

The Daily Deal

The Daily Deal
SERVING THE DEAL COMMUNITY
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ISTHMAR'S RETAILERS STRUGGLE AT BOTH ENDS OF PRICE SPECTRUM
BY CHRISTINE KOZEL
Retailers should see improved holiday results this year, though at least two private equity-backed companies—Barneys New York and Loehmann's, both owned by Dubai World's private equity arm Istithmar World—are entering the season on shaky ground.
As the recession drags on and shoppers continue to look for discounts, value-priced retailers have fared decently, analysts said. But for Loehmann's, an off-price apparel retailer based in the Bronx, N.Y., times are still tough.
Even if Loehmann's does well during the holidays, it likely wouldn't be enough to improve its credit rating because its liquidity has been deteriorating for so long, according to Standard & Poor's analyst David Kuntz. "It's a very tenuous situation right now," he said.
And as consumers continue to look for value, it's going to be tough for the luxury niche, Kuntz noted. Consider Barneys, an upscale retailer bought by Istithmar for \$942.3 million in 2007. The company doesn't have the cash on hand, or sufficient availability under its revolver, to cover operating needs over the near-term. ■

OUTGOING GM CHIEF FRITZ HENDERSON

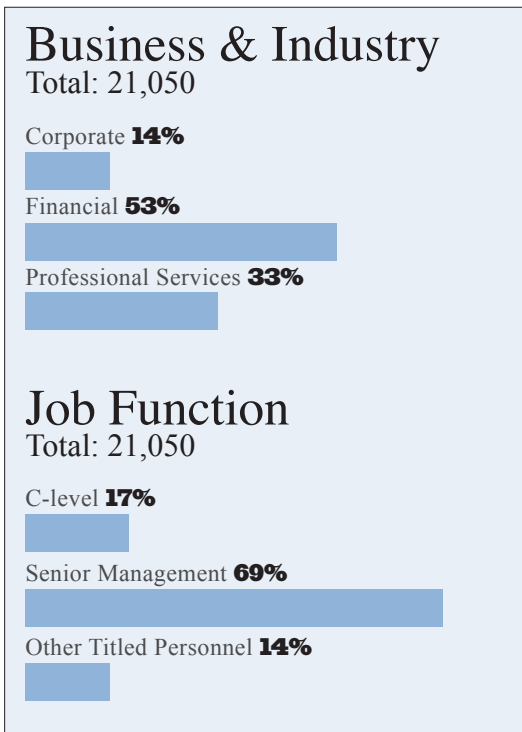
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The Daily Deal is the only twice daily digital newspaper to provide a comprehensive roundup of news and analysis involving the most significant deal transactions of the day. With breaking news, arbitrage statistics, industry personnel moves and exclusive content, The Daily Deal is a must-have among time-pressed, influential dealmakers.

The financial newspaper is delivered overnight to our subscribers' e-mailboxes and updated again in the afternoon—ensuring readers get an exclusive first look at the latest news and maneuverings affecting the market. For its readers, the always-evolving deal economy unfolds within the pages of The Daily Deal's gripping editorial.

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Source: The Daily Deal June 2009 Readership Study

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*Excludes readers subscribing to The Daily Deal mobile version (PDF only)

Source: The Deal's own data, Dec 2009

The Daily Deal

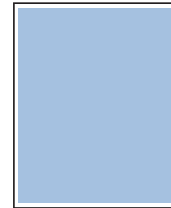
Advertising Rates

2010 PDF Gross Rates

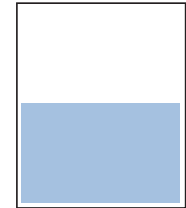
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*Includes one ad in the companion PDF digital newspaper during the sponsorship week.

Advertising Specs

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Banner metrics, open-rate and CTR information will be provided to clients on a monthly basis in a consolidated report. Reports will be in a uniform format and will not be customized for clients (some exceptions apply).

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