

# HIGHLIGHTS

FOR THE YEARS ENDED:  
(IN THOUSANDS EXCEPT PER SHARE AMOUNTS)  
(UNAUDITED)



|  | 2018               | 2017              | 2016               | 2015              | 2014              |
|--|--------------------|-------------------|--------------------|-------------------|-------------------|
| <b>SALES</b>   |                    |                   |                    |                   |                   |
| 1 <sup>st</sup> Quarter                              | \$ 207,107         | \$ 203,487        | \$ 201,731         | \$ 206,478        | \$ 216,861        |
| 2 <sup>nd</sup> Quarter                              | 251,121            | 254,447           | 252,998            | 258,326           | 253,445           |
| 3 <sup>rd</sup> Quarter                              | 242,373            | 245,604           | 240,270            | 238,295           | 249,414           |
| 4 <sup>th</sup> Quarter                              | 263,357            | 248,451           | 242,156            | 236,277           | 240,677           |
| <b>TOTAL</b>   | <b>\$ 963,958</b>  | <b>\$ 951,989</b> | <b>\$ 937,155</b>  | <b>\$ 939,376</b> | <b>\$ 960,397</b> |
| <b>RESULTS FROM OPERATING ACTIVITIES<sup>1</sup></b> |                    |                   |                    |                   |                   |
| 1 <sup>st</sup> Quarter                              | \$ (12,250)        | \$ (12,474)       | \$ (10,164)        | \$ (16,629)       | \$ (5,117)        |
| 2 <sup>nd</sup> Quarter                              | 10,761             | 12,450            | 2,683              | 10,904            | 13,463            |
| 3 <sup>rd</sup> Quarter                              | (19,008)           | 6,524             | 2,997              | 14,078            | 6,133             |
| 4 <sup>th</sup> Quarter                              | (7,148)            | (5,482)           | (13,200)           | 4,143             | (11,373)          |
| <b>TOTAL</b>   | <b>\$ (27,645)</b> | <b>\$ 1,018</b>   | <b>\$ (17,684)</b> | <b>\$ 12,496</b>  | <b>\$ 3,106</b>   |
| <b>NET (LOSS) EARNINGS</b>                           |                    |                   |                    |                   |                   |
| 1 <sup>st</sup> Quarter                              | \$ (6,572)         | \$ (5,982)        | \$ (7,671)         | \$ (13,415)       | \$ (2,586)        |
| 2 <sup>nd</sup> Quarter                              | 9,677              | 8,971             | (222)              | 9,557             | 10,182            |
| 3 <sup>rd</sup> Quarter                              | (16,836)           | 7,615             | (269)              | 12,866            | 5,763             |
| 4 <sup>th</sup> Quarter                              | (2,580)            | 328               | (16,541)           | 4,407             | (2,571)           |
| <b>TOTAL</b>   | <b>\$ (16,311)</b> | <b>\$ 10,932</b>  | <b>\$ (24,703)</b> | <b>\$ 13,415</b>  | <b>\$ 10,788</b>  |
| <b>BASIC (LOSS) EARNINGS PER SHARE</b>               |                    |                   |                    |                   |                   |
| 1 <sup>st</sup> Quarter                              | \$ (0.10)          | \$ (0.09)         | \$ (0.12)          | \$ (0.21)         | \$ (0.04)         |
| 2 <sup>nd</sup> Quarter                              | 0.15               | 0.14              | 0.00               | 0.15              | 0.16              |
| 3 <sup>rd</sup> Quarter                              | (0.27)             | 0.12              | 0.00               | 0.20              | 0.09              |
| 4 <sup>th</sup> Quarter                              | (0.04)             | 0.00              | (0.27)             | 0.07              | (0.04)            |
| <b>TOTAL</b>   | <b>\$ (0.26)</b>   | <b>\$ 0.17</b>    | <b>\$ (0.39)</b>   | <b>\$ 0.21</b>    | <b>\$ 0.17</b>    |
| <b>NET (LOSS) EARNINGS</b>                           | <b>\$ (16,311)</b> | <b>\$ 10,932</b>  | <b>\$ (24,703)</b> | <b>\$ 13,415</b>  | <b>\$ 10,788</b>  |
| <b>BASIC (LOSS) EARNINGS PER SHARE</b>               | <b>\$ (0.26)</b>   | <b>\$ 0.17</b>    | <b>\$ (0.39)</b>   | <b>\$ 0.21</b>    | <b>\$ 0.17</b>    |
| <b>SHAREHOLDERS' EQUITY</b>                          | <b>\$ 340,830</b>  | <b>\$ 373,514</b> | <b>\$ 381,168</b>  | <b>\$ 421,123</b> | <b>\$ 423,431</b> |
| <b>PER SHARE</b>                                     | <b>\$ 5.38</b>     | <b>\$ 5.90</b>    | <b>\$ 6.02</b>     | <b>\$ 6.52</b>    | <b>\$ 6.56</b>    |
| <b>NUMBER OF STORES</b>                              | <b>642</b>         | <b>677</b>        | <b>767</b>         | <b>823</b>        | <b>878</b>        |
| <b>DIVIDENDS PAID</b>                                | <b>\$ 12,666</b>   | <b>\$ 12,666</b>  | <b>\$ 12,782</b>   | <b>\$ 12,917</b>  | <b>\$ 41,981</b>  |
| <b>SHARE PRICE AT YEAR-END</b>                       |                    |                   |                    |                   |                   |
| <b>CLASS A NON-VOTING</b>                            | <b>\$ 4.25</b>     | <b>\$ 6.05</b>    | <b>\$ 4.00</b>     | <b>\$ 8.10</b>    | <b>\$ 5.56</b>    |
| <b>COMMON</b>  | <b>\$ 4.06</b>     | <b>\$ 5.85</b>    | <b>\$ 4.05</b>     | <b>\$ 7.11</b>    | <b>\$ 5.61</b>    |

<sup>1</sup> Adjusted to reflect the reclassification of realized and unrealized gains and losses on foreign exchange contracts not eligible for hedge accounting to conform with presentation in the current year. Gains and losses on these foreign exchange contracts were previously reported in finance income and finance costs as described in the present MD&A.