Glossary

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

**ADJUSTED NET EARNINGS**
Net earnings from continuing operations, net of non-controlling interest, 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

**BOOK VALUE PER COMMON SHARE**
Shareholders’ equity, net of non-controlling interest, 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. Net earnings from continuing operations, before finance costs (net of finance income), income taxes, and depreciation and amortization of intangibles

**EBITDA MARGIN**
EBITDA divided by sales

**FREE CASH FLOW**
Cash flows from operating activities, plus proceeds on disposal of property, equipment and investment property, less property, equipment and investment property purchases

**FONDED DEBT**
All interest bearing debt, which includes bank loans, bankers’ acceptances and long-term debt

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

**NET FUNDED DEBT TO NET TOTAL CAPITAL**
Net funded debt divided by net total capital

**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 from continuing operations before 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

**RETURN ON EQUITY (“ROE”)**
Net earnings for the year attributable to owners of the parent divided by average 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 non-controlling 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