Dos Rios Partners Announces Exit of WSS with Sale to Foot Locker

Transaction resulted in significant return on capital to Dos Rios Partners

WSS, a leading Hispanic-focused, multichannel retailer of athletic footwear, apparel and accessories, was acquired on September 17, 2021 by Foot Locker, Inc. (NYSE: FL; $5 billion market capitalization) for $750 million. In 2016, Dos Rios Partners invested $15 million of growth preferred equity in WSS, which was a critical time in the company's history. Our capital enabled an experienced, quality management team to execute on multiple value creation initiatives, including an ERP system implementation; omni-channel addition (e-commerce, app for mobile devices); and an expansion into Texas with the addition of 14 locations. Furthermore, management was able to further strengthen and solidify its relationships with key vendors and the bank. These collective efforts produced the following results:

- 740 employee additions (97% minority);
- Revenue growth from $230 to $500 million; and
- EBITDA increase from $5 to $80 million.

About Dos Rios Partners

Dos Rios Partners is a lower middle market private equity firm based in Austin, Texas. The firm invests in proven, established companies with approximately $3 to $12 million of EBITDA and works alongside management as an engaged, collaborative partner, with patient, flexible capital: equity, debt or a combination, control or non-control. For more information, visit www.dosriospartners.com.

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