

2010 Annual & Special Meeting of Unitholders

# More Growth In Store























#### **Caution Concerning Forward Looking Statements**

Certain information presented today may constitute forward-looking statements. Such statements reflect the Fund's current expectations, estimates, projections, and assumptions. These forward-looking statements are not guarantees of future performance and are subject to certain risks which could cause actual performance and financial results in the future to vary materially from those contemplated in the forward-looking statements. For additional information on these risks, please see the Fund's Annual Information Form under the heading, "Risk Factors".



## More Growth In Store























David G. Broadhurst



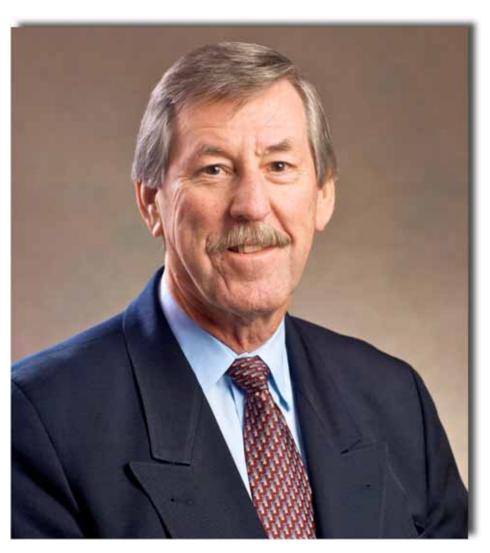
Frank J. Coleman



Wendy F. Evans



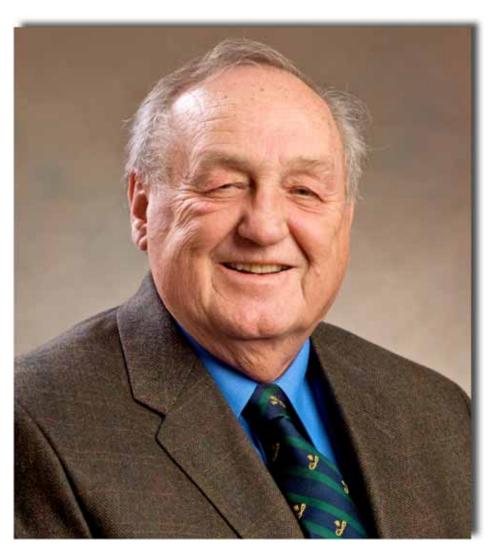
R. J. (Bob) Kennedy



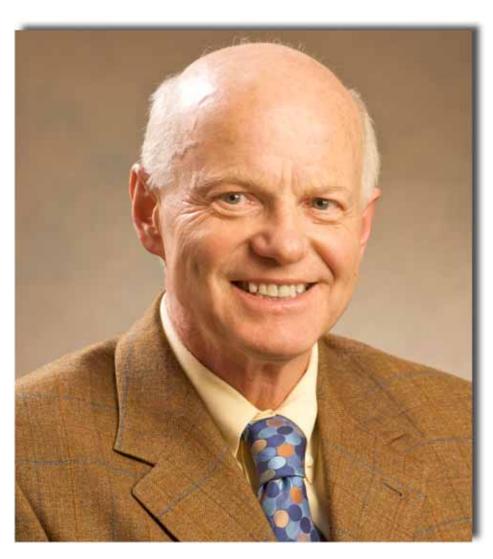
Gary J. Lukassen



Keith G. Martell



James G. Oborne



Ian Sutherland



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#### **Annual Resolutions**

1. Appointment of Trustees



#### **Annual Resolutions**

2. Appointment of Auditors



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### Conversion to a Share Corporation Expected Benefits

- ✓ Simplified tax and legal structure
- ✓ Greater access to capital markets
- ✓ New investors and improved liquidity



### Trust vs. Corporation

	Trust	Corporation
Taxable Income	\$ 1.36	\$ 1.36
Corporate income tax payable	-	(0.42)
After-tax income available for distribution/dividend	\$ 1.36	\$ 0.94
Individual income tax payable	\$ (0.63)	\$ (0.22)
After tax distribution/dividend	\$ 0.73	\$ 0.72



3. Approval of Plan of Arrangement



4. Approval of Option Plan



5. Approval of Deferred Share Plan



6. Approval of Shareholder Rights Plan

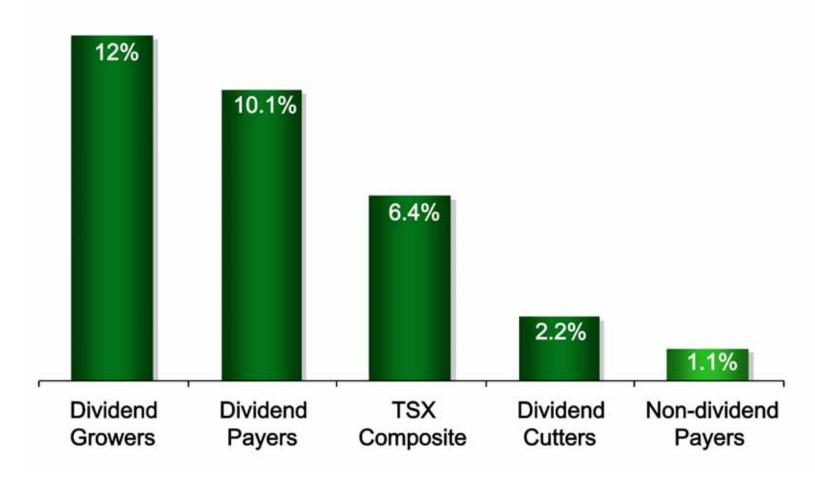


### Other 2009 Board Activity



### **Total Annual Return Comparisons**

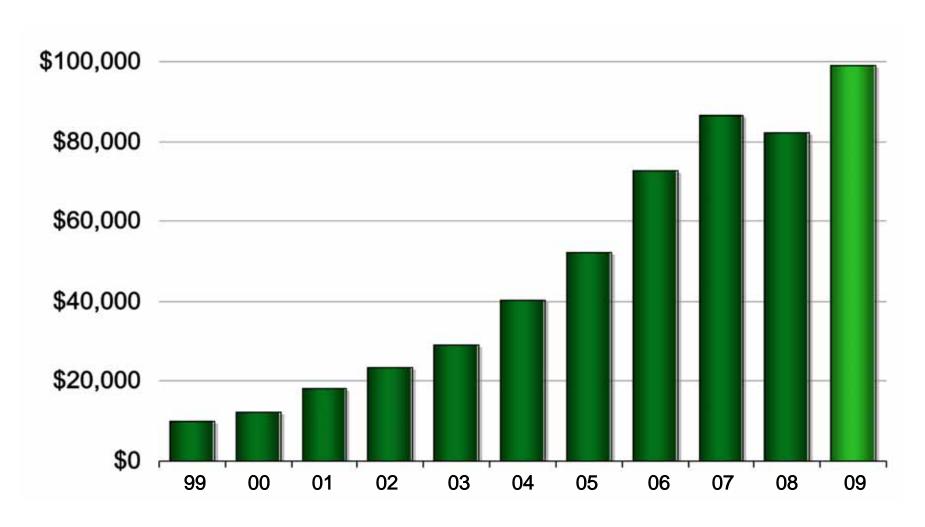
(December 1986 - May 2010)



Source: RBC Capital Markets Quantitative Research



# Ten-Year Unitholder Return on \$10,000 Initial Investment





### Other 2009 Board Activity



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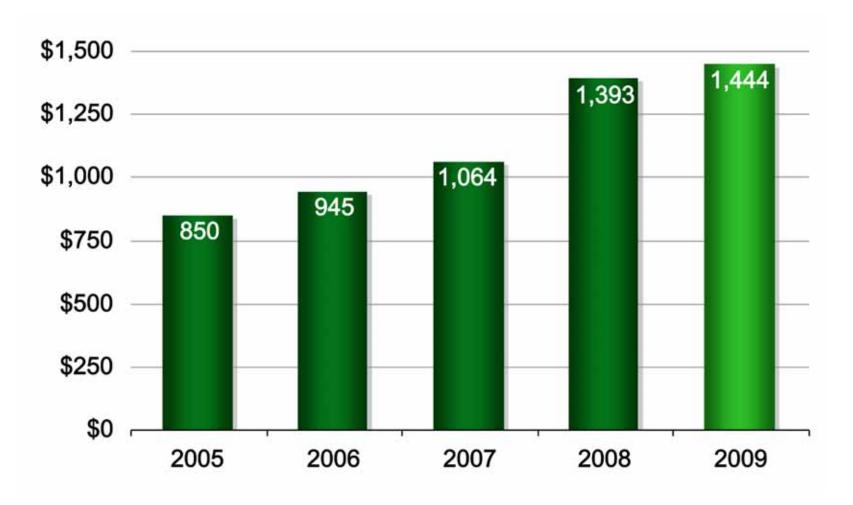






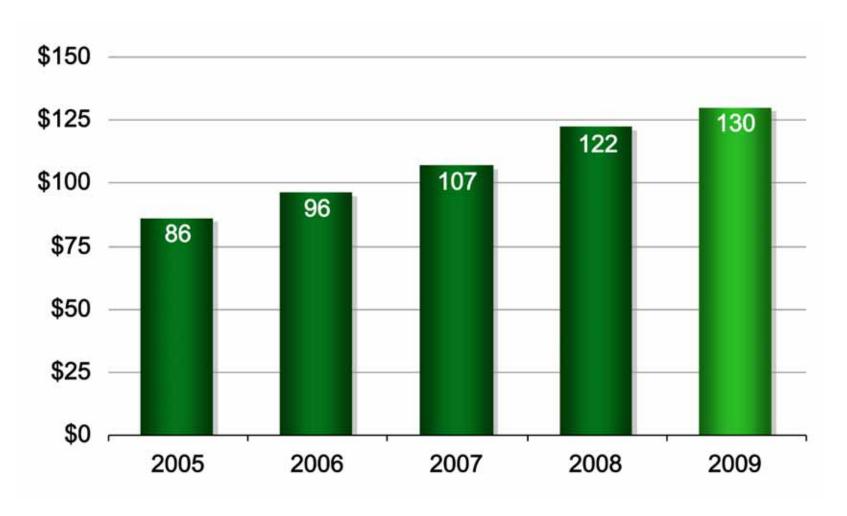
### 2009 Performance Sales Growth

(\$ in millions)



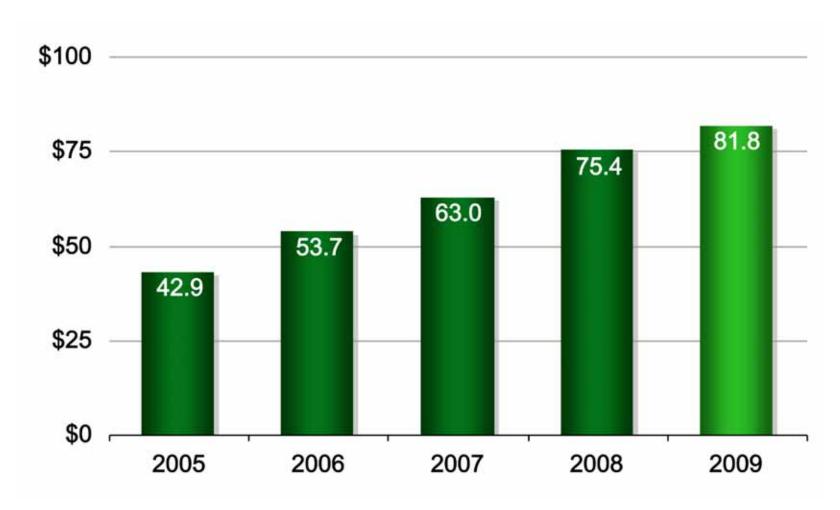


## 2009 Performance Trading Profit Growth (\$ in millions)



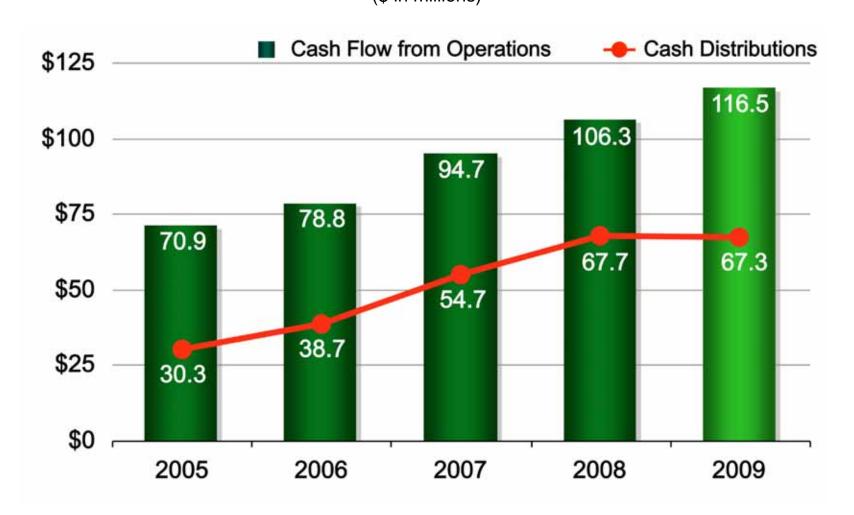


## 2009 Performance Net Earnings (\$ in millions)



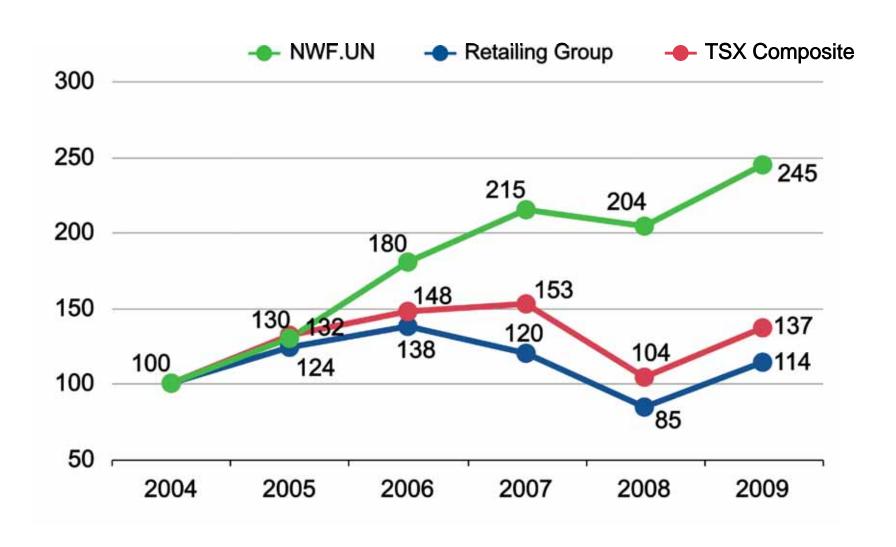


# 2009 Performance Cash Flow from Operations/Cash Distributions (\$ in millions)





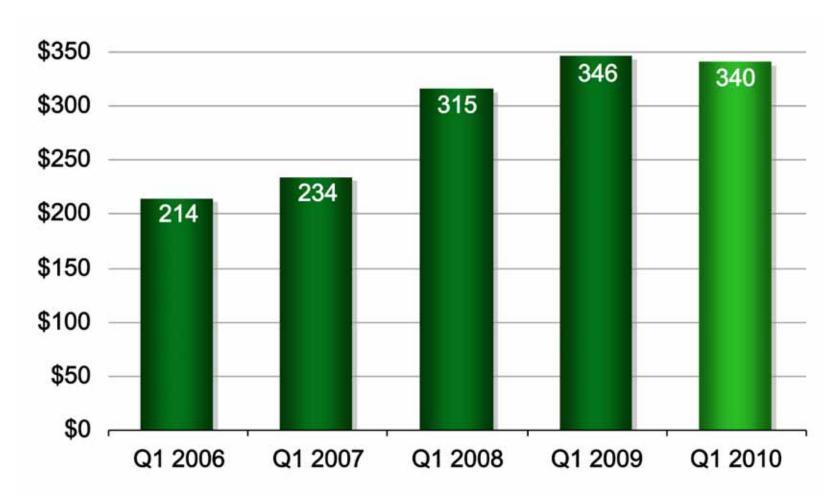
#### Relative Unit Price Performance (%)





# 2010 First Quarter Performance Total Sales

(\$ in millions)





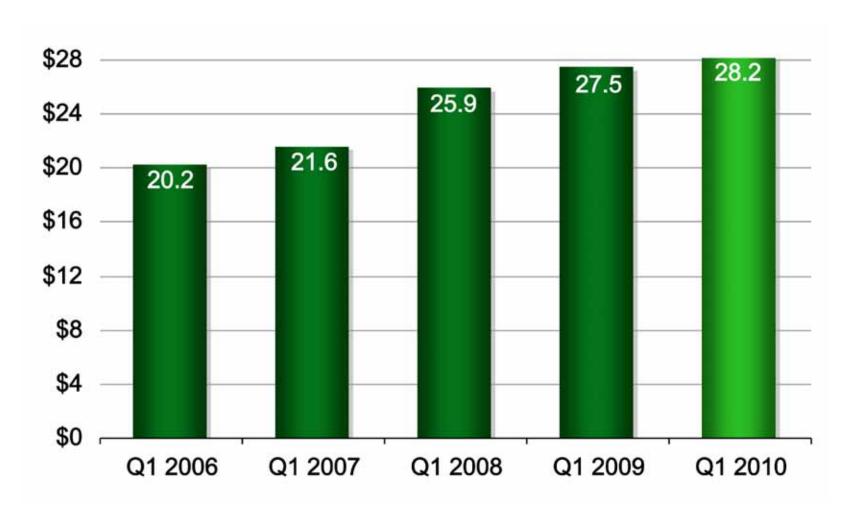
### 2010 First Quarter Performance Same Store Sales

(excluding fx impact)

	Canada	International	Total
Food	6.9%	(1.7%)	3.8%
General Merchandise	9.3%	(1.0%)	6.9%

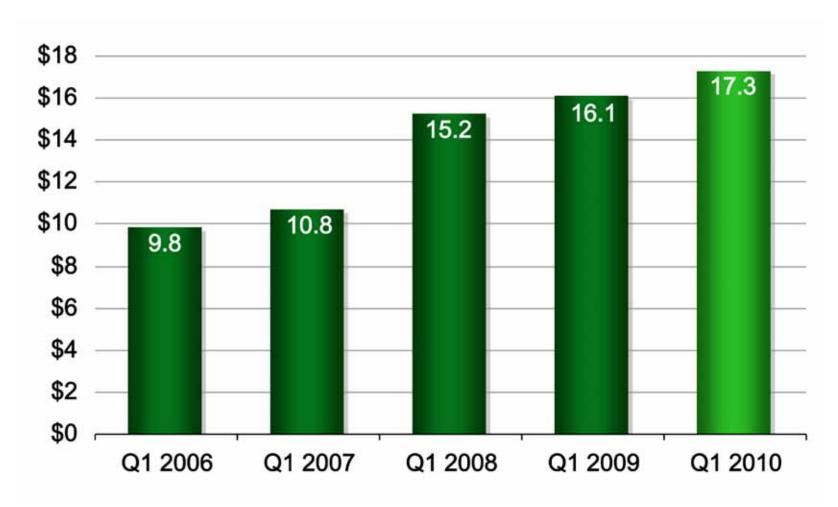


### 2010 First Quarter Performance Trading Profit (\$ in millions)





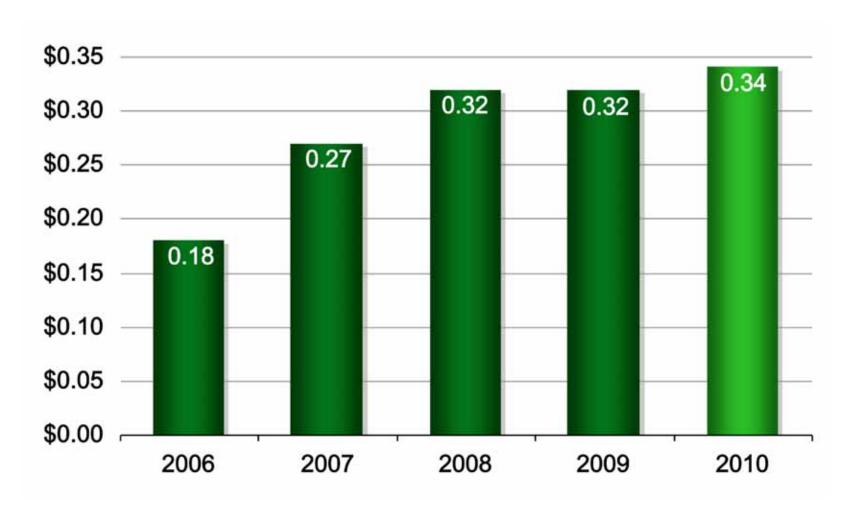
### 2010 First Quarter Performance Net Earnings (\$ in millions)





# 2010 First Quarter Performance Quarterly Distribution/Per Unit

Record Date - June 30 / Payment Date - July 15





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### FREE!

Redeem this coupon for a free box of BV Select Buffalo Boneless Chicken Wings, or BBQ Boneless Chicken Wings, 730 g. No purchase required.

BUCCHICK
SELECT
BBQ Boneless
Chicken Wings
Chicken Wings
Chicken Wings
Chicken Wings
What breat radem.
Nitracu III White next only.

\$8.97
Retail Value

Expires June 25, 2010

Coupon redeemable at Winnipeg Giant Tiger locations only. One coupon per person. Facsimile coupons will not be accepted.



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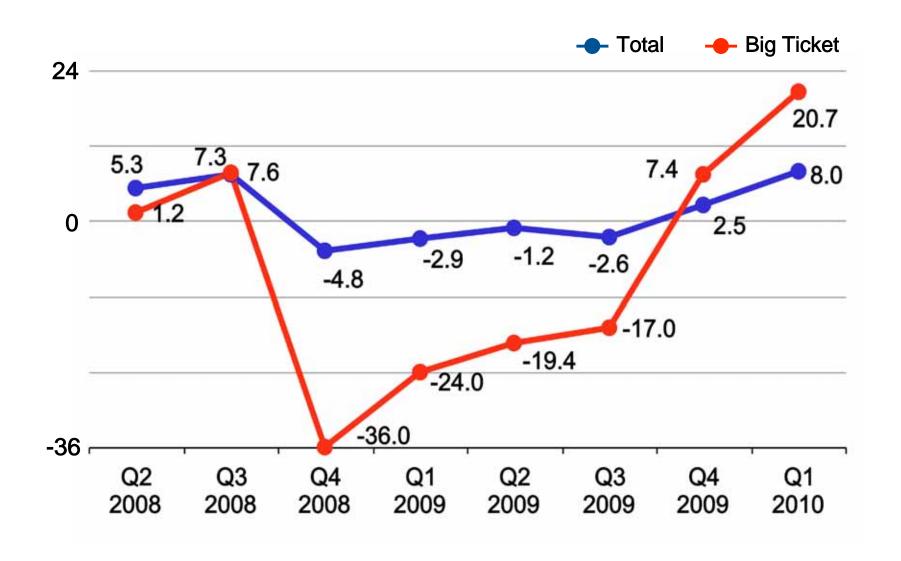








#### Northern Banners Same Store Sales



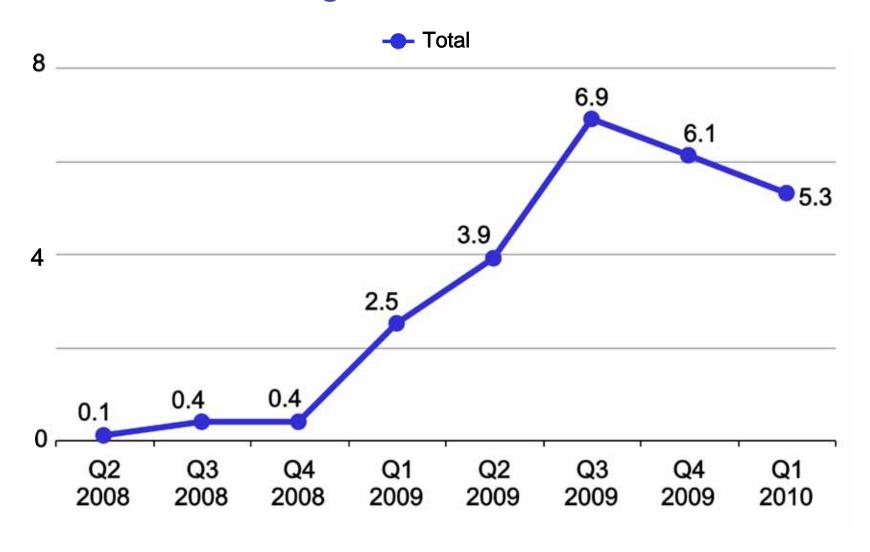


#### Northern Banners 2010 Outlook

- ✓ Upside vs. weak numbers from last year
- ✓ Ramped up public infrastructure spending
- ✓ Modest recovery in resource development



#### **Giant Tiger Same Store Sales**



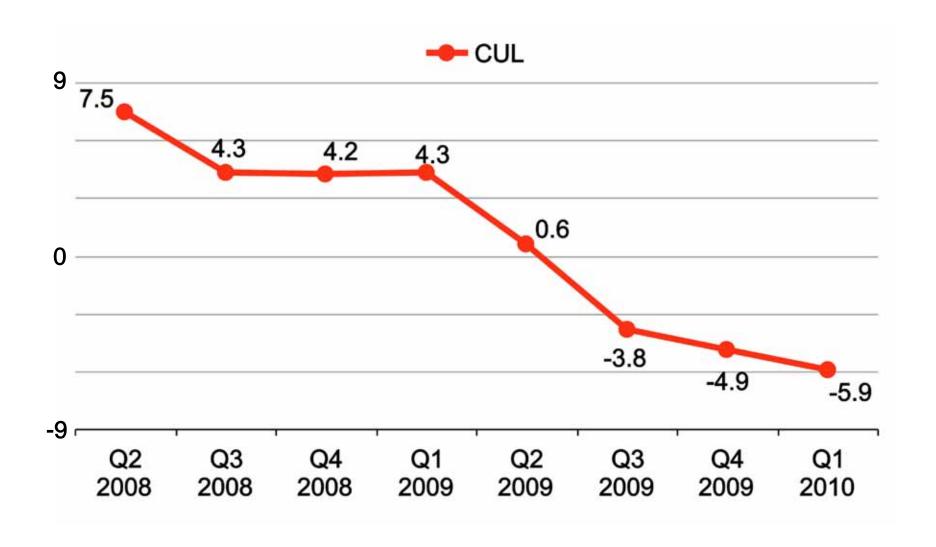


#### Giant Tiger 2010 Outlook

- ✓ Growth in fashion and general merchandise
- ✓ Sales and margin pressure in food
- ✓ Overall offer matches up with today's consumer



#### Cost U Less Same Store Sales





#### Cost U Less 2010 Outlook

- √ "Get Sales" programs
- ✓ Tourism recovery will be slow
- ✓ New location opportunities



## More Growth in Store By the **Numbers**

8.1% **EBITDA CAGR**  1.5 **TIMES** 

90%+ 90%+

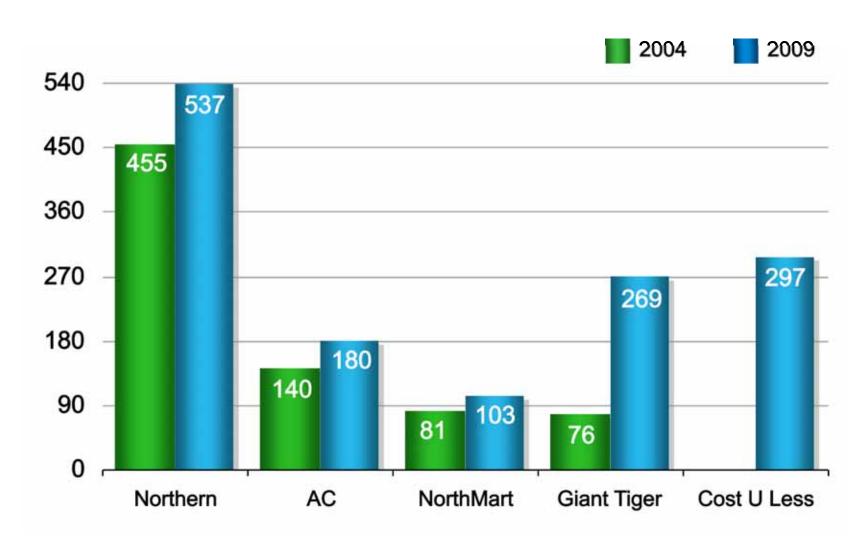
# 8.1%

**EBITDA CAGR** 



#### **Banner Growth**

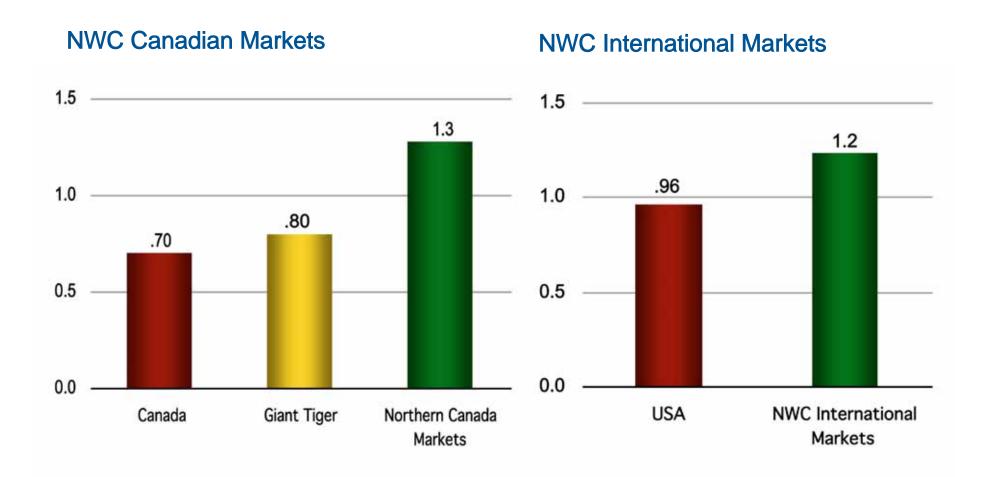
(Cdn \$)



## 1.5 TIMES



#### Ten Year Population Growth





#### Our Everyday Customer

- ✓ Likes convenience
- ✓ Likes trends
- ✓ Likes name and store brands
- ✓ Spontaneous
- ✓ Price sensitive







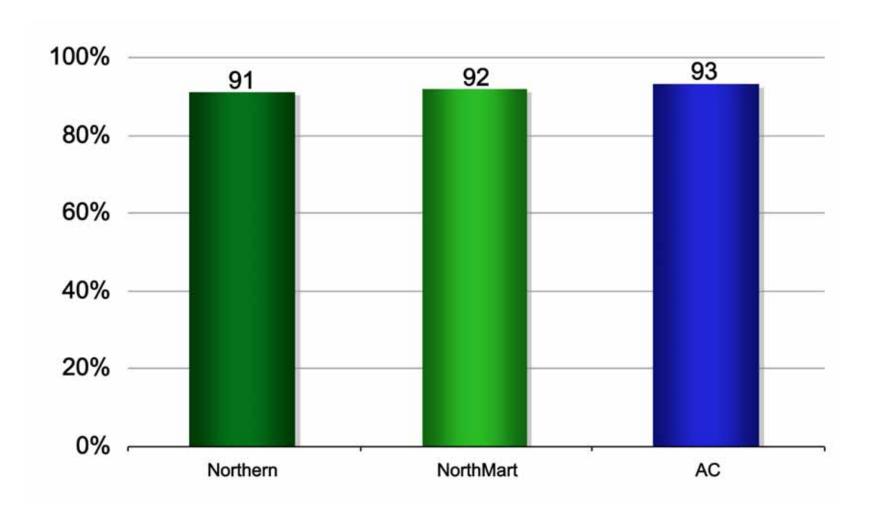




# 90%

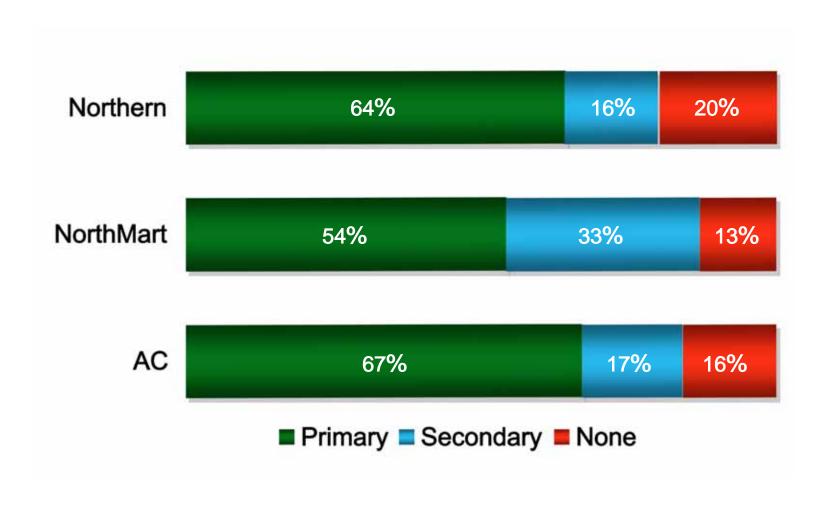


#### **Monthly Market Draw**





#### First Shopping Choice for Food

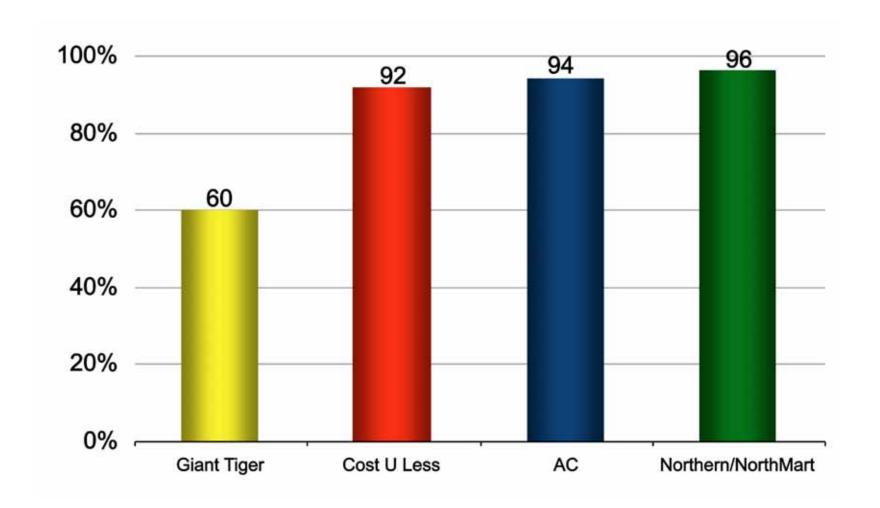


# 90%



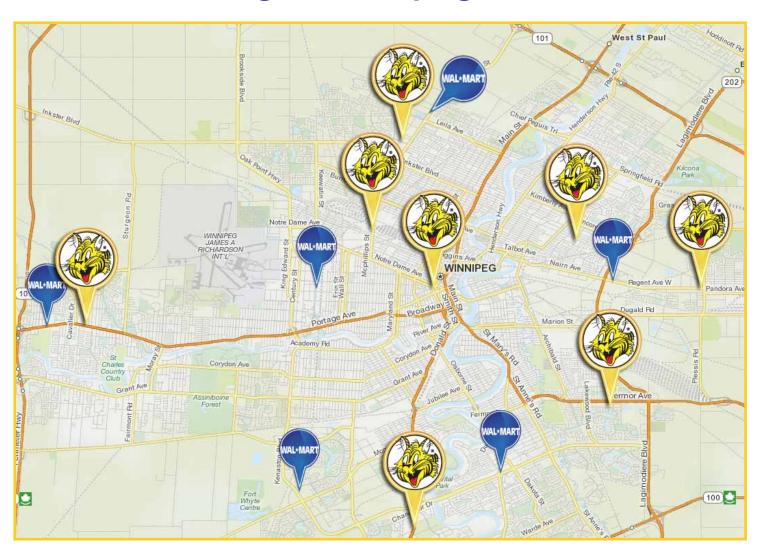
#### % of stores > 2hr drive from Wal-Mart

(Giant Tiger > 3km drive)





#### **Giant Tiger Winnipeg Locations**



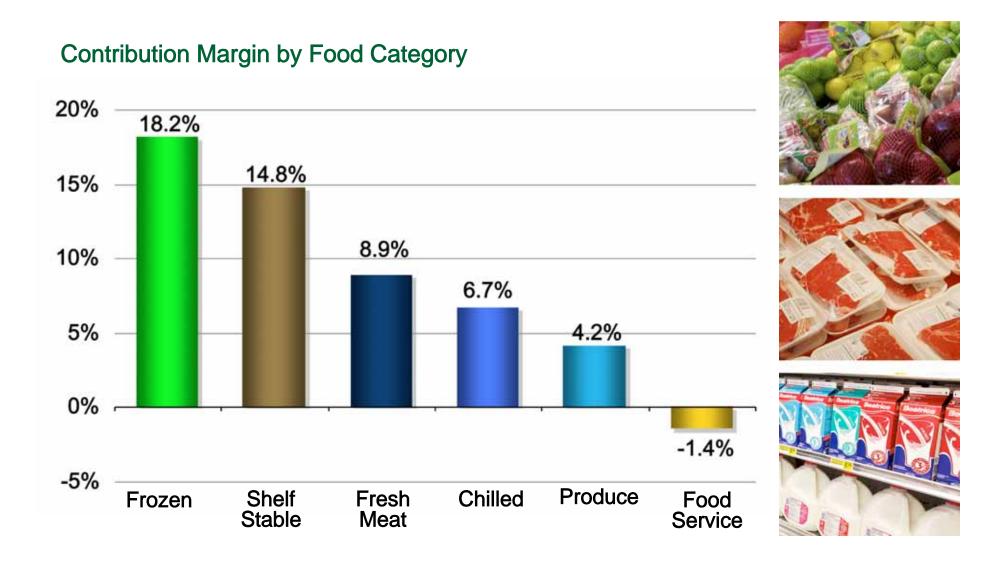


#### **Key Strategic Priorities**

✓ Fix Perishables



#### Fix Perishables





#### **Key Strategic Priorities**

- ✓ Fix Perishables
- ✓ Be Business Ready



#### **Key Strategic Priorities**

- ✓ Fix Perishables
- ✓ Be Business Ready
- ✓ Invest in Outbound Logistics



#### **Invest in Outbound Logistics**











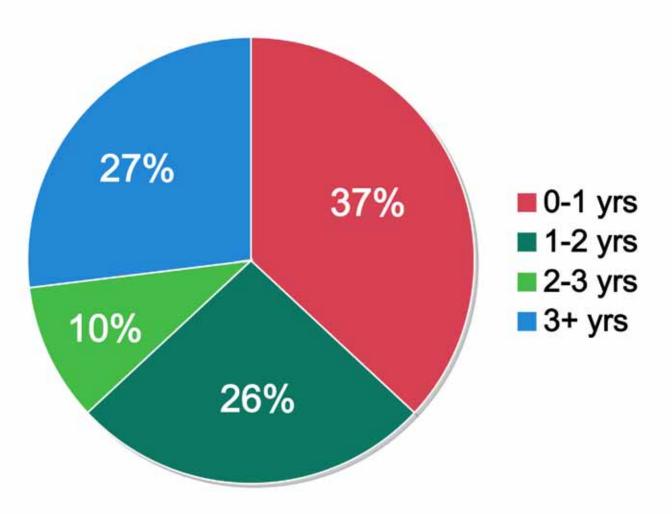
#### **Key Strategic Priorities**

- ✓ Fix Perishables
- ✓ Be Business Ready
- ✓ Invest in Outbound Logistics
- ✓ Increase Store Management Stability



#### Increase Store Management Stability

**Tenure in Location** 











#### **Key Strategic Priorities**

- ✓ Fix Perishables
- ✓ Be Business Ready
- ✓ Invest in Outbound Logistics
- ✓ Increase Store Management Stability
- ✓ Focused Investment



- Distribution Centres and Systems
- ✓ Store Expansions
- ✓ Convenience Stores
- ✓ Single Store Acquisitions
- ✓ Services







- Distribution Centres and Systems
- ✓ Store Expansions
- ✓ Convenience Stores
- ✓ Single Store Acquisitions
- ✓ Services

Cape Dorset, before and after







- Distribution Centres and Systems
- ✓ Store Expansions
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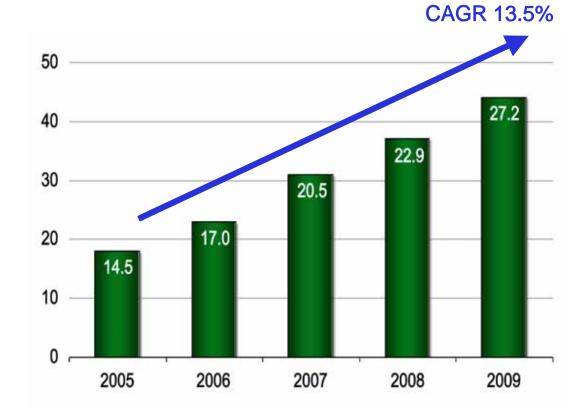






- Distribution Centres and Systems
- ✓ Store Expansions
- ✓ Convenience Stores
- ✓ Single Store Acquisitions
- ✓ Services







## More Growth *in Store*With our *People*















**Leo Charriere** 



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