# Sally Beauty Holdings, Inc.

**SBH**

NYSE; shops; SIC 5990, Retail-Retail Stores, NEC; CIK 0001368458

**A**

**strongest fifth of 254 graded peers in shops**

rank 41 of 254; percentile 15.8; sampling error 3.0 points; lower is stronger

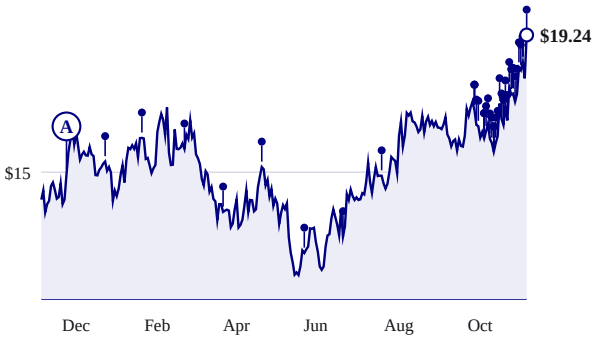
A B C D E

**A, the bull**



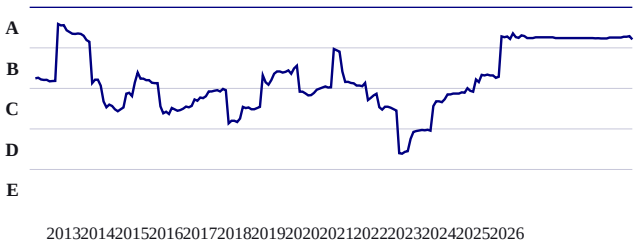
| Scoreboard | |
|---|---|
| **Profitability** | B<br>percentile 35.0 |
| **Solvency** | B<br>percentile 35.4 |
| **Growth and financing** | B/C<br>percentile 38.3 |
| **Reliability** | 0.94 AUC<br>filers with over $2.67B assets; 95% interval 0.88 to 0.97; 61 events, 2020 to 2025 |
| **Peer failure rate** | 0.52% a year<br>Item 1.03 bankruptcies, same asset band, 2012 to 2025 |
| **Size band** | over $2.67B assets<br>total assets $2.9B |
| **Standard universe** | inside<br>revenue above $1M and assets above $10M |
| **Warnings** | none triggered<br>not computable: distress |
| **Inputs computable** | 13 of 14 |
| **Graded from** | filings received through Nov 13, 2025<br>357 days before the rescan; latest periodic filing 10-Q received Aug 3, 2026 |
| **Last close** | $19.23<br>2026-11-04; market equity $1.8B; no price enters the letter |

**Share price, twelve months to the rescan**




*Split-adjusted close. Each lollipop is a rescan and carries the letter held then.*

**Letter at every rescan, 2012 to 2026**




*Sector percentile at each rescan, stronger toward the top; facts filed by each date only.*

## Business, in the company's words

*opening of Item 1 of the 10-K received Nov 13, 2025*

Sally Beauty Holdings, Inc. is a leading international specialty retailer and distributor of professional beauty supplies. As experts in hair color and care, we aim to empower our customers to express themselves through their hair and beyond. We operate two business segments that offer beauty products in key categories, including hair care, hair color, styling tools and nails. Sally Beauty ("Sally") - An omni-channel retailer that offers professional-quality beauty supplies at attractive prices and provides education to retail consumers and salon professionals throughout North America, South America and Europe.

## The fourteen inputs

*lower percentile is stronger; sleeves and inputs within a sleeve carry equal weight*

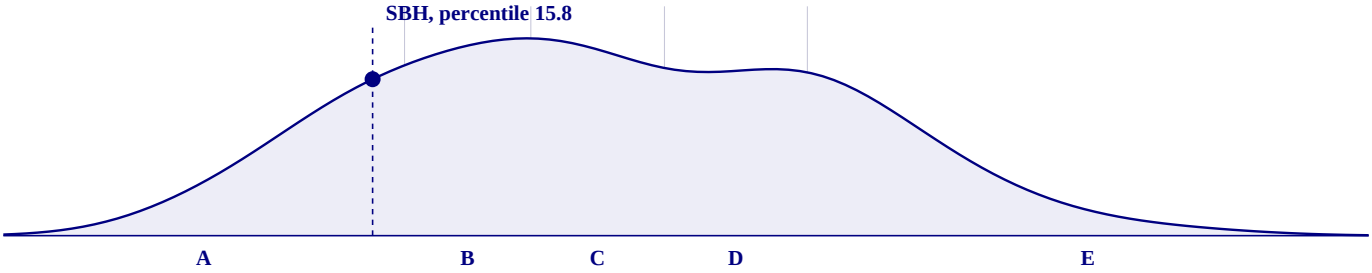
| Input | Value | Peer median | Percentile, 0 to 100 | Pct | Peers | Period end |
|---|---|---|---|---|---|---|
| **Profitability, sleeve percentile 35.0** | | | | | | |
| Gross profitability | 66.6% | 42.6% | | 20.3 | 238 | 2025-09-30 |
| Return on invested capital | 16.2% | 10.9% | | 33.7 | 84 | 2025-09-30 |
| Accruals ratio | (2.8%) | (4.8%) | | 74.1 | 283 | 2025-09-30 |

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| | | | | | | |
|---|---|---|---|---|---|---|
| Gross margin stability, five years | 0.5 pts | 1.3 pts | | 12.1 | 216 | 2025-09-30 |
| **Solvency, sleeve percentile 35.4** | | | | | | |
| Twelve-month failure probability | not computable | 0.03% | | | | |
| *latest liabilities, cash plus short-term investments, book equity, and shares are required* | | | | | | |
| Altman Z double-prime | 3.85 | 1.93 | | 25.6 | 204 | 2025-09-30 |
| Net debt to EBITDA | 1.67x | 1.37x | | 54.1 | 99 | 2025-09-30 |
| Interest coverage | 5.09x | 3.83x | | 39.3 | 57 | 2025-09-30 |
| Current ratio | 2.26x | 1.37x | | 22.8 | 291 | 2025-09-30 |
| **Growth and financing, sleeve percentile 38.3** | | | | | | |
| Revenue growth, three-year compound | (1.0%) | 1.6% | | 61.7 | 265 | 2025-09-30 |
| Free cash flow growth, three-year compound | 44.5% | 4.6% | | 11.9 | 152 | 2025-09-30 |
| Reinvestment rate | 6.2% | 12.2% | | 56.3 | 152 | 2025-09-30 |
| Asset growth, three years | 3.7% | 3.4% | | 45.5 | 267 | 2025-09-30 |
| Net share issuance, one year | (4.3%) | (0.6%) | | 15.9 | 209 | 2025-11-07 |

## Among 254 peers

*shops; letters are fifths of this list*




*Composite score of every graded peer, smoothed; vertical rules are the letter band edges; stronger to the left.*

| Rank | Company | Percentile | Letter | Warnings |
|---|---|---|---|---|
| 36 | Unifirst Corp. (UNF) | 13.8 | A | fortress balance sheet |
| 37 | Signet Jewelers Ltd. (SIG) | 14.2 | A | |
| 38 | American Eagle Outfitters Inc. (AEO) | 14.6 | A | fortress balance sheet |
| 39 | Carvana Co. (CVNA) | 15.0 | A | |
| 40 | Envela Corp. (ELA) | 15.4 | A | fortress balance sheet |
| 41 | Sally Beauty Holdings, Inc. (SBH) | 15.8 | A | |
| 42 | Rush Enterprises Inc. \Tx\ (RUSHA) | 16.4 | A | |
| 43 | Rush Enterprises Inc. \Tx\ (RUSHB) | 16.4 | A | |
| 44 | Applied Industrial Technologies Inc. (AIT) | 17.0 | A | |
| 45 | BJ's Wholesale Club Holdings, Inc. (BJ) | 17.4 | A/B | |
| 46 | PC Connection Inc. (CNXN) | 17.8 | A/B | |

## What the price implies

*at the 2026-11-04 close; none of these enters the grade*

| Measure | Value | Peer median | Percentile |
|---|---|---|---|
| Twelve-month price change, skipping the latest month | 8.7% | (0.7%) | 60 |
| Distance from 52-week high | 0.0% | (17.6%) | 89 |
| EBIT to enterprise value | 13.5% | 5.0% | 93 |
| Free cash flow yield | 9.6% | 3.8% | 81 |
| Book value to price | 0.48 | 0.34 | 61 |
| Sales to price | 2.05 | 1.53 | 59 |
| Composite equity issuance, five years | (18.7%) | (16.9%) | 43 |
| Relative strength against the sector, log excess return | 0.17 | 0.08 | 60 |

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## Diagnostics

*shown on every report; none enters the grade*

| Measure | Value |
|---|---|
| **Piotroski F-score 8 of 9, period end 2025-09-30** | |
| Return on assets above zero | pass |
| Operating cash flow above zero | pass |
| Return on assets improved | pass |
| Operating cash flow exceeds net income | pass |
| Long-term leverage fell | pass |
| Current ratio improved | pass |
| No new shares issued | pass |
| Gross margin improved | pass |
| Asset turnover improved | fail |
| **Cash, filings, liquidity** | |
| Cash and equivalents | $173.1M |
| Operating cash flow, four quarters | $368.3M |
| Months of runway | not finite |
| Days since last periodic filing | 94 (10-Q received Aug 3, 2026) |
| Median daily dollar volume, 63 sessions | $20.6M |

## Sources

*every fact behind the inputs; each row links to its filing index on sec.gov*

| # | Concept | XBRL tag | Value | Period end | Received | Form | Accession |
|---|---|---|---|---|---|---|---|
| 1 | gross profit | us-gaap:GrossProfit | $1.9B | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 2 | assets | us-gaap:Assets | $2.9B | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 3 | operating income | us-gaap:OperatingIncomeLoss | $327.8M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 4 | pretax income | us-gaap:IncomeLossFromContinuingOperationsBeforeInc... | $263.4M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 5 | income tax | us-gaap:IncomeTaxExpenseBenefit | $67.5M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 6 | total debt | us-gaap:LongTermDebtAndCapitalLeaseObligations | $862.0M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 7 | book equity | us-gaap:StockholdersEquity | $794.2M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 8 | cash | us-gaap:CashAndCashEquivalentsAtCarryingValue | $149.2M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 9 | total debt | us-gaap:LongTermDebtAndCapitalLeaseObligations | $978.3M | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 10 | book equity | us-gaap:StockholdersEquity | $628.5M | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 11 | cash | us-gaap:CashAndCashEquivalentsAtCarryingValue | $108.0M | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 12 | net income | us-gaap:NetIncomeLoss | $195.9M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 13 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $274.8M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 14 | assets | us-gaap:Assets | $2.8B | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 15 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $3.7B | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 16 | gross profit | us-gaap:GrossProfit | $1.9B | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 17 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $3.7B | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 18 | gross profit | us-gaap:GrossProfit | $1.9B | 2023-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 19 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $3.7B | 2023-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 20 | gross profit | us-gaap:GrossProfit | $1.9B | 2022-09-30 | 2024-11-14 | 10-K | 24-127217 |
| 21 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $3.8B | 2022-09-30 | 2024-11-14 | 10-K | 24-127217 |
| 22 | gross profit | us-gaap:GrossProfit | $2.0B | 2021-09-30 | 2023-11-16 | 10-K | 23-064558 |
| 23 | revenue | us-gaap:RevenueFromContractWithCustomerExcludingA... | $3.9B | 2021-09-30 | 2023-11-16 | 10-K | 23-064558 |
| 24 | current assets | us-gaap:AssetsCurrent | $1.3B | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 25 | current liabilities | us-gaap:LiabilitiesCurrent | $576.0M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 26 | retained earnings | us-gaap:RetainedEarningsAccumulatedDeficit | $898.1M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 27 | liabilities | us-gaap:Liabilities | $2.1B | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 28 | depreciation amortization | us-gaap:DepreciationDepletionAndAmortization | $99.9M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 29 | interest expense | us-gaap:InterestExpense | $64.4M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 30 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $102.1M | 2025-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 31 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $246.5M | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |

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| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 32 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $101.2M | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 33 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $249.3M | 2023-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 34 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $90.7M | 2023-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 35 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $156.5M | 2022-09-30 | 2024-11-14 | 10-K | 24-127217 |
| 36 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $99.2M | 2022-09-30 | 2024-11-14 | 10-K | 24-127217 |
| 37 | current assets | us-gaap:AssetsCurrent | $1.3B | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 38 | current liabilities | us-gaap:LiabilitiesCurrent | $592.7M | 2024-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 39 | assets | us-gaap:Assets | $2.7B | 2023-09-30 | 2025-11-13 | 10-K | 25-280122 |
| 40 | assets | us-gaap:Assets | $2.6B | 2022-09-30 | 2024-11-14 | 10-K | 24-127217 |
| 41 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 97,497,664 | 2025-11-07 | 2025-11-13 | 10-K | 25-280122 |
| 42 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 101,880,965 | 2024-11-08 | 2024-11-14 | 10-K | 24-127217 |

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