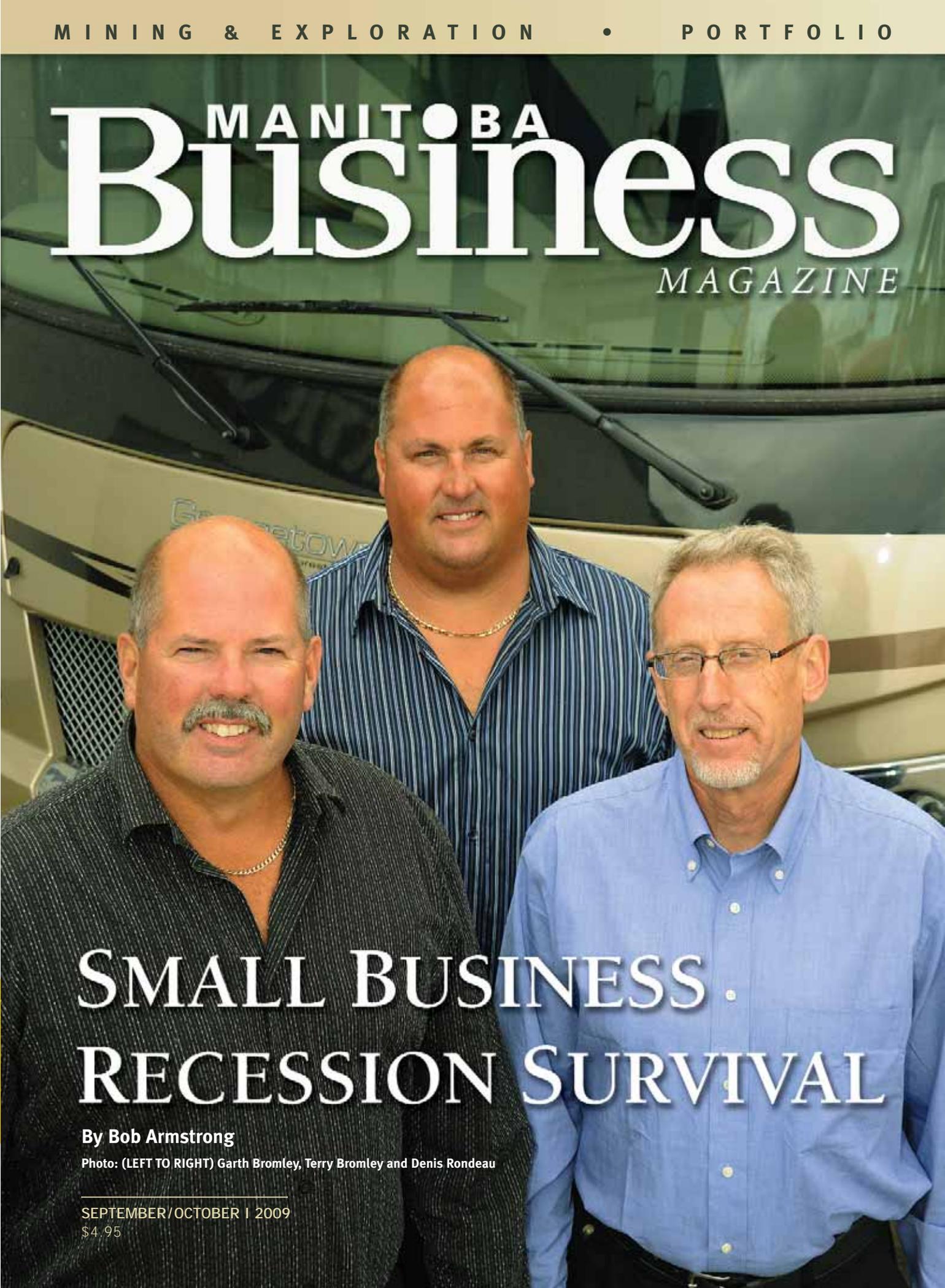


# MANITOBA Business

MAGAZINE



## SMALL BUSINESS . RECESSION SURVIVAL

By Bob Armstrong

Photo: (LEFT TO RIGHT) Garth Bromley, Terry Bromley and Denis Rondeau

SEPTEMBER/OCTOBER | 2009

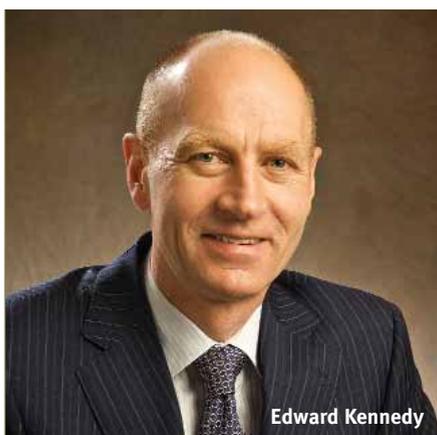
\$4.95

# MANITOBA'S PUBLICLY -TRADED COMPANIES

Few Manitoba investors are aware of the success of publicly traded companies with head offices in Winnipeg. Some are titans like Great-West Lifeco which owns Great-West Life Assurance Company or its sister company Investors Group and the remarkable package company, Winpak and northern retailer, the ever expansive The North West Company.

At the other end are smaller, but equally important companies like the packaged ice manufacturer, The Arctic Group, which is growing rapidly in Canada and the U.S., or The Boyd Group, whose earnings are in the top one per cent of North American collision companies and Cangene Corporation, a biopharmaceutical manufacturer.

As always, it is up to the investor on his or her own or with a broker to determine what is right for their portfolio. In this article we feature two companies: The North West Company and Cangene Corporation.



Edward Kennedy

## The North West Company NWF.UN

The North West Company is a retailer whose core business is in the Arctic but has expanded into other exotic locations. It has 242 locations in 11 countries including the Caribbean and the South Pacific trading under several banners including Giant Tiger, and Northern Store in Canada's Arctic, as well as Alaska.

There are 127 Northern stores, offering a combination of food, financial services and general merchandise to remote northern Canadian communities.

Other stores include seven NorthMart stores, targeted at larger northern markets with an emphasis on an expanded selection of fresh foods, fashion and health products and services.

Giant Tiger 30 Giant Tiger junior discount stores offering family fashion, household products and food to urban neighbourhoods, and larger rural centers in western Canada.

Solo - one Solo Market store targeted at a smaller, rural market.

The company is run by an executive team led by President and CEO Edward Kennedy. Mr. Kennedy joined The North West Company in

1989. He has served in a number of senior management positions including Chief Operating Officer of North West and Chief Executive Officer of the Alaska Commercial Company. In 1997 he assumed his present position and he remains Chairman and Chief Executive Officer of the Alaska Commercial Company. In December 2007, Edward also became Chairman and Chief Executive Officer of Cost-U-Less, Inc. Edward was a Canadian Top 40 under 40 award recipient in 1999 and, in 2006, he received the Retail Council of Canada's Distinguished Canadian Retailer of the Year Award. In 2007, Mr. Kennedy was presented with the University of Alberta School of Retailing's Henry Singer Award for exceptional leadership in the retail sector.

In 2008, company revenues increased 30.8% to \$1.393 billion and trading profit (EBITDA) increased 14.7% to \$122.3 million led by acquisition-related growth and same store food sales growth of 6.1%. Net earnings increased 19.7% to \$75.4 million or \$1.56 per unit on a diluted basis compared to \$1.31 per unit in 2007.

The Fund is focused on delivering top-quartile returns to investors over the long term. The Fund's units trade on the Toronto Stock Exchange under the symbol NWFUN and during the past 10 years, have produced an annualized compound return of 21.4%. The Fund's track record of delivering sustainable growth has resulted in a 13.1% compound annual growth rate for distributions over the past 10 years.

Looking forward, the company says it will continue to focus on striking the right balance between getting sales today and identifying opportunities that will sustain the business in the future.

THE  
  
**NORTH WEST**  
 COMPANY



**\$1.4 Billion  
 Annual  
 Sales**



ENTERPRISING · SINCE 1668



**6,503  
 Employees**



**226  
 Locations  
 Worldwide**

[www.northwest.ca](http://www.northwest.ca)

The units of the Fund trade on the Toronto Stock Exchange under the symbol "NWF.UN".

*The North West Company is a leading retailer of food and everyday products and services to rural communities and urban neighbourhoods in Canada, Alaska, the South Pacific and the Caribbean.*

