

# CONN'S, INC. BANKRUPTCY CASE STUDY

FILED ON 07/23/2024

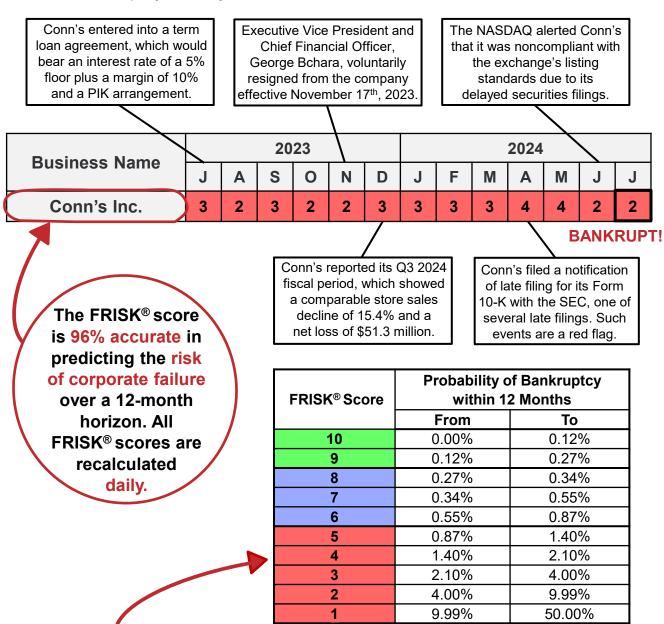


CreditRiskMonitor's warning of Conn's Inc. ("Conn's") bankruptcy risk was determined by a combination of factors:

Monthly Average FRISK® Score	Page 2
The FRISK® Score Components	<u>3</u>
Company Report Detail	4
News Alerts: A Timeline of Concerning News Items	<u>5</u>
Management Discussion and Analysis	<u>6</u>
FRISK® Deep Dive and Adjusted Market Cap Volatility	<u>7</u>
FRISK® Stress Index	<u>8</u>
Peer Analysis on Alternate Suppliers and Customers	9
Quarterly Performance Ratios	<u>10</u>
Quarterly Leverage Ratios	<u>11</u>
Quarterly Liquidity Ratios and Rates of Return	<u>12</u>
Annual Statement of Cash Flows	<u>13</u>
About This Report/Contact CreditRiskMonitor	14

#### MONTHLY AVERAGE FRISK® SCORE

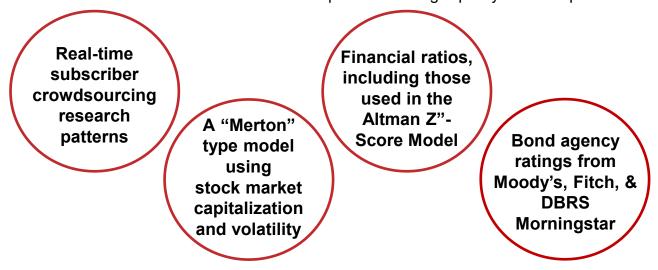
CreditRiskMonitor's FRISK® score had been warning of financial stress at Conn's (NASDAQ: CONN) for more than a year. The company ultimately filed for bankruptcy on July 23, 2024.



While the risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

#### THE FRISK® SCORE COMPONENTS

At the core of CreditRiskMonitor<sup>®</sup> is our **96% accurate FRISK**<sup>®</sup> **score**, which indicates a company's financial stress on a scale of 1 to 10, based on the probability of bankruptcy in a 12-month horizon. The FRISK<sup>®</sup> score incorporates four high-quality data components:



The competitive advantage of our model lies in our non-linear scaling for each data subcomponent and the combination of the above four data components to mitigate the shortcomings of any individual one.

We are the only provider making use of the wisdom of the crowd (our subscribers include nearly 40% of the Fortune 1000 plus thousands of other large corporations worldwide) when assessing bankruptcy risk. Our proprietary <u>crowdsourcing</u> approach assesses the sentiment of risk management professionals based on their aggregate research behaviors within the platform.

#### Why is sentiment important?

- It's independently predictive of bankruptcy
- It's asymmetric to other inputs since the actors involved have access to material, non-public information under their exemption from Regulation Fair Disclosure
- The collective sentiment of risk management professionals directly relates to access to interest-free working capital as trade credit is reduced to companies where there are concerns

Read more in Credit Research Foundation's article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

#### **COMPANY REPORT DETAIL**

#### Conn's Inc

2445 Technology Forest Blvd, Suite 800 THE WOODLANDS, TX 77381 United States

Filed for Bankruptcy on 7/23/2024

Case #24-33357, filed in the U.S. Bankruptcy Court for the Southern District of Texas (Houston)

#### Latest Financial Statements as of 1/31/2024

#### **Business Summary**

Phone: (936) 230-5881

Conn's, Inc. is a specialty retailer of home goods, including furniture and mattresses, appliances, and consumer electronics. The Company offers branded durable consumer goods and related services in addition to proprietary credit solutions for its core consumers. The Company operates in two segments: retail and credit. The retail segment operates primarily through its stores and Website. The retail segment product offerings include furniture and mattresses, home appliances, consumer electronics and home office products from global brands across a wide range of price points. The credit segment offers financing solutions to a large, under-served population of credit-constrained consumers who typically have limited credit alternatives. Its home appliances include refrigerators, freezers, washers, dryers, dishwashers, and ranges. Its furniture and mattresses include furniture and related accessories for the living room, dining room and bedroom, as well as both flat mattresses.

Employees: 4,500 (as of 1/31/2024)

Incorporated: 1/15/2003

Why are these scores different?

Federal Tax Id: 061672840

Ticker: CONN

#### **Credit Score History**

#### 2023 2024 Score/ Index Α S 0 N D M A M J FRISK® Score\* 3 3 3 3 3 2 **DBT Index** 9 9 9 9 9 DBT Z"-Score 3.44 2.84 2.77

FRISK® Scores are month-end

Z"-Score failed to warn of bankruptcy by consistently indicating strong financial health. However, the FRISK® score alerted clients.

The

#### FRISK® Score Analysis

 Probability of bankruptcy within 12 months is 4% to 10%.

are prompt, "cloaking" the

The FRISK® score is a 96% accurate method by which to monitor public company bankruptcy risk.

Payment performance, captured by the Days Beyond Terms (DBT) index, which is very similar to D&B's PAYDEX® score, is not an effective indicator of financial stress for publicly traded companies since they often continue to pay on time right up until their bankruptcy filing. This is what's commonly called the "Cloaking Effect."

## **NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS**

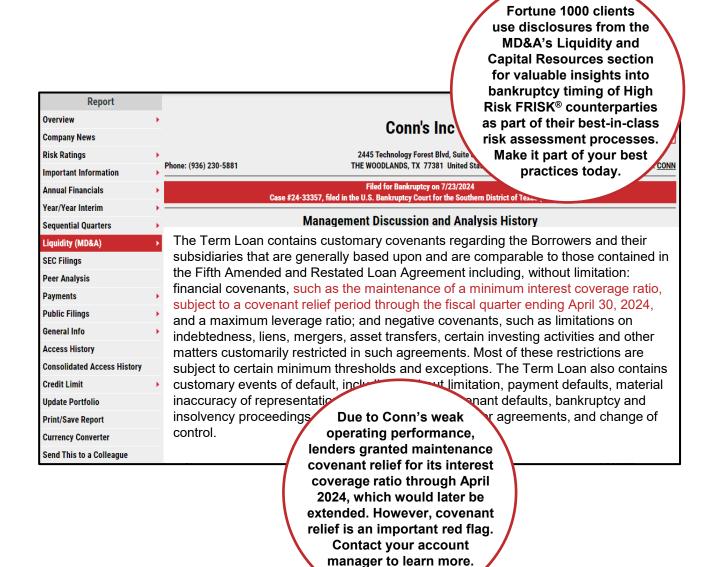
Q4 2023 filing – Same store sales declined 21.8%, SG&A expenses increased by 6%, and its net loss was \$36.7 million. Such performance reflected early stages of a business death spiral.								
03/29/2023	ContentEngine	Conn's Posts Adj. Loss In Q4; Same Store Sales Down 21.8%						
Q2 2024 filing – Same store sales declined 15.4% which was primarily driven by "lower discretionary spending for home-related products following several periods of excess consumer liquidity resulting in the acceleration of sales," according to the company.								
08/30/2023	ContentEngine	Conn's Posts Loss In Q2; Same Store Sales Down 15.4%						
notification of	late filing with the Secu	CFO in November 2023, the company filed its first urities and Exchange Commission. By June 2024, Conn's ee late filings – a recurring red flag.						
12/12/2023	CRMZ News Service	CONNS INC Files Notification of Late Filing for its Form 10-Q with the Securities and Exchange Commission.						
company, W.S	. Badcock LLC. Post-ace ease of 45.5% quarter-c	the acquisition of Southeastern U.S. home furnishings equisition, Conn's consolidated debt increased to nearly \$1 over-quarter. This transaction contributed to its untenable						
04/11/2024	GlobeNewswire	Conn's, Inc. Reports Fourth Quarter and Full Year Fiscal Year 2024 Financial Results						
By mid-July 2024, news circulated that Conn's would close more than half of its store locations. In the following week, the company announced its Chapter 11 bankruptcy filing. As disclosed in the bankruptcy petition, trade claims of the top 30 unsecured creditors exceeded \$100 million; counterparties who would be exposed to material financial losses.								
07/24/2024	CRMZ News Service	Home Goods Retailer Conn's Files For Bankruptcy Following Sales Decline						

#### DO NOT MISS THIS - MANAGEMENT DISCUSSION AND ANALYSIS (MD&A)

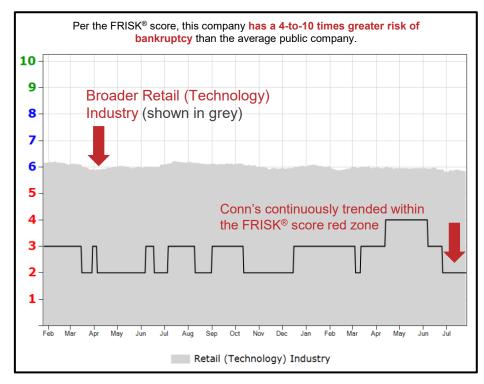
The MD&A contains relevant and accurate statements about a company's liquidity, capital resources, and other aspects of financial stability. Sarbanes-Oxley regulation makes it illegal to falsify information, subjecting CEOs and CFOs to fines or imprisonment for noncompliance.

According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."

Ask about our MD&A cheat sheet to see how we can enhance your risk assessment process even further.



#### FRISK® DEEP DIVE



The FRISK® score relative to the broader Retail (Technology) industry raised an additional red flag signaling heightened risk relative to peers, as well...

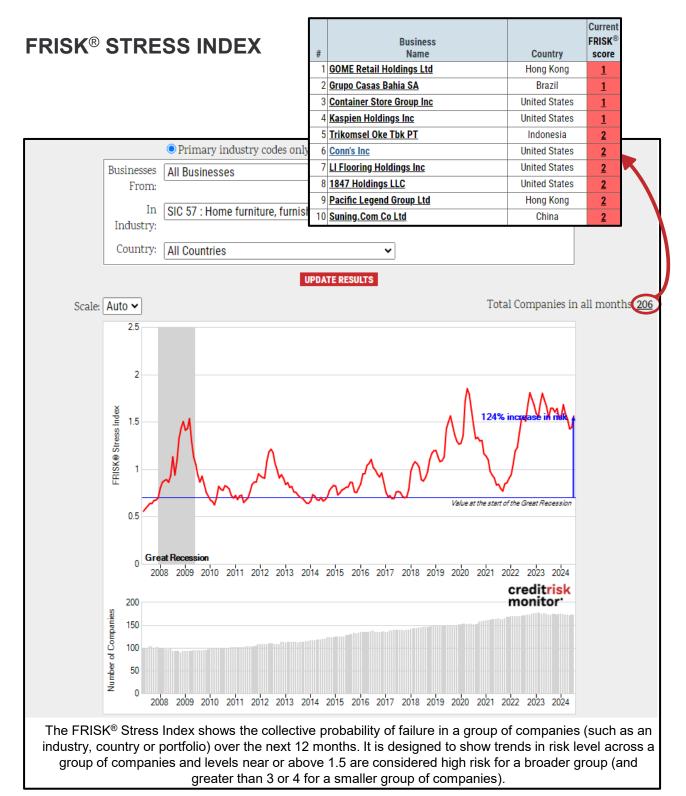
MAKING IMMEDIATE ATTENTION REQUIRED.

#### ADJUSTED MARKET CAP VOLATILITY



One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis.

This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 57 (Home furniture, furnishings, and equipment stores) has increased 124% since 2007. Conn's was among the weakest names in the industry as evidenced by its FRISK® score of 2.

### PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS

		Number					
he Peer Analysis croup: 73390	Within	Of	Common	Peer Grou	p Range		
	Peer Group	Peers Ranked	Company	Low	Median	High	
pands to provide a		Ratings	34.40		The struct		
king of a company's	200	9	27	7 -17,870.37	2.87	74.96	
npetitors, which can		nce ratios		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2.07	74.50	
Ip provide options f U.S. Dollars)	115		366,07	7 0	94 616	1,294,162,000	
alternate suppliers	73		50.4				
os TTM	75		49.1	2 -2,320.00	29.23	100.00	
r new customers	358	382	59.8	6 0.30	22.41	2,420.27	
TTM	371	<u>396</u>	57.8	3 0.01	21.42	3,401.04	
argin % Of Sales	86	<u>406</u>	10.8	9 -2,362.83	4.30	240.08	
Operating Margin % Of Sales TTM	342	<u>412</u>	-2.8	0 -3,346.55	3.71	88.95	
EBITDA Margin Of Sales	63	227	14.7	1 -2,362.83	8.74	360.11	
EBITDA Margin Of Sales TTM	243			7 -3,346.55			
Net Profit Margin % Of Sales	45			3 -8,262.50		482.61	
Net Profit Margin % Of Sales TTM	354			1 -11,294.12			
Pre-tax Income % Of Sales	198			6 -2,788.74			
Effective Tax Rate	5			1 -1,103.77		433.38	
Depreciation % Of Prop/Plant/Equipment	88		8.2			525.71	
Capital Expense % Of Prop/Plant/Equipment			9.3	8 0.09		4 508 09	
Interest Coverage	155		2		Compan	y Name	
Interest Coverage TTM	243	_		Ethan Aller	Interior	's Inc	
Cash Ratio	260	y ratios:		Linaii Alici	micrio	<u> </u>	
Quick Ratio	76			Haverty Fu	averty Furniture Companies, Inc		
Current Ratio	69		- 1				
our circ Rutio		cy ratios:	1	_a-Z-Boy Inc.			
Accounts Receivable Turnover	371	395	2	Bassett Fu	niture Ir	ndustries Inc	
Days Sales Outstanding	389		138.4		27.34		
% of Inventory Financed by Vendors	272	336	29.5	1 0.64	68.82	17,547.65	
% of Inventory Financed by Vendors TTM	281	<u>352</u>	29.1	8 0.01	66.37	24,420.75	
Inventory Turnover	313	<u>402</u>	2.5	7 -9.15	4.90	6,217.60	
Inventory Turnover TTM	317	<u>404</u>	2.4	6 0.00	4.59	5,618.97	
Days Sales in Inventory	316	389	142.3	0 -2,618.97	71.29	806.55	
Inventory to Working Capital	75		0.4	5 -413.17	0.57	2,534.33	
Accounts Payable Turnover	152		8.7		7.68	39,885.75	
Accounts Payable Turnover TTM	155		8.3	1 0.00	7.08	4.252.81	
	verage & d		age:		Compan	y Name	
Total Debt to Equity Ratio	306						
Debt to Tangible Equity Ratio	264			Lovesac Co	<u>.</u>		
Total Debt to Assets Ratio Short-Term Debt % of Total Debt	275			Haverty Fur	niture C	ompanies, Ir	
	58		- :				
Short-Term Debt % of Working Capital Liabilities to Net Worth Ratio	113 274			Ethan Allen	Interior	s Inc.	
Total Liabilities to Equity Ratio	317			Danastt F	miture le	duatrica la	
TTM EBITDA to Total Debt	238		-	oassett Fur	niture in	dustries Inc.	
Net Debt to TTM EBITDA	246		61.6	6 -342.03	1.56	12,383.30	
net best to 11m Estiba							
				in Upper Quartile of Peer Group			
		te - Ranked in the Middle Two Quartiles of Peer Group  Red - Ranked in Lower Quartile of Peer Group					
	Re			Confidential	eer Grot	ap.	
TTM - Applica 10 manda			ATTENDED	Johnston			
TTM = trailing 12 months					ام		
N/A = Not Available				s Not Availab	le		

Conn's demonstrated bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

## **QUARTERLY PERFORMANCE RATIOS**

P	erformance Ratios	- Sequential Q	uarters		
Excluding its	3 mos	3 mos	3 mos	Page in	
one-time gain,	1/31/2024	10/31/2023	7/31/2023	Poor in	<b>\</b>
operating and	\$366,077	\$280,130	\$306,906	coverage	ratios
net losses were	30.68%	-8.72%	7.85%	and ma	terial
	\$184,669	\$133,768	\$152,921	cash b	ourn 🎜
persistent	38.05%	-12.52%	11.92%		79%
% of 3.	50.45%	47.75%	49.83%		46.46%
change as % of incremental sales	59.22%	n/m	72.90%	0/111	30.90%
SG&A \$	\$219,130	\$170,155	\$168,276	\$158,147	\$181,177
% change	28.78%	1.12%	6.40%	-12.71%	12.29%
% of sales	59.86%	60.74%	54.83%	55.57%	54.10%
change as % of incremental sales	56.98%	n/m	45.35%	n/m	145.01%
Operating Profit \$	\$39,874	(\$38,458)	(\$15,355)	(\$20,703)	(\$33,432)
% change	203.68%	-150.46%	25.83%	38.07%	-85.78%
% of sales	10.89%	-13.73%	-5.00%	-7.28%	-9.98%
change as % of incremental sales	91.14%	n/m	23.94%	n/m	-112.88%
EBITDA \$	\$53,860	(\$25,938)	(\$3,545)	(\$8,603)	(\$21,508)
% change	307.65%	-631.68%	58.79%	60.00%	-234.81%
% of sales	14.71%	-9.26%	-1.16%	-3.02%	-6.42%
change as % of incremental sales	92.85%	n/m	22.65%	n/m	-110.30%
EBIT \$	\$39,874	(\$38,458)	(\$15,355)	(\$20,703)	(\$33,432)
% change	203.68%	-150.46%	25.83%	38.07%	-85.78%
% of sales	10.89%	-13.73%	-5.00%	-7.28%	-9.98%
change as % of incremental sales	91.14%	n/m	23.94%	n/m	-112.88%
Pre-tax income \$	\$13,781	(\$60,906)	(\$32,142)	(\$37,082)	(\$46,516)
% change	122.63%	-89.49%	13.32%	20.28%	-57.83%
% of sales	3.76%	-21.74%	-10.47%	-13.03%	-13.89%
change as % of incremental sales	86.90%	n/m	22.12%	n/m	-124.63%
Net income (loss) \$	\$43,301	(\$51,297)	(\$33,517)	(\$35,380)	(\$42,803)
% change	184.41%	-53.05%	5.27%	17.34%	-72.32%
% of sales	11.83%	-18.31%	-10.92%	-12.43%	-12.78%
change as % of incremental sales	110.07%	n/m	8.34%	n/m	-131.36%
Tax expense \$	(\$29,520)	(\$9,609)	\$1,375	(\$1,702)	(\$3,713)
Effective tax rate	-214.21%	15.78%	-4.28%	4.59%	7.98%
Depreciation expense \$	\$13,986	\$12,520	\$11,810	\$12,100	\$11,924
% of sales	3.82%	4.47%	3.85%	4.25%	3.56%
% of capital expenses	129.27%	122.70%	85.46%	74.64%	52.39%
% of PP&E, net (annualized)	8.24%	9.48%	9.50%	9.99%	9.99%
Capital expenditures \$	\$10,819	\$10,204	\$13,820	\$16,211	\$22,760
% change	6.03%	-26.17%	-14.75%	-28.77%	51.13%
% of PP&E, net (annualized)	6.38%	7.73%	11.12%	13.39%	19.07%
% of working capital (annualized)	6.62%	7.19%	9.57%	10.82%	15.39%
Interest coverage ratio	2.06	(1.16)	(0.21)	(0.53)	(1.64)
% change	278.64%	-447.11%	59.79%	68.05%	-193.69%
Free cash flow \$	(\$62,306)	(\$13,557)	(\$36,362)	\$9,937	(\$34,843)
% change	-359.59%	62.72%	-465.93%	128.52%	-550.66%
Source:	10-K	10-Q	10-Q	10-Q	10-K
	4/18/2024	12/18/2023	8/30/2023	6/1/2023	3/29/2023

#### **QUARTERLY LEVERAGE RATIOS**

Total debt to equity ratio steadily increased over time and trended in the bottom quartile of industry peers

Liabilities
to equity pushed
to high levels;
factoring in its
accounts payable
and accrued

Leverage Ratios - Sequential Quarters

(Thousands of U.S. Dollars)

Industry peers	(Thousands of U.S.		expens	es /	
<b>E</b> nded	1/31/2024	10/31/2023	7/31/2023		1/2023
Total debt \$	\$991,366	\$681,406	\$648,989	\$616,246	\$637,016
% change	45.49%	5.00%	5.31%	-3.26%	7.50%
Stockholders' equity \$	\$497,498	\$390,568	\$439,322	\$469,507	\$502,410
% change	27.38%	-11.10%	-6.43%	-6.55%	-7.49%
Total debt to equity ratio	1.99	1.74	1.48	1.31	1.27
% change	14.21%	18.10%	12.56%	3.52%	16.20%
Tangible net worth \$	\$497,498	\$390,568	\$439,322	\$469,507	\$502,410
% change	27.38%	-11.10%	-6.43%	-6.55%	-7.49%
Total debt to tangible net worth	1.99	1.74	1.48	1.31	1.27
% change	14.21%	18.10%	12.56%	3.52%	16.20%
Total assets \$	\$2,444,042	\$1,726,392	\$1,702,203	\$1,676,108	\$1,716,215
% change	41.57%	1.42%	1.56%	-2.34%	-1.20%
Total debt to assets ratio	0.41	0.39	0.38	0.37	0.37
% change	2.76%	3.51%	3.70%	-0.94%	8.82%
Tangible assets \$	\$2,444,042	\$1,726,392	\$1,702,203	\$1,676,108	\$1,716,215
% change	41.57%	1.42%	1.56%	-2.34%	-1.20%
Short-term debt \$	\$149,738	\$7,934	\$9,039	\$869	\$937
% change	1,787.30%	-12.22%	940.16%	-7.26%	1.96%
Short-term debt % of total debt	15.10%	1.16%	1.39%	0.14%	0.15%
% change	1,197.17%	-16.40%	887.80%	-4.15%	-5.16%
Short-term debt % of working capital	20.30%	1.39%	1.60%	0.15%	0.15%
% change	1,355.71%	-12.69%	983.65%	-4.22%	-3.81%
Total liabilities \$	\$1,946,544	\$1,335,824	\$1,262,881	\$1,206,601	\$1,213,805
% change	45.72%	5.78%	4.66%	-0.59%	1.66%
Total liabilities to equity ratio	3.91	3.42	2.87	2.57	2.42
% change	14.40%	18.98%	11.86%	6.37%	9.89%
Total liabilities to tangible net worth ratio	3.91	3.42	2.87	2.57	2.42
% change	14.40%	18.98%	11.86%	6.37%	9.89%
Total debt to EBITDA ratio (annualized)	4.60	n/a	n/a	n/a	n/a
Source:	10-K 4/18/2024	10-Q 12/18/2023	10-Q 8/30/2023	10-Q 6/1/2023	10-K 3/29/2023

## QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Low	• •	Liquidity Ratios - Sequential Quarters (Thousands of U.S. Dollars)					
cash on hand	1/31/2024	10/31/2023	7/31/2023	4/30/2023	1/31/2023		
and weak	\$1,204,096	\$808,195	\$813,656	\$809,010	\$831,097		
cash ratios /	48.99%	-0.67%	0.57%	-2.66%	1.21%		
*	804.14%	10,186.48%	9,001.62%	93,096.66%	88,697.65%		
Current	\$466,523	\$239,268	\$247,746	\$219,574	\$222,361		
% change	94.98%	-3.42%	12.83%	-1.25%	-9.95%		
Working capital \$	\$737,573	\$568,927	\$565,910	\$589,436	\$608,736		
% change	29.64%	0.53%	-3.99%	-3.17%	6.00%		
% of sales (annualized)	50.37%	50.77%	46.10%	51.78%	45.45%		
Cash \$	\$18,703	\$5,562	\$8,560	\$14,119	\$19,534		
% change	236.26%	-35.02%	-39.37%	-27.72%	131.64%		
% of short-term debt	12.49%	70.10%	94.70%	1,624.74%	2,084.74%		
Cash ratio	0.04	0.02	0.03	0.06	0.09		
% change	72.84%	-32.95%	-46.19%	-26.77%	156.73%		
Quick assets \$	\$704,494	\$430,502	\$434,783	\$431,478	\$441,217		
% change	63.64%	-0.98%	0.77%	-2.21%	2.07%		
% of short-term debt	470.48%	5,426.04%	4,810.08%	49,652.24%	47,088.26%		
Quick ratio	1.51	1.80	1.76	1.97	1.98		
% change	-16.07%	2.52%	-10.69%	-0.96%	13.34%		
Current ratio	2.58	3.38	3.28	3.68	3.74		
% change	-23.59%	2.85%	-10.86%	-1.42%	12.39%		
Source:	10-K 4/18/2024	10-Q 12/18/2023	10-Q 8/30/2023	10-Q 6/1/2023	10-K 3/29/2023		

Poor returns on equity	Rate of Return - Sequential Quarters (Thousands of U.S. Dollars)						
and tangible	3 mos 1/31/2024	3 mos 10/31/2023	3 mos 7/31/2023	3 mos 4/30/2023	3 mos 1/31/2023		
assets	11.09%	-11.68%	-7.14%	-7.04%	-7.88%		
% chang	194.95%	-63.56%	-1.37%	10.65%	-77.64%		
Return on net tangible equity	11.09%	-11.68%	-7.14%	-7.04%	-7.88%		
% change	194.95%	-63.56%	-1.37%	10.65%	-77.64%		
Return on total assets	2.08%	-2.99%	-1.98%	-2.09%	-2.48%		
% change	169.40%	-50.81%	4.88%	15.85%	-74.25%		
Return on tangible assets	2.08%	-2.99%	-1.98%	-2.09%	-2.48%		
% change	169.40%	-50.81%	4.88%	15.85%	-74.25%		
Source:	10-K 4/18/2024	10-Q 12/18/2023	10-Q 8/30/2023	10-Q 6/1/2023	10-K 3/29/2023		

## **ANNUAL STATEMENT OF CASH FLOWS**

Net losses and negative cash from operating	atement of Cash	n Flows - Annu ousands of U.S. Dollar		yea debt	nsecutive ars of net issuance to support
activities	12 mos 1/31/2024	12 mos 1/31/2023	12 mos 1/31/2022		iquidity
Cash Flows from operating Activities:					
Net income	(\$76,893)	(\$59,292)	\$108,205	(\$3,137)	\$56,004
Depreciation/depletion	50,416	46,276	45,450	41,068	36,841
Deferred taxes	(27,596)	(5,309)	16,799	31,323	7,488
Non-cash Items	208,758	255,433	152,168	341,349	348,396
Changes in working capital	(205,919)	(176,660)	(146,220)	51,512	(368,663)
Total cash from operating activities	(51,234)	60,448	176,402	462,115	80,066
Cash Flows from Investing Activities:					
Capital expenditures	(51,054)	(72,966)	(44,859)	(55,927)	(57,546)
Other investing cash flow items, total	3,714	n/a	0	0	724
Total cash from investing activities	(47,340)	(72,966)	(44,859)	(55,927)	(56,822)
Cash Flows from Financing Activities:					
Financing cash flow items	(36,181)	(9,709)	(10,118)	(7,013)	(11,068)
Issuance/retirement of stock, net	561	(70,919)	(54,575)	698	(65,302)
Issuance/retirement of debt, net	144,576	113,880	(87,473)	(420,468)	69,044
Total cash from financing activities	108,956	33,252	(152,166)	(426,783)	(7,326)
Net change in cash	10,382	20,734	(20,623)	(20,595)	15,918
Net cash-beginning balance	60,371	39,637	60,260	80,855	64,937
Net cash-ending balance	\$70,753	\$60,371	\$39,637	\$60,260	\$80,855
Supplemental Disclosures:					
Cash interest paid	\$60,019	\$26,001	\$18,252	\$41,059	\$50,491
Cash taxes paid, supplemental	\$1,453	(\$8,508)	\$21,525	(\$11,586)	\$17,169
Auditor/Opinion:	Ernst & Young LLP Unqualified	Ernst & Young LLP Unqualified	Ernst & Young LLP E	ernst & Young LLP Unqualified	Ernst & Young LLP Unqualified
Source:	10-K 4/18/2024	10-K 3/29/2023	10-K 3/29/2022	10-K 3/31/2021	10-K 4/14/2020

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