. Doing the right thing is the only option for every team member at RetailStat.

Client-First

We put our clients' needs first, acting as a responsive, trusted partner to help them gain the insights and understanding they need to move their business forward.

Innovation

By employing experts at the top of their field and maintaining the latest technology capabilities, we're able to deliver the latest in assessment and analytics for retail and retail real estate leaders. Our clients can count on us for the most advanced, efficient methods for optimized decision making.



CUSTOMER TESTIMONIALS

“RETAILSTAT KEEPS ME UPDATED ON A DAILY BASIS OF OUR FINANCIAL LIABILITIES, INCLUDING OUR SMALL & MID-SIZE CUSTOMERS THAT TEND TO FLY UNDER THE RADAR OF SOME OF THE OTHER CREDIT AGENCIES. RETAILSTAT HAS ALL THE BASES COVERED FROM DAILY EMAIL ALERTS, CUSTOMER MARKET INSIGHT REPORTS AS WELL AS A NEWLY UPDATED TRADE HISTORY & PAYMENT TREND SITE.”

CORDERO GUYTON, Ricola 

“WITH LIMITED INTERNAL RESOURCES (HEADCOUNT) MY TEAM WOULD NOT BE ABLE TO CONTINUE TO SUPPORT A GROWING PORTFOLIO WITHOUT ARMS PROVIDING US WITH THEIR SERVICES. BESIDES THE SERVICES THAT ARMS PROVIDES, IT’S THE SUPPORT OF THEIR PEOPLE THAT SETS THEM APART FROM OTHERS. THEY UNDERSTAND AND TRULY CARE ABOUT THE SUCCESS OF THEIR CLIENTS.”

STU STURL, Sargento Foods 

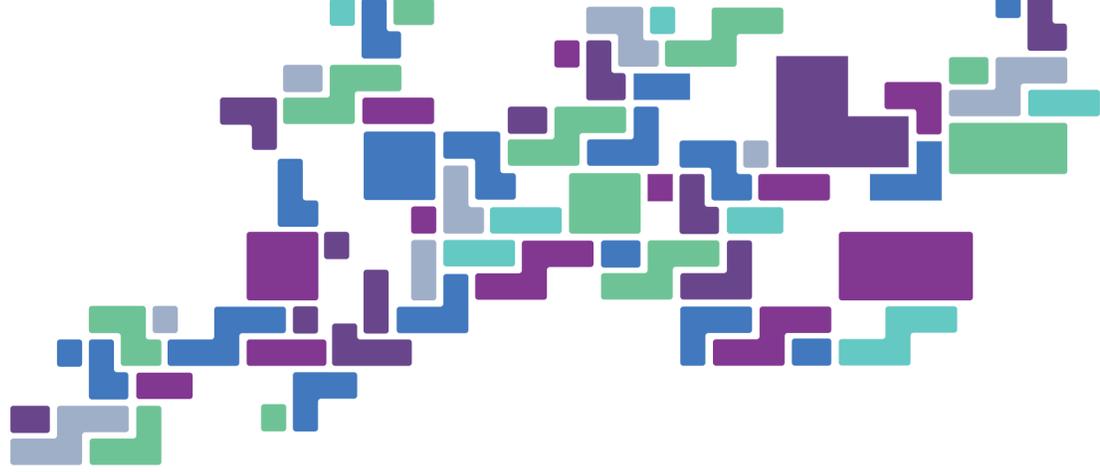
BRANDS THAT TRUST US



REAL CLIENT RESULTS

RetailStat’s early warning systems and analyst-driven credit monitoring have helped clients proactively manage financial exposure across hundreds of retail brands. In recent high-profile restructurings, our team identified escalating risk months before bankruptcy filings, providing timely alerts, detailed analysis, and direct advisory support.

By combining proprietary data with expert interpretation, RetailStat enables clients to adjust credit strategies, mitigate supply chain risk, and navigate market volatility with greater confidence.



CONNECT WITH US TO ACCESS EXCLUSIVE DATA,
SPEAK WITH OUR MEDIA-READY EXPERTS, AND
UNCOVER VALUABLE RESOURCES FOR YOUR
NEXT RETAIL STORY

Contact Courtney Overcash, Senior Marketing Manager
at courtneyo@retailstat.com to request an interview or data source.