

RETAIL

HBC discusses a new future for Lord & Taylor

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HBC-owned Lord & Taylor location on 5th ave. Image credit: Lord & Taylor

By STAFF REPORTS

Retail group Hudson's Bay Company is exploring future options for the Lord & Taylor brand, including a possible sale or merger.

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The retail group has undergone extensive changes in recent years due to the changing retail environment in a push for profitability. After selling the iconic Lord & Taylor flagship building in New York, the group is looking for a possible buyer for the entire retailer.

Restructure

As part of its continued restructuring plan, HBC is looking into the future of Lord & Taylor operating business.

PJ Solomon will act as the financial advisor for the process and will receive the operating business of the retailer. HBC says it wants to work through the process as efficiently as possible.

HBC states that Lord & Taylor has annual revenue of 1.4 billion CAD, or \$1 billion at current exchange, and has a footprint of 40 stores throughout North America.



Lord & Taylor's future with HBC is unclear. Image credit: Lord & Taylor

"This review of strategic alternatives for Lord & Taylor is another example of how we are exploring options to position HBC for long-term success," said Helena Foulkes, CEO of HBC, in a statement. "Over the last year, we've taken bold actions and made fundamental fixes that have resulted in a far stronger, more capable HBC, having returned to positive operating cash flow, increased profitability and strengthened the balance sheet.

"Lord & Taylor is a storied brand that has stood for quality, style and service for many years and serves a highly engaged, loyal customer base through a dedicated team of associates," she said. "Throughout the review, Lord & Taylor remains committed to serving customers across our stores and digital channels."

Also Saks Fifth Avenue's parent, the group is cutting down on the number of bricks-and-mortar stores for the Saks' off-price brand.

HBC is expecting to close up to 20 Saks Off 5th stores in the United States. With the closings, HBC says it is strategizing to focus on its best locations and the retailer's ecommerce business ([see story](#)).

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