

# glossary

## BOOK VALUE PER SHARE

Shareholders' equity less preferred shares divided by Non-Voting Class A shares and Class B common shares outstanding

## CAGR

Compound Annual Growth Rate

## CAPITAL EXPENDITURES

Payments made for the acquisition of property and equipment

## EBITDA

Operating income plus depreciation and amortization

## EXPANDED STORES

Stores that undergo construction resulting in a square footage increase during the year

## FUNDED DEBT

All interest bearing debt, which includes bank loans, bankers' acceptances, long-term debt and liabilities relating to assets held for sale

## FUNDS FROM OPERATIONS

Operating earnings plus depreciation and amortization

## HEDGE

A financial instrument used to manage foreign exchange, interest rate or energy or other commodity risk by making a transaction which offsets the existing position

## INTEREST COVERAGE

Operating income divided by interest expense

## LETTERS OF CREDIT

Financial instruments issued by a financial institution to guarantee the Company's payments to a third party

## NET DEBT TO TOTAL CAPITAL

Funded debt less cash and cash equivalents divided by funded debt less cash and cash equivalents plus shareholders' equity

## OPERATING EARNINGS

Net earnings before capital gains (losses) and other items, net of tax

## OPERATING INCOME

Operating earnings before minority interest, interest expense and income taxes

## OPERATING MARGIN

Operating income divided by sales

## PRIVATE LABEL

A brand of products that is marketed, distributed and owned by the Company

## RENOVATED STORES

Stores that undergo construction, resulting in no increase in square footage

## ROE (RETURN ON EQUITY)

Net earnings available for common shares divided by average common shareholders' equity

## SAME-STORE SALES

Sales from stores in the same location in both reporting periods

## TOTAL CAPITAL

Funded debt plus shareholders' equity

## VIE (VARIABLE INTEREST ENTITY)

An entity that does not have sufficient equity at risk to finance its activities without additional subordinated financial support, or where the equity holders lack the overall characteristics of a controlling financial interest

## WEIGHTED AVERAGE NUMBER OF SHARES

The number of Non-Voting Class A shares plus Class B common shares outstanding adjusted to take into account the time the shares are outstanding in the reporting period