GLOSSARY

ADJUSTED EBITDA
EBITDA excluding items which are considered not indicative of underlying business operating performance

ADJUSTED NET EARNINGS
Net earnings excluding items which are considered not indicative of underlying business operating performance

ADJUSTED OPERATING INCOME
Operating income excluding items which are considered not indicative of underlying business operating performance

ADJUSTED SALES
Sales excluding the impact of the acquisition of 236 retail gas locations and related convenience store operations in fiscal 2012 and the impact of the 53rd week of sales in fiscal 2011

BOOK VALUE PER SHARE
Shareholders’ equity, net of minority interest, less preferred shares, divided by total common shares outstanding

CAGR
Compound Annual Growth Rate

CAPITAL EXPENDITURES
Payments made for the acquisition of property, equipment and investment property purchases

EBIT
Earnings before interest and taxes (also called “operating income”)

EBITDA
EBIT plus depreciation and amortization of intangibles

EBITDA MARGIN
EBITDA divided by sales

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

FREE CASH FLOW
Cash flows from operating activities, less property, equipment and investment property purchases

FUNDED DEBT
All interest bearing debt, which includes bank indebtedness, long-term debt and liabilities relating to assets held for sale

GROSS MARGIN
Gross profit divided by sales

GROSS PROFIT
Sales less costs of sales

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

INTEREST COVERAGE
EBIT or operating income divided by interest expense

INTEREST EXPENSE
Interest expense on financial liabilities measured at amortized cost plus losses on cash flow hedges reclassified from other comprehensive income

NET DEBT TO TOTAL CAPITAL
Funded debt less cash and cash equivalents divided by funded debt less cash and cash equivalents plus shareholders’ equity

NET FUNDED DEBT
Funded debt less cash and cash equivalents

NET TOTAL CAPITAL
Total capital less cash and cash equivalents

OPERATING INCOME
Also called earnings before interest and taxes (“EBIT”). Calculated as net earnings before minority interest, finance costs (net of finance income) and income taxes

OPERATING INCOME 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, net of minority 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