



DOLLARAMA INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal year ended January 29, 2017

March 30, 2017

The following management's discussion and analysis ("MD&A") dated March 30, 2017 is intended to assist readers in understanding the business environment, strategies, performance and risk factors of Dollarama Inc. (together with its consolidated subsidiaries, referred to as "Dollarama", the "Corporation", "we", "us" or "our"). This MD&A provides the reader with a view and analysis, from the perspective of management, of the Corporation's financial results for the fourth quarter and fiscal year ended January 29, 2017. This MD&A should be read in conjunction with the Corporation's annual audited consolidated financial statements and notes for Fiscal 2017 (as hereinafter defined).

Unless otherwise indicated and as hereinafter provided, all financial information in this MD&A as well as the Corporation's annual audited consolidated financial statements for Fiscal 2017 (as hereinafter defined) have been prepared in accordance with generally accepted accounting principles in Canada ("GAAP") as set out in the CPA Canada Handbook - Accounting under Part I, which incorporates International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB").

The Corporation manages its business on the basis of one reportable segment. The functional and reporting currency is the Canadian dollar.

Accounting Periods

All references to "Fiscal 2015" are to the Corporation's fiscal year ended February 1, 2015; to "Fiscal 2016" are to the Corporation's fiscal year ended January 31, 2016; to "Fiscal 2017" are to the Corporation's fiscal year ended January 29, 2017; and to "Fiscal 2018" are to the Corporation's fiscal year ending January 28, 2018.

The Corporation's fiscal year ends on the Sunday closest to January 31 of each year and usually has 52 weeks.

Forward-Looking Statements

This MD&A contains certain forward-looking statements about our current and future plans, expectations and intentions, results, levels of activity, performance, goals or achievements or any other future events or developments. The words “may”, “will”, “would”, “should”, “could”, “expects”, “plans”, “intends”, “trends”, “indications”, “anticipates”, “believes”, “estimates”, “predicts”, “likely” or “potential” or the negative or other variations of these words or other comparable words or phrases, are intended to identify forward-looking statements. Specific forward-looking statements in this MD&A include, but are not limited to, statements with respect to:

- expectations on net new store openings and general capital expenditures;
- expectations on a sustainable gross margin;
- general increases in administrative and occupancy costs;
- expectations about general, administrative and store operating expenses as a percentage of sales;
- the liquidity position of the Corporation; and
- the potential accretive effect of the normal course issuer bid.

Forward-looking statements are based on information currently available to us and on estimates and assumptions made by us regarding, among other things, general economic conditions and the competitive environment within the retail industry in Canada, in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we believe are appropriate and reasonable in the circumstances, but there can be no assurance that such estimates and assumptions will prove to be correct. Many factors could cause actual results, level of activity, performance or achievements or future events or developments to differ materially from those expressed or implied by the forward-looking statements, including, but not limited to, the following factors, which are discussed in greater detail in the “Risks and Uncertainties” section of this MD&A: future increases in operating and merchandise costs, inability to sustain assortment and replenishment of merchandise, increase in the cost or a disruption in the flow of imported goods, failure to maintain brand image and reputation, disruption of distribution infrastructure, inventory shrinkage, inability to renew store, warehouse, distribution center and head office leases on favourable terms, inability to increase warehouse and distribution center capacity in a timely manner, seasonality, market acceptance of private brands, failure to protect trademarks and other proprietary rights, foreign exchange rate fluctuations, potential losses associated with using derivative financial instruments, level of indebtedness and inability to generate sufficient cash to service debt, changes in creditworthiness and credit rating and the potential increase in the cost of capital, interest rate risk associated with variable rate indebtedness, competition in the retail industry, general economic conditions, departure of senior executives, failure to attract and retain quality employees, disruption in information technology systems, inability to protect systems against cyber-attacks, unsuccessful execution of the growth strategy, holding company structure, adverse weather, natural disasters and geopolitical events, unexpected costs associated with current insurance programs, product liability claims and product recalls, litigation and regulatory and environmental compliance.

These factors are not intended to represent a complete list of the factors that could affect us; however, they should be considered carefully. The purpose of the forward-looking statements is to provide the reader with a description of management's expectations regarding the Corporation's financial performance and may not be appropriate for other purposes; readers should not place undue reliance on forward-looking statements made herein. Furthermore, unless otherwise stated, the forward-looking statements contained in this MD&A are made as at March 30, 2017 and we have no intention and undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. The forward-looking statements contained in this MD&A are expressly qualified by this cautionary statement.

GAAP and Non-GAAP Measures

This MD&A, as well as the Corporation's annual audited consolidated financial statements and notes for Fiscal 2017, have been prepared in accordance with GAAP. However, this MD&A also refers to certain non-GAAP measures. The non-GAAP measures used by the Corporation are as follows:

EBITDA	Represents operating income plus depreciation and amortization.
EBITDA margin	Represents EBITDA divided by sales.
Total debt	Represents the sum of long-term debt (including accrued interest as current portion) and other bank indebtedness (if any).
Net debt	Represents total debt minus cash and cash equivalents.
Adjusted retained earnings	Represents deficit plus the excess of (i) the price paid for all common shares repurchased under the Corporation's normal course issuer bids from inception in June 2012 through January 29, 2017 over (ii) the book value of those common shares.

The above-described non-GAAP measures do not have a standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other issuers. Non-GAAP measures provide investors with a supplemental measure of our operating performance and financial position and thus highlight trends in our core business that may not otherwise be apparent when relying solely on GAAP measures. With the exception of adjusted retained earnings, these measures are used to bridge differences between external reporting under GAAP and external reporting that is tailored to the retail industry, and should not be considered in isolation or as a substitute for financial performance measures calculated in accordance with GAAP. Management uses non-GAAP measures in order to facilitate operating and financial performance comparisons from period to period, to prepare annual budgets, to assess our ability to meet our future debt service, capital expenditure and working capital requirements, and to evaluate senior management's performance. Management uses total debt and net debt to calculate the Corporation's indebtedness level, cash position, future cash needs and financial leverage ratios. Adjusted retained earnings is a non-GAAP measure that shows retained earnings without the effect of the excess of (i) the price paid for all common shares repurchased under the Corporation's normal course issuer bids over (ii) the book value of those common shares. We believe that securities analysts, investors and other interested parties frequently use non-GAAP measures in the evaluation of issuers. Refer to the section entitled "Selected Consolidated Financial Information" of this MD&A for a reconciliation of the non-GAAP measures used and presented by the Corporation to the most directly comparable GAAP measures.

Recent Events***Long-Term Store Target***

In March 2017, the Corporation completed a study to re-evaluate the market potential for Dollarama stores across Canada. The study took into consideration, among other factors, the 2016 census and household income data published in early 2017, the current competitive retail landscape in all markets across Canada, the rates of per capita store penetration, the performance of comparable and new stores and the targeted payback period expected by Dollarama on new store openings. The results of this study support management's confidence in the Corporation's ability to continue to expand the store network beyond the previously disclosed threshold of 1,400 stores, up to approximately 1,700 stores over the next eight to ten years. While cannibalization is expected to increase as the total store count gets closer to 1,700, management does not expect this to have a significant impact on the current average capital payback period of approximately two years.

Acceptance of Credit Cards

In early 2016, Dollarama launched a credit card pilot program to evaluate the impact and feasibility of accepting credit cards as a payment method in all its stores. Dollarama began accepting credit cards in its stores in British Columbia in January 2016 and later extended the pilot to stores located in Alberta and New Brunswick. Based on the results of the one-year pilot program, the Corporation has concluded that the incremental impact of increased sales offsets the additional costs associated with accepting credit cards as a method of payment. While the Corporation expects the financial impact to be neutral, this additional payment method will provide customers with additional convenience. The Corporation plans to accept credit cards as a payment method in all stores across Canada in the second quarter of Fiscal 2018.

Dividend Increase

On March 30, 2017, the Corporation announced that its board of directors had approved a 10% increase of the quarterly dividend for holders of its common shares, from \$0.10 per common share to \$0.11 per common share. This increased quarterly dividend will be paid on May 3, 2017 to shareholders of record at the close of business on April 21, 2017 and is designated as an "eligible dividend" for Canadian tax purposes.

Issuance of Series 2 Floating Rate Senior Unsecured Notes

On March 16, 2017, the Corporation issued series 2 floating rate senior unsecured notes due March 16, 2020 (the "Series 2 Floating Rate Notes", and collectively with the Series 1 Floating Rate Notes, the "Floating Rate Notes") at par, for aggregate gross proceeds of \$225.0 million, by way of private placement in reliance upon exemptions from the prospectus requirements under applicable securities legislation. Proceeds were used by the Corporation to repay indebtedness outstanding under the Credit Facility (as hereinafter defined) and for general corporate purposes. The Series 2 Floating Rate Notes were assigned a rating of BBB, with a stable trend, by DBRS Limited ("DBRS"). They bear interest at a rate equal to the 3-month bankers' acceptance rate (CDOR) plus 59 basis points (or 0.59%), set quarterly on the 16th day of March, June, September and December of each year. Interest is payable in cash quarterly, in arrears, over the 3-year term on the 16th day of March, June, September and December of each year.

Normal Course Issuer Bid

As part of the 2016-2017 normal course issuer bid, the Corporation entered into a specific share repurchase program with a third party on January 10, 2017 to repurchase common shares through daily purchases, subject to the conditions of an issuer bid exemption order issued by the Ontario Securities Commission. The price that the Corporation paid for the common shares was negotiated by the Corporation and the third party, and represented a discount to the volume weighted average trading price of the common shares on the Canadian markets on the date of each purchase. A total of 1,120,040 common shares were repurchased through this specific program, representing all available holdings of common shares of the third party, for an aggregate purchase price of \$110.4 million. The program officially ended on March 13, 2017.

Overview

Our Business

As at January 29, 2017, we operated 1,095 stores in Canada, and we continue to expand our network across the country. Our stores average 10,023 square feet and offer a broad assortment of everyday consumer products, general merchandise and seasonal items, including private label and nationally branded products, at compelling values. Merchandise is sold in individual or multiple units at select fixed price points up to \$4.00. All of our stores are corporate-owned and operated, providing a consistent shopping experience, and nearly all are located in high-traffic areas such as strip malls and shopping centers in various locations, including metropolitan areas, mid-sized cities and small towns.

Our strategy is to grow sales, net earnings and cash flows by offering a compelling value proposition on a wide variety of everyday merchandise to a broad base of customers. We continually strive to maintain and improve the efficiency of our operations.

Key Items in the Fourth Quarter of Fiscal 2017

Compared to the fourth quarter of Fiscal 2016:

- Sales increased by 11.5% to \$854.5 million;
- Comparable store sales⁽¹⁾ grew 5.8%, over and above a 7.9% growth the previous year;
- Gross margin⁽¹⁾ was 41.4% of sales, compared to 40.8% of sales;
- EBITDA⁽¹⁾ grew 19.1% to \$226.2 million, or 26.5% of sales, compared to 24.8% of sales;
- Operating income grew 19.1% to \$210.7 million, or 24.7% of sales, compared to 23.1% of sales; and
- Diluted net earnings per common share increased by 24.0%, from \$1.00 to \$1.24.

During the fourth quarter of Fiscal 2017, the Corporation opened 26 net new stores, compared to 25 net new stores during the corresponding period of Fiscal 2016.

⁽¹⁾ We refer the reader to the notes in the section entitled "Selected Consolidated Financial Information" of this MD&A for the definition of these items and, when applicable, their reconciliation with the most directly comparable GAAP measure.

Key Items in Fiscal 2017

Compared to Fiscal 2016:

- Sales increased by 11.8% to \$2,963.2 million;
- Comparable store sales⁽¹⁾ grew 5.8%, over and above a 7.3% growth the previous year;
- Gross margin⁽¹⁾ was 39.2% of sales, compared to 39.0% of sales;
- EBITDA⁽¹⁾ grew 17.7% to \$703.3 million, or 23.7% of sales, compared to 22.5% of sales;
- Operating income grew 17.5% to \$645.5 million, or 21.8% of sales, compared to 20.7% of sales; and
- Diluted net earnings per common share increased by 23.7%, from \$3.00 to \$3.71.

During Fiscal 2017, the Corporation opened 65 net new stores, well within the guidance range confirmed by management in December 2016, compared to 75 net new stores during Fiscal 2016.

During Fiscal 2017, the Corporation repurchased for cancellation under successive normal course issuer bids a total of 7,420,168 common shares, at a weighted average price of \$95.07 per common share, for a total cash consideration of \$705.4 million. Management anticipates that the repurchase of shares will be accretive to shareholder value.

Outlook

A discussion of management's updated expectations as to the Corporation's outlook for Fiscal 2018 as well as a summary of how the Corporation performed against Fiscal 2017 guidance is contained in the Corporation's press release dated March 30, 2017 under the heading "Outlook". The press release is available on SEDAR at www.sedar.com and on the Corporation's website at www.dollarama.com.

Factors Affecting Our Results of Operations

Sales

The Corporation recognizes revenue from the sale of products or the rendering of services when they are earned.

All sales are final. Revenue is shown net of sales tax and discounts. Gift cards sold are recorded as a liability, and revenue is recognized when gift cards are redeemed.

The Corporation may enter into arrangements with third parties for the sale of products to customers. When the Corporation acts as the principal in these arrangements, it recognizes revenues based on the amounts billed to customers. Otherwise, the Corporation recognizes the net amount that it retains as revenues.

Our sales consist of comparable store sales and new store sales as well as sales to third parties. Comparable store sales represent sales of stores, including relocated and expanded stores, open for at least 13 complete fiscal months relative to the same period in the prior fiscal year.

The primary drivers of comparable store sales performance are changes in the number of transactions and average transaction size. To increase comparable store sales, we focus on offering a wide selection of quality merchandise at attractive values in well-designed, consistent and convenient store formats.

Historically, our highest sales results have occurred in the fourth quarter, with December representing the highest proportion of sales. Our sales also generally increase ahead of other holidays and celebrations, such as Easter, St. Patrick's Day, Valentine's Day and Halloween, but we otherwise experience limited seasonal fluctuations in sales and expect this trend to continue. Refer to the section of this MD&A entitled "Risks and Uncertainties" for a discussion about the risks associated with seasonality.

Cost of Sales

Our cost of sales consists mainly of merchandise inventory, store occupancy costs and transportation costs (which are variable and proportional to our sales volume) and warehouse and distribution center operating costs. We record vendor rebates consisting of volume purchase rebates when earned. The rebates are recorded as a reduction of inventory purchased at cost, which has the effect of reducing cost of sales.

Although cost increases can negatively affect our business, our multiple price point product offering provides some flexibility to react to cost increases on a timely basis. We have historically reduced our cost of sales by shifting more of our sourcing to low-cost foreign suppliers. During Fiscal 2017, direct overseas sourcing accounted for 53% of our purchases (56% in Fiscal 2016). While we still source a majority of our overseas products from China, we purchase products from over 28 different countries around the world.

Since the Corporation purchases goods in currencies other than the Canadian dollar, our cost of sales is affected by fluctuations of foreign currencies against the Canadian dollar. In particular, we purchase a majority of our imported merchandise from suppliers in China using U.S. dollars. Therefore, our cost of sales is impacted by the fluctuation of the Chinese renminbi against the U.S. dollar and the fluctuation of the U.S. dollar against the Canadian dollar.

While we enter into foreign exchange forward contracts to hedge a significant portion of our exposure to fluctuations in the value of the U.S. dollar against the Canadian dollar, generally nine to twelve months in advance, we do not hedge our exposure to fluctuations in the value of the Chinese renminbi against the U.S. dollar.

Shipping and transportation costs, including surcharges imposed by provincial governments, are also a significant component of our cost of sales. When fuel costs fluctuate, shipping and transportation costs increase or decrease, as applicable, because the carriers generally pass on such cost changes to the users, although usually not in full or as quickly in the case of cost decreases. Because of the high volatility of fuel costs, it is difficult to forecast the fuel surcharges we may incur from our carriers.

Our occupancy costs are mainly comprised of rental expense for our stores, which has generally increased in Canada over the years. While we continue to feel some pressure on lease rates in certain markets, where demand for prime locations is strong and/or vacancy rates are low, management believes that it is generally able to negotiate leases at competitive market rates and does not anticipate material rate increases in the short to medium term. Typically, store leases are signed with base terms of ten years and one or more renewal options of five years each.

We strive to maintain a sustainable gross margin, where we believe we can achieve a healthy balance between maximizing returns to shareholders and offering a compelling value to our customers. The gross margin varies on a quarterly basis as a result of fluctuations in product margins, as we refresh approximately 25% to 30% of our offering on an annual basis, and/or fluctuations in logistics and transportation costs, among other factors. The goal remains to actively manage the gross margin to keep the value proposition compelling with a view to stimulating continued sales growth.

General, Administrative and Store Operating Expenses

Our general, administrative and store operating expenses ("SG&A") consist of store labour, which is primarily variable and proportional to our sales volume, as well as store maintenance costs, salaries and related benefits of corporate and field management team members, administrative office expenses, professional fees, and other related expenses, all of which are primarily fixed. Although our average store hourly wage rate is higher than the minimum wage, an increase in the mandated minimum wage could significantly increase our payroll costs unless we realize offsetting productivity gains and other cost reductions. We expect our administrative costs to increase as we continue to build our infrastructure to meet the needs generated by the growth of the Corporation.

Economic or Industry-Wide Factors Affecting the Corporation

We operate in the value retail industry, which is highly competitive with respect to price, store location, merchandise quality, assortment and presentation, in-stock consistency, and customer service. We compete with other dollar stores but also, and to an even greater extent, with variety and discount stores, convenience stores and mass merchants operating in Canada, many of which operate stores in the areas where we operate, offer products substantially similar to those we offer as a subset of their overall offering and engage in extensive advertising and marketing efforts. Additionally, we compete with a number of companies for prime retail site locations, as well as in attracting and retaining quality employees.

We expect continuing pressure resulting from a number of factors including, but not limited to: merchandise costs, currency exchange fluctuations, instability in the global economy, consumer debt levels and buying patterns, economic conditions, interest rates, fuel prices, utilities costs, weather patterns, market volatility, customer preferences, unemployment, labour costs, inflation, catastrophic events, competitive pressures and insurance costs. A factor affecting both the consumer and business is oil prices. On one hand, higher oil prices could have a dampening effect on consumer spending and result in higher transportation costs. On the other hand, significant and prolonged decreases in oil prices may result in lower transportation costs but could also adversely affect consumer spending as a result of reduced employment in some industries and/or geographic markets.

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Selected Consolidated Financial Information

The following tables set out selected financial information for the periods indicated. The selected consolidated financial information set out below as at January 29, 2017, January 31, 2016 and February 1, 2015 has been derived from our audited consolidated financial statements and related notes.

<i>(dollars and shares in thousands, except per share amounts)</i>	13-Week Periods Ended		52-Week Periods Ended		
	January 29, 2017	January 31, 2016	January 29, 2017	January 31, 2016	February 1, 2015
	\$	\$	\$	\$	\$
Earnings Data					
Sales	854,531	766,476	2,963,219	2,650,327	2,330,805
Cost of sales	501,156	453,526	1,801,935	1,617,051	1,471,257
Gross profit	353,375	312,950	1,161,284	1,033,276	859,548
SG&A	127,166	123,075	458,026	435,816	398,678
Depreciation and amortization	15,549	12,945	57,748	48,085	38,309
Operating income	210,660	176,930	645,510	549,375	422,561
Financing costs	10,643	6,043	33,083	21,395	19,956
Earnings before income taxes	200,017	170,887	612,427	527,980	402,605
Income taxes	53,943	46,067	166,791	142,834	107,195
Net earnings	146,074	124,820	445,636	385,146	295,410
Basic net earnings per common share	\$1.25	\$1.01	\$3.75	\$3.03	\$2.22
Diluted net earnings per common share	\$1.24	\$1.00	\$3.71	\$3.00	\$2.21
Weighted average number of common shares outstanding during the period:					
Basic	116,400	123,875	118,998	127,271	133,338
Diluted	117,664	125,081	120,243	128,420	133,956
Other Data					
Year-over-year sales growth	11.5%	14.6%	11.8%	13.7%	12.9%
Comparable store sales growth ⁽¹⁾	5.8%	7.9%	5.8%	7.3%	5.7%
Gross margin ⁽²⁾	41.4%	40.8%	39.2%	39.0%	36.9%
SG&A as a % of sales ⁽²⁾	14.9%	16.1%	15.5%	16.4%	17.1%
EBITDA ⁽³⁾	226,209	189,875	703,258	597,460	460,870
Operating margin ⁽²⁾	24.7%	23.1%	21.8%	20.7%	18.1%
Capital expenditures	37,450	31,334	166,214	94,430	84,939
Number of stores ⁽⁴⁾	1,095	1,030	1,095	1,030	955
Average store size (gross square feet) ⁽⁴⁾	10,023	9,942	10,023	9,942	9,913
Declared dividends per common share	\$0.10	\$0.09	\$0.40	\$0.36	\$0.32

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	As at		
	January 29, 2017	January 31, 2016	February 1, 2015
	\$	\$	\$
Cash and cash equivalents	62,015	59,178	40,203
Merchandise inventories	465,715	470,195	408,919
Property, plant and equipment	437,089	332,225	290,632
Total assets	1,863,451	1,813,874	1,700,838
Total non-current liabilities	1,249,765	1,119,996	744,866
Total debt ⁽⁵⁾	1,333,643	928,376	568,846
Net debt ⁽⁶⁾	1,271,628	869,198	528,643

Statement of Financial Position Data

Cash and cash equivalents	62,015	59,178	40,203
Merchandise inventories	465,715	470,195	408,919
Property, plant and equipment	437,089	332,225	290,632
Total assets	1,863,451	1,813,874	1,700,838
Total non-current liabilities	1,249,765	1,119,996	744,866
Total debt ⁽⁵⁾	1,333,643	928,376	568,846
Net debt ⁽⁶⁾	1,271,628	869,198	528,643

<i>(dollars in thousands)</i>	13-Week Periods Ended		52-Week Periods Ended		
	January 29, 2017	January 31, 2016	January 29, 2017	January 31, 2016	February 1, 2015
	\$	\$	\$	\$	\$
A reconciliation of operating income to EBITDA is included below:					
Operating income	210,660	176,930	645,510	549,375	422,561
Add: Depreciation and amortization	15,549	12,945	57,748	48,085	38,309
EBITDA	226,209	189,875	703,258	597,460	460,870
<i>EBITDA margin ⁽³⁾</i>	26.5%	24.8%	23.7%	22.5%	19.8%

A reconciliation of EBITDA to cash flows from operating activities is included below:

EBITDA	226,209	189,875	703,258	597,460	460,870
Financing costs (net of amortization of debt issue costs)	(16,117)	(8,795)	(31,334)	(20,398)	(18,031)
Recognition of realized gains (losses) on foreign exchange contracts	(2,524)	(27,005)	(46,269)	(76,664)	14,130
Cash settlement of gains (losses) on foreign exchange contracts	(5,093)	22,588	16,108	97,920	(14,224)
Current income taxes	(48,581)	(42,100)	(150,686)	(138,716)	(93,648)
Deferred lease inducements	1,685	1,434	6,020	4,811	4,078
Deferred tenant allowances and deferred leasing costs	3,535	3,290	8,970	11,275	9,087
Recognition of deferred tenant allowances and deferred leasing costs	(1,086)	(1,049)	(4,276)	(4,345)	(3,673)
Share-based compensation	1,757	1,485	6,932	6,114	5,387
Loss on disposal of assets	(350)	177	40	641	666
	159,435	139,900	508,763	478,098	364,642
Change in non-cash working capital components	42,930	69,596	(3,595)	(28,861)	(8,770)
Net cash generated from operating activities	202,365	209,496	505,168	449,237	355,872

A reconciliation of long-term debt to total debt is included below as at:

<i>(dollars in thousands)</i>	As at		
	January 29, 2017	January 31, 2016	February 1, 2015
	\$	\$	\$
Senior unsecured notes bearing interest at a fixed annual rate of 2.337% payable in equal semi-annual instalments, maturing July 22, 2021 (the "2.337% Fixed Rate Notes")	525,000	-	-
Senior unsecured notes bearing interest at a fixed annual rate of 3.095% payable in equal semi-annual instalments, maturing November 5, 2018 (the "3.095% Fixed Rate Notes" and, collectively with the 2.337% Fixed Rate Notes, the "Fixed Rate Notes")	400,000	400,000	400,000
Senior unsecured notes bearing interest at a variable rate equal to 3-month bankers' acceptance rate (CDOR) plus 54 basis points payable quarterly, maturing May 16, 2017 (the "Series 1 Floating Rate Notes")	274,834	274,834	150,000
Unsecured revolving credit facility maturing December 14, 2021 (the "Credit Facility")	130,000	250,000	15,000
Accrued interest on the Series 1 Floating Rate Notes and the Fixed Rate Notes	3,809	3,542	3,846
Total debt	1,333,643	928,376	568,846

A reconciliation of total debt to net debt is included below:

Total debt	1,333,643	928,376	568,846
Cash and cash equivalents	(62,015)	(59,178)	(40,203)
Net debt	1,271,628	869,198	528,643

A reconciliation of deficit to adjusted retained earnings is included below:

Deficit	(342,957)	(62,375)	196,112
Price paid in excess of book value of common shares repurchased under the NCIB	2,084,284	1,405,506	807,595
Adjusted retained earnings ⁽⁷⁾	1,741,327	1,343,131	1,003,707

The deficit as at January 29, 2017 is not a reflection of poor or deteriorating operating performance. It results from the fact that a significant portion of the cash consideration paid for the repurchase of shares under the Corporation's normal course issuer bid is accounted for as a reduction of retained earnings and that the market price at which shares are repurchased significantly exceeds the book value of those shares. Regardless of this accounting treatment, management continues to believe that buying back shares remains an effective strategy to drive shareholder value and constitutes an appropriate use of the Corporation's strong cash flows from operations.

- (1) Comparable store sales growth is a measure of the percentage increase or decrease, as applicable, of the sales of stores, including relocated and expanded stores, open for at least 13 complete fiscal months relative to the same period in the prior fiscal year.
- (2) Gross margin represents gross profit divided by sales. SG&A as a % of sales represents SG&A divided by sales. Operating margin represents operating income divided by sales.
- (3) EBITDA, a non-GAAP measure, represents operating income plus depreciation and amortization. EBITDA margin represents EBITDA divided by sales.
- (4) At the end of the period.
- (5) Total debt, a non-GAAP measure, represents the sum of long-term debt (including accrued interest as current portion) and other bank indebtedness (if any).
- (6) Net debt, a non-GAAP measure, represents total debt minus cash and cash equivalents.
- (7) Adjusted retained earnings represents deficit plus the excess of (i) the price paid for all common shares repurchased under the Corporation's normal course issuer bids from inception in June 2012 through January 29, 2017 over (ii) the book value of those common shares.

Results of Operations

Analysis of Results for the Fourth Quarter of Fiscal 2017

The following section provides an overview of our financial performance during the fourth quarter of Fiscal 2017 compared to the fourth quarter of Fiscal 2016.

Sales

Sales for the fourth quarter of Fiscal 2017 increased by 11.5% to \$854.5 million, compared to \$766.5 million in the corresponding period of the prior fiscal year. The increase in sales was driven by (i) continued organic sales growth fuelled by comparable store sales growth of 5.8%, over and above comparable store sales growth of 7.9% in the fourth quarter of Fiscal 2016, including strong seasonal sales, and (ii) the growth in the total number of stores over the past twelve months, from 1,030 stores on January 31, 2016 to 1,095 stores on January 29, 2017.

Comparable store sales growth for the fourth quarter of Fiscal 2017 consisted of a 7.8% increase in the average transaction size and a 1.9% decrease in the number of transactions. The decrease in the number of transactions is mainly a result of the comparative fourth quarter of Fiscal 2016 having been very strong, with a 4.2% increase, as well as a higher than expected average transaction size of 7.8% for the fourth quarter of Fiscal 2017.

In this quarter, 64.3% of our sales originated from products priced higher than \$1.25 compared to 59.4% in the corresponding quarter last year. Debit card penetration also increased, as 51.4% of sales were paid with debit cards compared to 49.2% in the corresponding period of the previous fiscal year.

Gross Margin

Gross margin was 41.4% of sales in the fourth quarter of Fiscal 2017, compared to 40.8% of sales in the fourth quarter of Fiscal 2016. The increase in the gross margin is mainly attributable to slightly higher product margins, the positive scaling impact of strong comparable store sales and lower logistics costs as a percentage of sales.

SG&A

SG&A for the fourth quarter of Fiscal 2017 was \$127.2 million, a 3.3% increase over \$123.1 million for the fourth quarter of Fiscal 2016. The increase is primarily related to the continued growth in the total number of stores.

SG&A for the fourth quarter of Fiscal 2017 represented 14.9% of sales, compared to 16.1% of sales for the fourth quarter of Fiscal 2016. The improvement of 1.2% in SG&A as a percentage of sales is mainly the result of store labour productivity improvements, cost reduction initiatives at store level, and the positive scaling impact of strong comparable store sales.

Depreciation and Amortization

The depreciation and amortization expense increased by \$2.6 million, from \$12.9 million for the fourth quarter of Fiscal 2016 to \$15.5 million for the fourth quarter of Fiscal 2017, due mainly to the depreciation of fixed assets in new stores and to the depreciation of investments made in information technology projects. Recognized costs for the new warehouse building will only start being depreciated at the beginning of Fiscal 2018, which is when management deemed the building to be substantially available for use.

Financing Costs

Financing costs increased by \$4.6 million, from \$6.0 million for the fourth quarter of Fiscal 2016 to \$10.6 million for the fourth quarter of Fiscal 2017. The increase is mainly due to increased borrowings on long-term debt.

Income Taxes

Income taxes increased by \$7.8 million as a result of higher net earnings, from \$46.1 million for the fourth quarter of Fiscal 2016 to \$53.9 million for the fourth quarter of Fiscal 2017. The statutory income tax rates for the fourth quarters of Fiscal 2017 and Fiscal 2016 were 27.0% and 26.8%, respectively. The net increase in the statutory rate is a result of substantially enacted rate changes in certain provincial jurisdictions. The Corporation's effective tax rate for the fourth quarters of Fiscal 2017 and Fiscal 2016 was 27.0%.

Net Earnings

Net earnings increased to \$146.1 million, or \$1.24 per diluted common share, in the fourth quarter of Fiscal 2017, compared to \$124.8 million, or \$1.00 per diluted common share, in the fourth quarter of Fiscal 2016. The increase in net earnings is mainly the result of an 11.5% increase in sales and lower SG&A as a percentage of sales. Earnings per share were also positively impacted by the repurchase of shares through the Corporation's normal course issuer bid.

Analysis of Results for Fiscal 2017

The following section provides an overview of our financial performance during Fiscal 2017 compared to Fiscal 2016.

Sales

Sales for Fiscal 2017 increased by 11.8% to \$2,963.2 million, compared to \$2,650.3 million in Fiscal 2016. The increase in sales was driven by (i) continued organic sales growth fuelled by comparable store sales growth of 5.8%, over and above comparable store sales growth of 7.3% in Fiscal 2016, and (ii) the growth in the total number of stores over the past twelve months, from 1,030 stores on January 31, 2016 to 1,095 stores on January 29, 2017.

Comparable store sales growth for Fiscal 2017 consisted of a 5.5% increase in the average transaction size and a 0.2% increase in the number of transactions. New stores, which are not yet comparable stores, reach approximately \$2.1 million in annual sales within the first two years of operation, and achieve an average capital payback period of approximately two years.

In Fiscal 2017, 63.4% of our sales originated from products priced higher than \$1.25, compared to 58.7% in Fiscal 2016. Debit card penetration also increased, as 49.2% of sales in Fiscal 2017 were paid with debit cards, compared to 47.0% of sales in Fiscal 2016.

Gross Margin

Gross margin was 39.2% of sales for Fiscal 2017, compared to 39.0% of sales for Fiscal 2016. This increase is mainly attributable to the positive scaling impact of strong comparable store sales as well as slightly lower logistics costs as a percentage of sales.

Gross margin for Fiscal 2017 is generally consistent with the guidance provided by management in December 2016, only slightly above the higher end of the range. Refer to the section entitled "Outlook" for more information on management's expectations with respect to gross margin for Fiscal 2017.

SG&A

SG&A for Fiscal 2017 was \$458.0 million, a 5.1% increase over \$435.8 million for Fiscal 2016. The increase is primarily related to the continued growth in the total number of stores.

SG&A for Fiscal 2017 represented 15.5% of sales, consistent with the guidance confirmed by management in December 2016, compared to 16.4% of sales for Fiscal 2016. The improvement of 0.9% in SG&A as a percentage of sales is mainly the result of store labour productivity improvements, cost reduction initiatives at store level, and the positive scaling impact of strong comparable store sales. Refer to the section entitled "Outlook" for more information on management's expectations with respect to SG&A as a percentage of sales for Fiscal 2017.

Depreciation and Amortization

The depreciation and amortization expense increased by \$9.6 million, from \$48.1 million for Fiscal 2016 to \$57.7 million for Fiscal 2017. The increase is due mainly to the depreciation of fixed assets in new stores and to the depreciation of investments made in information technology projects. Recognized costs for the new warehouse building will only start being depreciated at the beginning of Fiscal 2018, which is when management deemed the building to be substantially available for use.

Financing Costs

Financing costs increased by \$11.7 million, from \$21.4 million for Fiscal 2016 to \$33.1 million for Fiscal 2017. The increase is mainly due to increased borrowings on long-term debt.

Income Taxes

Income taxes increased by \$24.0 million as a result of higher net earnings, from \$142.8 million for Fiscal 2016 to \$166.8 million for Fiscal 2017. The statutory income tax rates for Fiscal 2017 and Fiscal 2016 were 27.0% and 26.8%, respectively. The net increase in the statutory rate is a result of substantially enacted rate changes in certain provincial jurisdictions. The Corporation's effective tax rates for Fiscal 2017 and Fiscal 2016 were 27.2% and 27.1%, respectively.

Net Earnings

Net earnings increased to \$445.6 million, or \$3.71 per diluted common share, for Fiscal 2017, compared to \$385.1 million, or \$3.00 per diluted common share, for Fiscal 2016. The increase in net earnings is mainly the result of an 11.8 % increase in sales and lower SG&A as a percentage of sales. Earnings per share were also positively impacted by the repurchase of shares through the Corporation's normal course issuer bid.

Summary of Consolidated Quarterly Results

	Fiscal 2017				Fiscal 2016			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	\$	\$	\$	\$	\$	\$	\$	\$
<i>(dollars in thousands, except per share amounts)</i>								
Statements of Earnings Data								
Sales	854,531	738,708	728,968	641,012	766,476	664,491	653,290	566,070
Cost of sales	501,156	447,239	449,391	404,149	453,526	398,537	402,708	362,280
Gross profit	353,375	291,469	279,577	236,863	312,950	265,954	250,582	203,790
SG&A	127,166	116,972	110,942	102,946	123,075	111,148	103,722	97,871
Depreciation and amortization	15,549	14,666	14,006	13,527	12,945	12,214	11,775	11,151
Operating income	210,660	159,831	154,629	120,390	176,930	142,592	135,085	94,768
Financing costs	10,643	8,517	7,289	6,634	6,043	5,361	4,429	5,562
Earnings before income taxes	200,017	151,314	147,340	113,756	170,887	137,231	130,656	89,206
Income taxes	53,943	41,256	40,988	30,604	46,067	37,155	35,186	24,426
Net earnings	146,074	110,058	106,352	83,152	124,820	100,076	95,470	64,780
Net earnings per common share								
Basic	\$1.25	\$0.93	\$0.89	\$0.68	\$1.01	\$0.79	\$0.74	\$0.50
Diluted	\$1.24	\$0.92	\$0.88	\$0.68	\$1.00	\$0.78	\$0.74	\$0.50

Historically, our lowest sales results have occurred during the first quarter whereas our highest sales results have occurred during the fourth quarter, with December representing the highest proportion of sales. Our sales also generally increase ahead of other holidays and celebrations, such as Easter, St. Patrick's Day, Valentine's Day and Halloween, but we otherwise experience limited seasonal fluctuations and expect this trend to continue. The occurrence of unusually adverse weather causing disruption in our business activities or operations during a peak season such as the winter holidays or around other major holidays and celebrations could have an adverse effect on our distribution network and on store traffic, which could materially adversely affect our business and financial results.

Liquidity and Capital Resources

Cash Flows for the Fourth Quarter Ended

(dollars in thousands)

	January 29, 2017	January 31, 2016	Change
	\$	\$	\$
Cash flows from operating activities	202,365	209,495	(7,130)
Cash flows used in investing activities	(37,041)	(31,236)	(5,805)
Cash flows used in financing activities	(173,414)	(193,587)	20,173
Net change in cash and cash equivalents	(8,090)	(15,328)	7,238

Cash Flows - Operating Activities

For the fourth quarter of Fiscal 2017, cash flows generated from operating activities totalled \$202.4 million, compared to \$209.5 million for the fourth quarter of Fiscal 2016. The increase in net earnings in the quarter was offset by increased use of working capital related to the timing of tax payments and increases in inventory levels.

Cash Flows - Investing Activities

For the fourth quarter of Fiscal 2017, cash flows used in investing activities totalled \$37.0 million, compared to \$31.2 million for the fourth quarter of Fiscal 2016. This increase relates primarily to purchases of equipment for the new warehouse in Montreal, Québec, and to investments in computer hardware.

Cash Flows - Financing Activities

For the fourth quarter of Fiscal 2017, cash flows used in financing activities totalled \$173.4 million, compared to \$193.6 million for the fourth quarter of Fiscal 2016. Less shares were repurchased under the NCIB in the fourth quarter of Fiscal 2017 compared to the prior year.

Cash Flows for the Year Ended

(dollars in thousands)

	January 29, 2017	January 31, 2016	Change
	\$	\$	\$
Cash flows from operating activities	505,168	449,237	55,931
Cash flows used in investing activities	(165,752)	(93,760)	(71,992)
Cash flows used in financing activities	(336,579)	(336,502)	(77)
Net change in cash and cash equivalents	2,837	18,975	(16,138)

Cash Flows - Operating Activities

For Fiscal 2017, cash flows generated from operating activities totalled \$505.2 million, compared to \$449.2 million for Fiscal 2016. This increase is attributable to higher net earnings and a lower usage of working capital as evidenced by lower inventory levels as well as timing differences related to the payment of normal operating expenses including taxes.

Cash Flows - Investing Activities

For Fiscal 2017, cash flows used in investing activities totalled \$165.8 million, compared to \$93.8 million for Fiscal 2016. This increase relates primarily to the acquisition of land and the construction of a new warehouse in Montreal, Québec, and to investments in computer hardware.

Cash Flows - Financing Activities

For Fiscal 2017, cash flows used in financing activities totalled \$336.6 million, compared to \$336.5 million for Fiscal 2016.

Capital Expenditures

For the fourth quarter of Fiscal 2017, capital expenditures totalled \$37.5 million, compared to \$31.3 million for the fourth quarter of Fiscal 2016.

For Fiscal 2017, capital expenditures totalled \$166.2 million, well within the guidance range confirmed by management in December 2016, compared to \$94.4 million for Fiscal 2016. Capital expenditures have increased mainly due to the purchase of land for \$22.1 million and to construction costs of \$45.8 million related to the new warehouse. Recognized costs of \$33.3 million for the building and roof will start being depreciated as at January 30, 2017, which is when management deemed the building to be substantially available for use. Racking, fixtures and other equipment (including hardware and software) totalling \$12.5 million will be reclassified to store and warehouse equipment, computer equipment and computer software starting at January 30, 2017, once depreciation begins.

New warehouse costs not depreciated:

(dollars in thousands)

	<u>Cost</u> <u>\$</u>	<u>Completion</u> <u>Date</u>	<u>Depreciation</u> <u>Start Date</u>	<u>Useful</u> <u>Life</u>
Land	22,144	Feb. 5, 2016	N/A	N/A
Building and roof	33,295	Jan. 29, 2017	January 30, 2017	20 to 50 years
Equipment, computer hardware and software	12,484	Ongoing ⁽¹⁾	January 30, 2017	5 to 15 years
Total	<u>67,923</u>			

⁽¹⁾ The balance of \$12.5 million reflects equipment, computer hardware and software purchased as at January 29, 2017 and to be depreciated starting on January 30, 2017. As new purchases are made during Fiscal 2018, they will be depreciated when deemed available for use by management.

Capital Resources

The Corporation generates sufficient cash flows from operating activities to fund its planned growth strategy, service its debt and make dividend payments to shareholders. As at January 29, 2017, the Corporation had \$62.0 million of cash and cash equivalents on hand and \$369.2 million available under the Credit Facility. These available funds provide further funding flexibility to meet any unanticipated cash requirements.

Our ability to pay the principal and interest on, to refinance our indebtedness, or to generate sufficient funds to pay for planned capital expenditures will depend on our future performance, which to a certain extent, is subject to general economic, financial, competitive, legislative, regulatory, or other factors that are beyond our control.

Based upon the current strength of our earnings, we believe that cash flows from operations, together with credit available under the Credit Facility, will be adequate to meet our future cash needs. Our assumptions with respect to future liquidity needs may not be correct and funds available to us from the sources described herein may not be sufficient to enable us to service our indebtedness, or cover any shortfall in funding for any unanticipated expenses.

Senior Unsecured Notes

On July 22, 2016, the Corporation issued the 2.337% Fixed Rate Notes, in the aggregate principal amount of \$525.0 million, on a private placement basis in Canada, in reliance upon exemptions from the prospectus requirements under applicable securities legislation. Proceeds were used by the Corporation to repay indebtedness outstanding under the Credit Facility and for general corporate purposes. The 2.337% Fixed Rate Notes were assigned a rating of BBB, with a stable trend, by DBRS. The 2.337% Fixed Rate Notes bear interest at a rate of 2.337% per annum, payable in equal semi-annual installments, in arrears, on January 22 and July 22 of each year until maturity on July 22, 2021. As at January 29, 2017, the carrying value of the 2.337% Fixed Rate Notes was \$523.2 million.

On May 16, 2014, the Corporation issued senior unsecured floating rate notes in the aggregate principal amount of \$150.0 million (the "Original Series 1 Floating Rate Notes"), on a private placement basis in Canada, in reliance upon exemptions

from the prospectus requirements under applicable securities legislation. The Original Series 1 Floating Rate Notes were assigned a rating of BBB, with a stable trend, by DBRS. The Original Series 1 Floating Rate Notes bear interest at a rate equal to the 3-month bankers' acceptance rate (CDOR) plus 54 basis points (or 0.54%), set quarterly on the 16th day of May, August, November and February of each year. Interest is payable in cash quarterly, in arrears, on the 16th day of May, August, November and February of each year until maturity on May 16, 2017. On April 8, 2015, the Corporation issued additional senior unsecured floating rate notes in the aggregate principal amount of \$125.0 million (the "Additional Series 1 Floating Rate Notes") on the same basis as the Original Series 1 Floating Rate Notes. The Additional Series 1 Floating Rate Notes constitute an increase to the Original Series 1 Floating Rate Notes. The Additional Series 1 Floating Rate Notes were issued at a discount of 0.336% of the principal amount thereof, for aggregate gross proceeds of \$124.6 million. The Additional Series 1 Floating Rate Notes bear interest at the same rate as the Original Series 1 Floating Rate Notes, and interest is payable in cash quarterly, in arrears, concurrently with the payment of interest on the Original Series 1 Floating Rate Notes. All other terms and conditions applicable to the Original Series 1 Floating Rate Notes also apply to the Additional Series 1 Floating Rate Notes, and the Additional Series 1 Floating Rate Notes are treated as a single series with the Original Series 1 Floating Rate Notes (collectively, the "Series 1 Floating Rate Notes"). As at January 29, 2017, the carrying value of the Series 1 Floating Rate Notes was \$275.2 million.

On November 5, 2013, the Corporation issued the 3.095% Fixed Rate Notes, in the aggregate principal amount of \$400.0 million, on a private placement basis in Canada, in reliance upon exemptions from the prospectus requirements under applicable securities legislation. The 3.095% Fixed Rate Notes were assigned a rating of BBB, with a stable trend, by DBRS. The 3.095% Fixed Rate Notes bear interest at a rate of 3.095% per annum, payable in equal semi-annual instalments, in arrears, on May 5 and November 5 of each year until maturity on November 5, 2018. As at January 29, 2017, the carrying value of the 3.095% Fixed Rate Notes was \$402.0 million.

The 2.337% Fixed Rate Notes, the Series 1 Floating Rate Notes and the 3.095% Fixed Rate Notes (collectively, the "Senior Unsecured Notes") are direct unsecured obligations of the Corporation and rank equally and *pari passu* with all other existing and future unsecured and unsubordinated indebtedness of the Corporation.

The Senior Unsecured Notes are solidarily (jointly and severally) guaranteed, on a senior unsecured basis, as to the payment of principal, interest and premium, if any, and certain other amounts specified in the trust indenture governing them by certain subsidiaries of the Corporation representing combined EBITDA, when aggregated with the EBITDA of the Corporation (on a non-consolidated basis), of at least 80% of the consolidated EBITDA. As at the date hereof, Dollarama L.P. and Dollarama GP Inc. are the only guarantors. So long as any Senior Unsecured Notes remain outstanding and the Credit Facility is in full force and effect, all of the Corporation's subsidiaries that are guarantors from time to time in respect of indebtedness under the Credit Facility will be guarantors in respect of the Senior Unsecured Notes.

Credit Facility

On October 25, 2013, the Corporation entered into a second amended and restated credit agreement (the "SAR Credit Agreement") providing for a revolving credit facility (the "Credit Facility"). The Corporation has the option to borrow in Canadian or U.S. dollars.

On October 30, 2015, the Corporation and the lenders entered into an amending agreement to the SAR Credit Agreement pursuant to which, among other things, the Corporation received additional commitments from lenders in the amount of \$125.0 million pursuant to the accordion feature of the SAR Credit Agreement, for a period ending no later than June 15, 2017, thereby temporarily bringing the total credit available under the Credit Facility from \$250.0 million to \$375.0 million.

On January 29, 2016, the Corporation and the lenders entered into another amending agreement to the SAR Credit Agreement pursuant to which the Corporation received new additional commitments from lenders in the amount of \$250.0 million for a period ending no later than January 29, 2018, thereby temporarily bringing the total credit available under the Credit Facility from \$375.0 million to \$625.0 million.

Effective July 25, 2016, following the offering of the 2.337% Fixed Rate Notes (the proceeds of which were used to repay indebtedness outstanding under the Credit Facility), the Corporation cancelled \$125.0 million of the \$625.0 million aggregate amount available under the Credit Facility in order to reduce standby fees payable on the unutilized portion.

On November 21, 2016, the Corporation and the lenders entered into a new amending agreement to the SAR Credit Agreement pursuant to which the term of the SAR Credit Agreement was extended by one year, from December 14, 2020 to December 14, 2021. As a result, initial commitments in the amount of \$250.0 million are now available until December 14, 2021. New commitments made by lenders in January 2016 in the amount of \$250.0 million remain available until January 29, 2018 only.

The Corporation may, under certain circumstances and subject to receipt of additional commitments from existing lenders or other eligible institutions, request increases to the Credit Facility up to an aggregate amount, together with all then-existing commitments, of \$1,300.0 million.

The applicable margin, ranging from 0% to 2.50% per annum, is calculated based on the senior unsecured credit or debt rating issued to the Corporation by a rating agency. In the event that the Corporation is assigned unsecured credit or debt ratings by two or more rating agencies, then the margin shall be based on the highest senior unsecured credit or debt rating, provided that if the senior unsecured credit or debt ratings are two or more levels apart, the rating that is one level above the lower of the ratings shall be the applicable rating. If the Corporation fails to have a rating, there will not be an event of default but rather the highest margin shall apply until a rating is obtained.

The SAR Credit Agreement requires the Corporation to respect a minimum interest coverage ratio and a maximum lease-adjusted leverage ratio, each tested quarterly on a consolidated basis. As at January 29, 2017, the Corporation was in compliance with all of its financial covenants.

The Credit Facility is guaranteed by Dollarama L.P. and Dollarama GP Inc. (collectively, with the Corporation, the "Credit Parties"). The SAR Credit Agreement contains restrictive covenants that, subject to certain exceptions, limit the ability of the Credit Parties to, among other things, incur, assume, or permit to exist senior ranking indebtedness or liens, engage in mergers, acquisitions, asset sales or sale-leaseback transactions, alter the nature of the business and engage in certain transactions with affiliates. The SAR Credit Agreement also limits the ability of the Corporation to make loans, declare dividends and make payments on, or redeem or repurchase equity interests if there exists a default or an event of default thereunder.

As at January 29, 2017, an amount of \$130.0 million was outstanding under the Credit Facility (January 31, 2016 – \$250.0 million), other than letters of credit issued for the purchase of inventories, which amounted to \$0.8 million (January 31, 2016 – \$1.0 million).

DOLLARAMA INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS

March 30, 2017

Contractual Obligations, Off-Balance Sheet Arrangements and Commitments

The table below analyzes the Corporation's non-derivative financial liabilities into relevant maturity groupings based on the remaining period from the statement of financial position date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows as at January 29, 2017. Trade payables and accrued liabilities exclude liabilities that are not contractual (such as income tax liabilities created as a result of statutory requirements imposed by governments).

<i>(dollars in thousands)</i>	Less than 3 months \$	3 months to 1 year \$	1-5 years \$	Total \$
Trade payables and accrued liabilities	158,986	-	-	158,986
Dividend payable	11,591	-	-	11,591
Assumed interest on Credit Facility and Series 1 Floating Rate Notes ⁽¹⁾	1,986	3,900	11,483	17,369
Principal repayment on Credit Facility	-	-	130,000	130,000
Principal repayment on Series 1 Floating Rate Notes	-	275,000	-	275,000
Principal repayment on 2.337% Fixed Rate Notes	-	-	525,000	525,000
Principal repayment on 3.095% Fixed Rate Notes	-	-	400,000	400,000
Interest payments on 2.337% Fixed Rate Notes	-	12,269	42,942	55,211
Interest payments on 3.095% Fixed Rate Notes	-	12,380	12,380	24,760
	<u>172,563</u>	<u>303,549</u>	<u>1,121,805</u>	<u>1,597,917</u>

⁽¹⁾ Based on interest rates in effect as at January 29, 2017.

The following table summarizes the Corporation's off-balance sheet arrangements and commitments as at January 29, 2017.

<i>(dollars in thousands)</i>	Less than 3 months \$	3 months to 1 year \$	1-5 years \$	Over 5 years \$	Total \$
Obligations under operating leases ⁽²⁾	41,715	125,144	566,421	322,658	1,055,938
Letters of credit	831	-	-	-	831
	<u>42,546</u>	<u>125,144</u>	<u>566,421</u>	<u>322,658</u>	<u>1,056,769</u>

⁽²⁾ Represent the basic annual rent, exclusive of the contingent rentals, common area maintenance, real estate taxes and other charges paid to landlords that, all together, represent approximately 40% of our total lease expenses.

Other than operating leases obligations and letters of credit described above, we have no off-balance sheet arrangements or commitments.

Financial Instruments

The Corporation uses derivative financial instruments such as foreign exchange forward contracts to mitigate the risk associated with fluctuations in the U.S. dollar against the Canadian dollar. These derivative financial instruments are used for risk management purposes and are designated as hedges of future forecasted purchases of merchandise.

Currency hedging entails a risk of illiquidity and, to the extent that the U.S. dollar depreciates against the Canadian dollar, the risk of using hedges could result in losses greater than if the hedging had not been used. Hedging arrangements may have the effect of limiting or reducing the total returns to the Corporation if purchases at hedged rates result in lower margins than otherwise earned if purchases had been made at spot rates.

The Corporation documents the relationship between hedging instruments and hedged items, as well as its risk management objectives and strategies for undertaking hedge transactions. Derivative financial instruments designated as hedging instruments are recorded at fair value, determined using market prices and other observable inputs.

In Fiscal 2017, there was no material change to the nature of risks arising from foreign exchange forward contracts and related risk management.

For a complete description of the derivative financial instruments of the Corporation, please refer to Note 14 to the Corporation's annual audited consolidated financial statements for Fiscal 2017.

Related Party Transactions

Property Leases

We currently lease 20 stores, 5 warehouses, a distribution center and our head office from entities controlled by the Executive Chairman of the Board of Directors, Larry Rossy, or certain of his immediate family members, pursuant to long-term lease agreements. Rental expenses associated with these related-party leases are measured at cost, which equals fair value, being the amount of consideration established at market terms.

Rental expenses charged by entities controlled by Larry Rossy or certain of his immediate family members totalled \$18.1 million for Fiscal 2017, compared to \$17.9 million for Fiscal 2016.

Land

Land in Montreal, Québec, was acquired on February 5, 2016 from a party related to Dollarama at a cost of \$22.1 million, the same price paid by such party in a recent arm's length transaction, for the purpose of building a 500,000 square-foot warehouse to accommodate capacity requirements as we continue to expand our store network. Construction began in March 2016. The building itself is substantially complete and available for use since January 30, 2017 whereas racking, fixtures and other equipment are in the process of being installed.

Critical Accounting Estimates and Judgments

The preparation of financial statements requires management to make estimates and assumptions using judgment that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses during the reporting period. Estimates and other judgments are continually evaluated and are based on management's experience and other factors, including expectations about future events that are believed to be reasonable under the circumstances. Actual results may differ from those estimates.

The following discusses the most significant accounting judgments and estimates that the Corporation made in the preparation of the consolidated financial statements.

Property, Plant and Equipment

Estimate - Estimates of useful lives, residual values and methods of depreciation are reviewed annually. Any changes, based on additional available information, are accounted for prospectively as a change in accounting estimate.

Valuation of Merchandise Inventories

Estimate - Store merchandise inventories are valued at the lower of cost and net realizable value, with cost being determined by the retail inventory method. Under the retail inventory method, merchandise inventories are converted to a cost basis by applying an average cost-to-sell ratio. Merchandise inventories that are at the distribution centre or warehouses and inventories that are in transit from suppliers are measured at the lower of cost and net realizable value, with cost determined on a weighted average cost basis. Merchandise inventories include items that have been marked down to management's best estimate of their net realizable value and are included in cost of sales in the period in which the markdown is determined. The Corporation estimates its inventory provisions based on the consideration of a variety of factors, including quantities of slow-moving or carryover seasonal merchandise on hand, historical markdown statistics, future merchandising plans and inventory shrinkage. The accuracy of the

Corporation's estimates can be affected by many factors, some of which are beyond its control, including changes in economic conditions and consumer buying trends.

Historically, the Corporation has not experienced significant differences in its estimates of markdowns compared with actual results. Changes to the inventory provisions can have a material impact on the results of the Corporation.

Impairment of Goodwill and Trade Name

Estimate - Goodwill and trade name are not subject to amortization and are tested for impairment annually or more frequently if events or circumstances indicate that the assets might be impaired. Impairment is identified by comparing the recoverable amount of the Cash Generating Unit ("CGU") to its carrying value. To the extent the CGU's carrying amount exceeds its recoverable amount, an impairment loss is recognized in the consolidated statement of net earnings and comprehensive income.

The recoverable amount of the CGU is based on the fair value less costs of disposal. The fair value is the price that could be received for an asset or CGU in an orderly transaction between market participants at the measurement date, less costs of disposal. Management undertakes an assessment of relevant market data, which includes the current publicly quoted market capitalization of the Corporation.

As at January 29, 2017 and January 31, 2016, impairment reviews were performed by comparing the carrying value of goodwill and the trade name with the recoverable amount of the CGU to which goodwill and the trade name have been allocated. Management determined that there has been no impairment.

Fair Value of Financial Instruments and Hedging

Estimate - The fair value of financial instruments is based on current interest rates, foreign exchange rates, credit risk, market value and current pricing of financial instruments with similar terms. The carrying value of financial instruments, especially those with current maturities such as cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, and dividend payable approximates their fair value.

When hedge accounting is used, formal documentation is set up about relationships between hedging instruments and hedged items, as well as the risk management objective and strategy for undertaking various hedge transactions. This process includes linking derivatives to specific firm commitments or forecasted transactions. As part of the Corporation's hedge accounting, an assessment is made to determine whether the derivatives that arose as hedging instruments are effective in offsetting changes in cash flows of hedged items.

Income Taxes

Judgment - Judgment is required in determining income taxes. There are transactions and calculations for which the ultimate tax determination is uncertain. The Corporation recognizes liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters differs from the amounts that were initially recorded, such differences will impact the current and deferred income tax assets and liabilities in the period in which such determination is made.

Significant Standards and Interpretations

The Corporation did not adopt any significant accounting standards or interpretations during Fiscal 2017.

In January 2016, the IASB issued IFRS 16, "Leases", which will replace IAS 17, "Leases". The new standard will be effective for fiscal years beginning on or after January 1, 2019, with early adoption permitted provided the Corporation has adopted IFRS 15, "Revenue from Contracts with Customers". The new standard requires lessees to recognize a lease liability reflecting future lease payments and a "right-of-use asset" for virtually all lease contracts, and record it on the statement of financial position, except with respect to lease contracts that meet limited exception criteria. Given that the Corporation has significant contractual obligations in the form of operating leases under IAS 17, there will be a material increase to both assets and liabilities upon adoption of IFRS 16, and material changes to the timing of recognition of expenses associated with lease arrangements.

The following table outlines the key areas that will be impacted by the adoption of IFRS 16.

Impacted Areas of the Business	Analysis	Impact
Financial Reporting	The analysis includes which contracts will be in scope as well as the options available under the new standard such as whether to early adopt, the two recognition and measurement exemptions and whether to apply the new standard on a full retrospective application in accordance with IAS 8 or choose the "modified retrospective approach".	The Corporation is in the process of analyzing the full impact of the adoption of IFRS 16 on the Corporation's consolidated statement of financial position and consolidated statement of net earnings and comprehensive income (loss). As at January 29, 2017, the current operating leases disclosed in note 10 are in scope with IFRS 16.
Information Systems	The Corporation is analyzing the need to make changes within its information systems environment to optimize the management of more than 1,000 leases that will fall within the scope of the new standard.	The Corporation is currently evaluating the impact of IFRS 16 on our information systems.
Internal Controls	The Corporation will be performing an analysis of the changes to the control environment as a result of the adoption of IFRS 16.	The Corporation is currently evaluating the impact of IFRS 16 on our control environment.
Stakeholders	The Corporation will be performing an analysis of the impact on the disclosure to its stakeholders as a result of the adoption of IFRS 16.	The Corporation is currently evaluating the impact of IFRS 16 on our disclosure to stakeholders.

In July 2014, the IASB issued the final version of IFRS 9, "Financial Instruments" concerning classification and measurement, impairment and hedge accounting, to supersede IAS 39, "Financial Instruments: Recognition and Measurement". IFRS 9 will be effective for years beginning on or after January 1, 2018, with early adoption permitted. The Corporation is in the process of analyzing the impact of the adoption of IFRS 9 on the Corporation's consolidated statement of financial position and consolidated statement of net earnings and comprehensive income and cash flows. The impact is not expected to be significant.

In May 2014, the IASB issued IFRS 15, "Revenue from Contracts with Customers". IFRS 15 replaces all previous revenue recognition standards, including IAS 18, "Revenue". In September 2015, the IASB deferred the effective date of IFRS 15 from January 1, 2017 to annual periods beginning on or after January 1, 2018, with early adoption permitted. The Corporation is in the process of analyzing the impact of the adoption of IFRS 15 on the Corporation's consolidated statement of financial position and consolidated statement of net earnings and comprehensive income. The impact is not expected to be significant.

Risks and Uncertainties

Monitoring and improving its operations are constant concerns of the Corporation. In view of this, understanding and managing risks are important parts of the Corporation's strategic planning process. The Board of Directors requires that the Corporation's senior management identify and properly manage the principal risks related to the Corporation's business operations.

The major risks and uncertainties that could materially affect the Corporation's future business results are divided into the following categories:

- risks related to business operations;
- financial risks;
- market risks;
- human resources risks;
- technology risks;
- strategy and corporate structure risks;
- business continuity risks; and
- legal and regulatory risks.

The Corporation manages these risks on an ongoing basis and has put in place certain guidelines with the goal of mitigating these in order to lessen their financial impact, and the Corporation maintains cost-effective, comprehensive insurance coverage against most insurable events. The Corporation also gathers and analyzes economic and competitive data on a regular basis and senior management takes these findings into consideration when making strategic and operational decisions. Despite these guidelines and initiatives, the Corporation cannot provide assurances that any such efforts will be successful.

Risks Related to Business Operations

Merchandise and Operating Costs

The Corporation's ability to provide quality merchandise at low price points is subject to a number of factors that are beyond its control, including merchandise costs, foreign exchange rate fluctuations, tariffs on imported goods, increases in labour costs (including any increases in the minimum wage), increases in rent and occupancy costs, fuel costs and inflation, all of which may reduce profitability and have an adverse impact on cash flows. Some of these factors are discussed immediately below while others are addressed under the headings "Imports and Supply Chain" and "Foreign Exchange Risk".

Labour costs are largely outside of the Corporation's control, driven by the legislated minimum wage in each province. However, productivity improvements resulting from various operational initiatives may help partially offset the additional costs of wage rate increases.

Rent and occupancy costs, while substantial, offer multi-year visibility due to the long term nature of leases. Historically, the Corporation has been able to negotiate leases on market terms and therefore benefits from a reasonable lead time to prepare for potential rent increases.

Inflation and adverse economic developments in Canada, where the Corporation both buys and sells merchandise, and in China and other parts of Asia, where it buys a large portion of its imported merchandise, could have a negative impact on margins, profitability and cash flows. Fuel cost increases or surcharges could also increase transportation costs and therefore impact profitability.

If management is unable to predict and respond promptly to these or other similar events, the merchandise and operating costs may increase, and the Corporation's business and financial results could be materially adversely affected.

Generally, management believes that the multiple price point strategy provides some flexibility to address cost increases by allowing the Corporation to adjust the selling price on certain items. There is, however, no guarantee that the Corporation will

continue to be successful in offsetting cost increases in a meaningful way. There can be no assurance that the Corporation will be able to continue to pass on any cost increases to customers or that it will be able to maintain the compelling value of its product offering relative to competitors.

Merchandise Selection and Replenishment

Success depends in large part on the Corporation's ability to continually find, select and purchase quality merchandise at attractive prices in order to expand the assortment of products and replace underperforming goods to timely respond to evolving trends in demographics and consumer preferences, expectations and needs. The Corporation typically does not enter into long-term contracts for the purchase or development of merchandise and must continually seek out buying opportunities from both existing suppliers and new sources. Although management believes that the Corporation has strong and long-standing relationships with most of its suppliers, it may not be successful in maintaining a continuing and increasing supply of quality merchandise at attractive prices. If the Corporation cannot find or purchase the necessary amount of competitively priced merchandise to maintain its compelling product offering or to replace goods that are outdated or unprofitable, business and financial results could be materially adversely affected.

Imports and Supply Chain

Following one of its key business strategies of sourcing merchandise directly from low cost suppliers, the Corporation relies heavily on imported goods, the majority of which is imported from China. Imported goods are generally less expensive than domestic goods and contribute significantly to favourable profit margins. Imported merchandise could become more expensive or unavailable, or deliveries could be subject to longer lead times, for a number of reasons, including but not limited to: (a) disruptions in the flow of imported goods due to factors such as raw material shortages, work stoppages, factory closures, suppliers going out of business, inflation, strikes, and political unrest in foreign countries; (b) uncertainty and potential consolidation in the shipping industry in a context of overcapacity and carrier failures, which could eventually lead to rate increases; (c) economic instability and international disputes; (d) increases in the cost of purchasing or shipping foreign merchandise resulting from Canada's failure to maintain normal trade relationships with foreign countries; (e) increases in tariffs or the elimination of existing preferential tariffs on goods originating from certain countries, including China, restrictive changes to import quotas, and other adverse protectionist trade measures; and (f) changes in currency exchange rates or policies and local economic conditions, including inflation in the country of origin. The development of one or more of these factors could materially adversely affect the Corporation's business and financial results.

If imported merchandise becomes more expensive, limited or unavailable, the Corporation may not be able to transition to alternative sources in time to meet the demand. Products from alternative sources may also be of lesser quality and/or more expensive than those currently imported. A disruption in the flow of imported merchandise or an increase in the cost of those goods due to these or other factors would significantly decrease sales and profits and have a material adverse impact on the Corporation's business and financial results.

Management believes that the Corporation has good relationships with suppliers and that it is generally able to obtain competitive pricing and other terms. However, products are bought on an order-by-order basis and the Corporation has very few long-term purchase contracts or other assurances of continued product supply or guaranteed product cost. If it fails to maintain good relationships with suppliers, or if suppliers' product costs are increased as a result of prolonged or repeated increases in the prices of certain raw materials or of foreign exchange rate fluctuations, the Corporation may not be able to obtain attractive pricing. In addition, if it is unable to receive merchandise from suppliers on a timely basis because of interruptions in production or in shipping or other reasons that are beyond its control, the Corporation could experience merchandise shortages which could lead to lost sales or increased merchandise costs if alternative sources must be used, and business and financial results could be materially adversely affected.

Brand Image and Reputation

The Corporation has a well-recognized brand that consumers associate with everyday consumer products offered at compelling prices. Failure to maintain product safety and quality or ethical and socially responsible operations could materially adversely affect its brand image and reputation. Any negative publicity about, or significant damage to, the Corporation's brand and reputation could have an adverse impact on customer perception and confidence, which could materially adversely affect the Corporation's business and financial results. Also, the pervasiveness and viral nature of social media could exacerbate any negative publicity with respect to its business practices and products.

Furthermore, as the Corporation's sourcing strategy relies heavily on directly imported merchandise from overseas, mainly from China, any unethical conduct by a supplier or any allegations, whether or not founded, of unfair or illegal business practices by a supplier, including production methods and labour practices, could also materially adversely affect the Corporation's brand image and reputation, which could thereafter materially adversely affect its business and financial results. The adoption of the Vendor Code of Conduct in December 2014 was meant to formalize Dollarama's expectations with respect to suppliers' business standards. However, signed engagement forms do not constitute a guarantee that suppliers will uphold and adhere to the principles outlined in the Vendor Code of Conduct or that violations of the Vendor Code of Conduct will be reported to Dollarama in a timely manner.

Distribution and Warehousing Network

The Corporation must constantly replenish depleted inventory through deliveries of merchandise from suppliers to its warehouses, distribution center and directly to stores by various means of transportation, including shipments by sea, train and truck. Also, as a result of its reliance on third-party carriers, the Corporation is subject to carrier disruptions and increased costs due to factors beyond its control. Long-term disruptions in the distribution network and to the national and international transportation infrastructure that lead to delays or interruptions of service could materially adversely affect the Corporation's business and financial results.

With the addition of a new 500,000 square foot warehouse in Fiscal 2017, management believes that the Corporation's facilities will provide the required capacity to cost-effectively support new store openings in the near future. However, over the longer term, the Corporation may need additional warehouse and distribution center capacity. If the Corporation does not plan efficiently for increased capacity, or is unable to locate sites for new warehouses and distribution centers, either for sale or for rent, on favorable terms, or is unable to commission new warehousing or distribution operations on a timely basis, the Corporation may not be able to successfully execute its growth strategy or may incur additional costs, which could materially adversely affect its business and financial results.

Inventory Shrinkage

The Corporation is subject to the risk of inventory loss and administrative or operator errors, including mislabelling, as well as damage, theft and fraud. The Corporation experiences inventory shrinkage in the normal course of its business, and cannot ensure that incidences of inventory loss and theft will decrease in the future or that the measures taken or the initiatives implemented will effectively address inventory shrinkage. Although some level of inventory shrinkage is an unavoidable cost of doing business, if the Corporation were to experience higher rates of inventory shrinkage or incur increased security costs to limit inventory theft, its business and financial results could be materially adversely affected.

Real Estate

As at January 29, 2017, the Corporation leased all of its stores from unaffiliated third parties, except for 20 stores which are leased from entities controlled by Larry Rossy or certain of his immediate family members. In addition, the Corporation leased five of its six warehouses (the sixth one being owned by the Corporation), its distribution center and its head office from entities controlled by Larry Rossy. Those leases expire in fiscal year 2025.

Unless the terms of the Corporation's leases are extended, the properties, together with any improvements that were made, will revert to the property owners upon expiration of the lease terms. As the terms of those leases expire, the Corporation may not be able to renew leases or find alternative locations that meet its needs on favourable terms, or at all. If the Corporation is unable to renew a significant number of expiring leases or to promptly find alternative locations that meet its needs, its business and financial results could be materially adversely affected. Many leases also provide that the landlord may increase the rent over the term of the lease and require that the tenant pay a variety of costs such as cost of insurance, taxes, maintenance and utilities. Breaching the terms of a lease may result in the Corporation incurring substantial penalties, including, among others, paying all amounts due to the landlord for the balance of the lease term. In the event that one or more of the foregoing risks materialize, the Corporation's business and financial results could be materially adversely affected.

Seasonality

Historically, the Corporation's highest sales have occurred in the fourth quarter, during the winter holidays selling season. Sales also generally increase ahead of other holidays and celebrations, such as Easter, St. Patrick's Day, Valentine's Day and Halloween. Failure to adequately prepare for the holidays sales demand could have a material adverse effect on the Corporation's business and financial results. In addition, the occurrence of unusually adverse weather, natural disasters, geopolitical events or

any other event beyond its control and causing any disruption in its business activities or operations during a peak season could have an adverse effect on the Corporation's distribution network and on store traffic, which could materially adversely affect its business and financial results.

Private Brands

The Corporation carries a substantial number of private brand items. Management believes that the Corporation's success in maintaining broad market acceptance of private brands depends on many factors, including pricing, quality and customer perception. If the Corporation does not achieve or maintain expected sales for private brands, or if it fails to successfully protect its proprietary rights in those brands or avoid claims related to the proprietary rights of third parties, its business and financial results could be materially adversely affected.

Intellectual Property

Management believes that trademarks and other proprietary rights are important to the Corporation's success and competitive position. Accordingly, the Corporation protects its trademarks and proprietary rights, in Canada and in other relevant markets. However, monitoring the unauthorized use of one's intellectual property is difficult and violations may not always become immediately known. Furthermore, the steps generally taken to address such violations, including sending demand letters and taking actions against third parties, may be inadequate to prevent imitation of products and concepts by others or to prevent others from claiming violations of their trademarks and proprietary rights by Dollarama. In addition, the Corporation's intellectual property rights may not have the value that management believes they have. If the Corporation is unsuccessful in protecting its intellectual property rights, or if another party prevails in litigation against it relating to its intellectual property rights, the value and adequacy of the brand recognition could be diminished causing customer confusion and materially adversely affecting the Corporation's business and financial results. In addition, the Corporation may incur significant costs if it is required to change certain aspects of its branding and business operations.

Financial Risks***Foreign Exchange Risk***

The Corporation's results of operations are impacted by foreign exchange rate fluctuations. While all of its sales are in Canadian dollars, the Corporation purchases a majority of its merchandise from overseas suppliers using U.S. dollars. If the Chinese renminbi were to appreciate against the U.S. dollar, the cost of merchandise purchased in China would likely increase. Similarly, and to an even greater extent, if the U.S. dollar continues to appreciate against the Canadian dollar, it would have a negative impact on margins, profitability and cash flows.

In order to mitigate the potential negative impact of foreign exchange rate fluctuations, the Corporation uses foreign exchange forward contracts to manage the foreign currency risk associated with the majority of forecasted U.S. dollar merchandise purchases. Currency hedging entails a risk of illiquidity and, to the extent that the U.S. dollar depreciates against the Canadian dollar, the risk of using hedges could result in losses greater than if the hedging had not been used. Hedging arrangements may have the effect of limiting the total returns to the Corporation if purchases at hedged rates result in lower margins than otherwise earned if purchases had been made at spot rates.

Indebtedness

As at January 29, 2017, the outstanding principal on the Corporation's long-term debt amounted to \$1,330.0 million. This level of indebtedness could have important consequences, including the following:

- a portion of cash flows from operations will be dedicated to the payment of interest on the indebtedness and other financial obligations and will not be available for other purposes, including funding the operations and capital expenditures and future business opportunities;
- the Corporation's ability to obtain additional financing for working capital and general corporate or other purposes may be limited;
- this debt level may limit the Corporation's flexibility to engage in specified types of transactions or in planning for, or reacting to, changes in the business and in the industry in general, placing the Corporation at a competitive disadvantage compared to competitors that have less debt; and

- the Corporation's leverage may make it vulnerable to a downturn in general economic conditions and adverse industry conditions.

Depending on the circumstances and the relative impact of the foregoing consequences, the level of indebtedness of the Corporation could materially adversely affect the Corporation's business and financial results.

Liquidity

A portion of cash flows from operations is dedicated to the payment of interest on the Corporation's indebtedness and other financial obligations. The Corporation's ability to service its debt and other financial obligations depends on its financial and operating performance, which is subject to prevailing economic and competitive conditions and to certain financial, business, and other factors beyond its control, including fluctuations in interest rates, market liquidity conditions, increased operating costs, and industry trends. If cash flows and capital resources are insufficient to meet debt service obligations, the Corporation may be forced to reduce the scope of, or delay, capital expenditures, new store openings and future business opportunities, sell assets, seek additional capital, or restructure or refinance its indebtedness.

Furthermore, the Credit Facility and the trust indentures governing the Senior Unsecured Notes contain restrictive covenants that, subject to certain exceptions, limit the ability of the Credit Parties, to, among other things: make loans, incur, assume, or permit to exist additional secured indebtedness, guarantees or liens. The Credit Facility also requires the Corporation to comply, on a quarterly and consolidated basis, with a minimum interest coverage ratio test and a maximum lease-adjusted leverage ratio test. This may prevent it from pursuing certain business opportunities or taking certain actions that may be in the best interest of the business, which could materially adversely affect the Corporation's business and financial results.

Changes in Creditworthiness or Credit Rating

Changes in the perceived creditworthiness of the Corporation and in the credit rating of the Senior Unsecured Notes may affect not only the market price or value and the liquidity of those notes but also the cost at which the Corporation can access the capital or credit markets, public or private. The Corporation received credit ratings in connection with the issuance of each series of Senior Unsecured Notes. Credit ratings are generally evaluated and determined by independent third parties and may be impacted by events outside of the Corporation's control as well as any other significant decisions made by it, including the entering into of any transaction. Credit rating agencies perform independent analysis when assigning credit ratings and such analysis includes a number of criteria, including, but not limited to, various financial tests, business composition and market and operational risks. The criteria applicable to various industry sectors and credit ratings are continually reviewed by credit rating agencies and are therefore subject to change from time to time. There is no assurance that any credit rating assigned to the Senior Unsecured Notes will remain in effect for any given period of time or that any rating will not be lowered or withdrawn entirely by the relevant rating agency. Any actual or anticipated lowering or withdrawal of a credit rating could have a material adverse effect not only on the market value of those notes but also on the market perceptions of the Corporation in general or its business and financial results.

Interest Rates

Although a significant portion of the Corporation's indebtedness bears interest at fixed annual rates, the Corporation remains exposed from time to time to interest rate risk under the Floating Rate Notes and the Credit Facility. In such case, if interest rates were to increase, debt service obligations on the variable rate indebtedness could increase even though the amount borrowed remained the same, and net income and cash flows could decrease, which could materially adversely affect the Corporation's business and financial results.

Market Risks

Retail Competition

The Corporation operates in the value retail industry, which is highly competitive with respect to, among other things, price, store location, merchandise quality, assortment and presentation, in-stock consistency, and customer service. This competitive environment could materially adversely affect the Corporation's business and financial results due to the lower prices, and thus lower margins, that could be required to maintain its competitive position. Companies operating in the value retail industry have limited ability to increase prices in response to increased costs. This limitation may also affect margins and financial performance.

The Corporation also competes for customers, employees, store sites, products and services and in other important aspects of its business with many other local, regional and national retailers, including multi-price dollar stores, variety and discount stores and mass merchants. These retailers compete in a variety of ways, including aggressive promotional activities, merchandise selection and availability, services offered to customers, location, store hours, in-store amenities and price. Some competitors in the retail industry are much larger and have substantially greater resources than the Corporation. Consequently, the Corporation is vulnerable to the marketing power and high level of consumer recognition of major mass merchants, and to the risk that these mass merchants or others could venture into its market segment in a significant way. In addition, management expects that the Corporation's expansion plans will increasingly bring it into direct competition with those other retailers.

Given the lack of significant economic barriers for other companies to open dollar stores or develop dollar store concepts within their existing retail operations, competition may also increase as a result of new value retailers entering into the markets in which Dollarama operates. If the Corporation fails to respond effectively to competitive pressures and changes in the retail markets, its business and financial results could be materially adversely affected.

Furthermore, the Corporation faces increased competition from the use of mobile and web-based technology that facilitates on-line shopping and real-time product and price comparisons. Failure to adequately assess and address this evolving retail trend could have a material impact on the Corporation's business and financial results.

Economic Conditions

Adverse global or Canadian economic conditions affecting disposable consumer income, employment levels, consumer debt levels, credit availability, business conditions, fuel and energy costs, inflation, interest rates and tax rates could materially adversely affect the Corporation's business and financial results by reducing consumer spending or causing customers to shift their spending to other products Dollarama either does not sell or does not sell as profitably, which could translate into decreased sales volumes, slower inventory turnover and lower gross margins for Dollarama. In addition, similar adverse economic conditions could materially adversely affect the Corporation, its suppliers or other business partners by reducing access to liquid funds or credit, increasing the cost of credit, limiting the ability to manage interest rate risk, increasing the risk of insolvency or bankruptcy of Dollarama, its suppliers, landlords or financial counterparties, increasing the cost of goods, and other impacts which cannot be fully anticipated.

Human Resources Risks

Reliance on Key Personnel

Dollarama's senior executives have extensive experience in the industry and with the business, suppliers, products and customers. The loss of management knowledge, expertise and technical proficiency as a result of the loss of one or more members of the core management team, including but not limited to: Larry Rossy, Executive Chairman, Neil Rossy, President and Chief Executive Officer, Geoffrey Robillard, Senior Vice-President, Import Division, Michael Ross, Chief Financial Officer, and Johanne Choinière, Chief Operating Officer, could result in a diversion of management resources or a temporary executive gap, and negatively affect the Corporation's ability to develop and pursue other business strategies, which could materially adversely affect its business and financial results. Also, the expertise pertaining to purchasing and import management, especially as it relates to the dollar store industry, is rare and the loss of key executives heading those functions could have a material adverse effect on the Corporation's ability to continue to offer a compelling product offering to its customers, which in turn would materially adversely affect its business and financial results.

Recruitment, Retention and Management of Quality Employees

Future growth and performance depends, among other things, on the Corporation's ability to attract, retain and motivate quality employees, many of whom are in positions with historically high rates of turnover. The Corporation's ability to meet its labour needs, while controlling labour costs, is subject to many external factors, including the competition for and availability of quality personnel in a given market, unemployment levels within those markets, prevailing wage rates, minimum wage laws, health and other insurance costs and changes in employment and labour legislation (including changes in the process for employees to join a union) or other workplace regulation (including changes in entitlement programs such as health insurance and paid leave programs). In addition, the Corporation must be able to successfully manage staff and management personnel throughout its vast, geographically dispersed network of stores.

The Corporation's employees are not unionized. Should any portion of its employee base attempt to unionize, the successful negotiation of a collective bargaining agreement cannot be assured. Protracted and extensive work stoppages or labour disruptions could materially adversely affect the Corporation's business and financial results.

Technology Risks***Information Technology Systems***

The Corporation depends on its information technology systems for the efficient functioning of its business, including financial reporting and accounting, purchasing and inventory management, replenishment, labour scheduling, payroll processing, data storage, processing of customer transactions and store communications systems. Enterprise-wide software solutions enable management to efficiently conduct operations, and gather, analyze and assess information across all business functions and geographic locations.

Management believes that the Corporation's information technology architecture is resilient, relying on redundant material components to prevent material failures, redundant telecommunication links to prevent communication failures and a synchronous disaster recovery site to provide service continuity in the event of a server room disaster. However, systems may be subject to damage or interruption resulting from power outages, telecommunication failures, computer viruses, security breaches, cyber-attacks and catastrophic events. Difficulties with the hardware and software platform may require the Corporation to incur substantial costs to repair or replace it, could result in a loss of critical data or could disrupt operations, including the Corporation's ability to timely ship and track product orders, forecast inventory requirements, manage the supply chain, process customer transactions and otherwise adequately service customers, which, in each case, could have a material adverse effect on the Corporation's business and financial results. Prolonged disruptions to information technology systems may reduce the efficiency of the Corporation's entire operation, which could materially adversely affect its business and financial results.

The Corporation relies heavily on information technology staff and consultants. Failure to meet staffing needs or to retain competent consultants may have an adverse effect on its ability to pursue technology-driven initiatives and to maintain and periodically upgrade many of its information systems and software programs, which could disrupt or reduce the efficiency of its operations and materially adversely affect its business and financial results.

The Corporation also depends on security measures that some of its third party service providers are taking to protect their own systems and infrastructure. For instances, the outsourcing of certain functions requires the Corporation to sometimes grant network access to third parties. If such third party service providers do not maintain adequate security measures in accordance with contractual requirements, the Corporation may experience operational difficulties and increased costs.

Data Security and Privacy Breaches

Information security risks have increased in recent years because of the proliferation of new technologies and the increased sophistication of perpetrators of cyber-attacks. Cyber incidents can result from deliberate attacks or unintentional events. Cyber-threats in particular vary in technique and sources, are persistent, frequently change and are increasingly more targeted and difficult to detect and prevent.

Cyber-attacks and security breaches could include unauthorized attempts to access, disable, improperly modify or degrade the Corporation's information systems and networks, the introduction of computer viruses and other malicious codes, and fraudulent "phishing" emails that seek to misappropriate data and information or install malware onto users' computers. They could result in important remediation costs, increased cyber security costs, lost revenues due to a disruption of activities, litigation and reputational harm affecting customer and investor confidence. Cyber-attacks and security breaches could therefore materially adversely affect the Corporation's business and financial results.

Even though the Corporation does not store customer data on its systems, such as card numbers and other customer personally identifiable information, it does collect and maintain proprietary and confidential information related to its business and affairs, including its suppliers and employees. The Corporation stores and processes such internal data both at onsite facilities and at third-party owned facilities. Any fraudulent, malicious or accidental breach of data security could result in unintentional disclosure of, or unauthorized access to, suppliers, employees or other confidential or sensitive data or information, which could potentially result in additional costs to the Corporation to enhance security or to respond to occurrences, violations of privacy or other laws or regulations, penalties or litigation. In addition, media or other reports of perceived security vulnerabilities of the Corporation's systems, even if no breach has been attempted or has occurred, could also adversely impact the Corporation's brand and reputation and materially impact its business and financial results.

While the Corporation has dedicated resources and utilizes third party technology products and services to help protect the Corporation's information technology systems and infrastructure as well as its proprietary and confidential information against security breaches and cyber incidents, such measures may not be adequate or effective to prevent or identify or mitigate attacks by hackers or breaches caused by employee error, malfeasance or other disruptions, which could cause damage in excess of any available insurance, and could materially adversely affect its business and financial results.

Strategy and Corporate Structure Risks

Growth Strategy

The Corporation has experienced substantial growth during the past several years and management plans to continue to open new stores in the coming years. The Corporation's ability to successfully execute its growth strategy will depend largely on its ability to successfully open and operate new stores, which, in turn, will depend on a number of operational, financial, and economic factors, including whether it can:

- locate, lease, build out, and open stores in suitable locations on a timely basis and on favourable economic terms;
- hire, train, and retain an increasing number of quality employees at affordable rates of compensation;
- supply an increasing number of stores with the proper mix and volume of merchandise;
- expand within the markets of Ontario and Québec, where it is already well established and where new stores may draw sales away from existing stores;
- expand into new geographic markets, where it has limited presence;
- procure efficient logistics and transportation services for those new markets;
- successfully compete against local competitors; and
- build, expand and upgrade warehouses, distribution centers and internal store support systems in an efficient, timely and economical manner.

Any failure by the Corporation to achieve these goals could materially adversely affect its ability to continue to grow.

In addition, if the expansion occurs as planned, the Corporation's store base will include a relatively high proportion of stores with relatively short history of operations. If new stores on average fail to achieve results comparable to existing stores, the Corporation's business and financial results could be materially adversely affected.

Also, in February 2013, the Corporation, through a wholly-owned subsidiary, entered into an agreement with Dollar City, a dollar store chain based in El Salvador, pursuant to which it shares business expertise and provides sourcing services to Dollar City. The Corporation believes that this partnership with a reputable local partner with strong business experience will allow Dollarama to assess the growth opportunity in Latin America, while remaining focused on strengthening its leading position in the Canadian market. However, if the product offering is not well received by local consumers or if Dollar City is unable to establish locally the Dollarama concept and successfully develop its store network, this could adversely affect Dollarama's plan to expand its footprint in Latin America.

Corporate Structure

Dollarama Inc. is a holding company and a substantial portion of its assets are the equity interests in its subsidiaries. As a result, the Corporation is subject to the risks attributable to Dollarama Inc.'s subsidiaries. As a holding company, Dollarama Inc. conducts substantially all of its business through its subsidiaries, which generate substantially all of Dollarama Inc.'s revenues. Consequently, Dollarama Inc.'s cash flows, and its ability to meet financial obligations and to complete current or desirable future enhancement opportunities are dependent on the earnings of its subsidiaries and the distribution of those earnings to Dollarama Inc. The ability of these entities to pay dividends and other distributions will depend on their operating results and may potentially be constrained by various contractual restrictions. Dollarama Inc.'s subsidiaries are distinct legal entities and have no obligation to make funds available to Dollarama Inc., except in the case of a subsidiary that is a guarantor of Dollarama Inc.'s obligations. In the event of a bankruptcy liquidation of any of its subsidiaries, holders of indebtedness and trade creditors will generally be entitled to payment of their claims from the assets of those subsidiaries before any assets are made available for distribution to Dollarama Inc.

Business Continuity Risks***Adverse Weather, Natural Disasters and Geopolitical Events***

The occurrence of one or more natural disasters, such as earthquakes and hurricanes, unusually adverse weather, pandemic outbreaks, boycotts and geopolitical events, such as civil unrest in countries in which suppliers are located and acts of terrorism, or similar disruptions could materially adversely affect the Corporation's business and financial results. Furthermore, the impact of any such events on its business and financial results could be exacerbated if they occur during a period of the year when sales generally increase, such as the winter holidays season or any other major holidays and celebrations.

These events could result in physical damage to one or more of the Corporation's properties, increases in fuel or other energy prices, the temporary or permanent closure of one or more of its warehouses or distribution center (which are all located in Montreal, Québec, within a small radius from the Corporation's head office) or of one or more of its stores, delays in opening new stores, the temporary lack of an adequate workforce in a market, the temporary or long-term disruption in the supply of products from some local and overseas suppliers, the temporary disruption in the transport of goods from overseas, delays in the delivery of goods to warehouses, distribution center or stores, the temporary reduction in the availability of products in stores, the temporary reduction of store traffic and disruption to information systems. These factors could materially adversely affect the Corporation's business and financial results.

Insurance

The Corporation's insurance coverage reflects deductibles, self-insured retentions, limits of liability and similar provisions that management believes are prudent based on the nature and size of Dollarama's operations. However, there are types of losses against which the Corporation cannot be insured or which management chose not to insure, in some cases because it believes it is not economically reasonable to do so, such as losses due to acts of war, nuclear disaster, pandemic, reputational risks, supply chain issues, certain cyber risks, product recalls, employee turnover, strikes and some natural disasters. If the Corporation incurs these losses and they are material, its business and financial results could be materially adversely affected. In addition, certain material events may result in sizable losses for the insurance industry and materially adversely affect the availability of adequate insurance coverage or result in excessive premium increases. To offset negative insurance market trends, the Corporation may elect to increase its level of self-insurance, accept higher deductibles or reduce the amount of coverage in response to these market changes. Although it continues to maintain property insurance for catastrophic events, the Corporation is effectively self-insured for property losses up to the amount of its deductibles. If it experiences a greater number of these losses than anticipated, the Corporation's business and financial results could be materially adversely affected.

Legal and Regulatory Risks***Product Liability Claims and Product Recalls***

The Corporation sells products produced by third party manufacturers. Any of such manufacturers might not adhere to product safety requirements or quality control standards, and the Corporation might not identify the deficiency before merchandise is shipped to stores and sold to customers. As a result, the products sold by the Corporation may expose it to product liability claims relating to personal injury, death or property damage caused by such products, and may require the Corporation to take actions or act as a defendant in a litigation. In addition, if suppliers are unable or unwilling to recall products failing to meet quality standards, the Corporation may be required to remove merchandise from the shelves or recall those products at a substantial cost. Product liability claims or product recalls, withdrawals or replacements may harm the Corporation's reputation and acceptance of its products by customers, which may materially adversely affect its business and financial results. Although the Corporation maintains liability insurance to mitigate potential claims, it cannot be certain that coverage will be adequate or sufficient to cover for liabilities actually incurred or that insurance will continue to be available on economically reasonable terms or at all. Product liability claims and product recalls, withdrawals or replacements could materially adversely affect the Corporation's business and financial results.

Litigation

The Corporation's business is subject to the risk of litigation by employees, customers, consumers, product suppliers, service providers, other business partners, competitors, shareholders, government agencies, or others through private actions, class actions, administrative proceedings, regulatory actions or other litigation, including, in the case of administrative proceedings, as a result of reviews by taxation authorities. The outcome of litigation, particularly class action lawsuits, regulatory actions and intellectual property claims, is difficult to assess or quantify. Claimants in these types of lawsuits or claims may seek recovery of very large or indeterminate amounts, and the magnitude of the potential loss relating to these lawsuits or claims may remain unknown for substantial periods of time. In addition, certain of these lawsuits or claims, if decided adversely to the Corporation or settled by it, may result in liability material to its financial statements as a whole or may negatively affect operating results if changes to business operations are required. In addition, in connection with its business activities, the Corporation is subject to reviews by taxation authorities. There is no assurance that any such reviews will not result in taxation authorities challenging any of its tax filings.

The cost to defend litigation may be significant. There also may be adverse publicity associated with litigation, including without limitation litigation related to product safety, which could negatively affect customer perception of the business or the brand, regardless of whether the allegations are valid or whether the Corporation is ultimately found liable. As a result, litigation could materially adversely affect the Corporation's business and financial results.

Regulatory Environment

The Corporation is subject to many laws and regulations, including laws and regulations related to, among other things, permits and licences, product safety, labour practices, health and safety, merchandise quality, labelling, environmental levies, as well as policies related to suppliers and the countries in which they are located or from which they import, foreign trade policies, tariffs and other impositions on imported goods, trade sanctions imposed on certain countries, the limitation on the importation of certain types of goods or of goods containing certain materials from certain countries, and other factors related to its business.

Compliance with such laws and regulations, or the adoption of new laws and regulations or any changes to existing laws and regulations or in the interpretation, implementation or enforcement of any laws and regulations, could require the Corporation to make significant system or operating changes or require it to make significant expenditures or incur substantial costs, all of which could materially adversely affect its business and financial results. In addition, untimely compliance or non-compliance with any laws and regulations could trigger litigation or governmental enforcement action, or require the payment of any fines or penalties, and harm the Corporation's reputation, which could materially adversely affect the Corporation's business and financial results.

Furthermore, as the Corporation's sourcing strategy relies heavily on directly imported merchandise from overseas, mainly from China, any violation of applicable local laws and regulations by one or more suppliers, including laws and regulations related to, among other things, labour practices and health and safety, could also materially adversely affect the Corporation's brand image and reputation.

Environmental Compliance

Under various federal, provincial, and local environmental laws and regulations, current or previous owners or occupants of property may become liable for the costs of investigating, removing and monitoring any hazardous substances found on the property. These laws and regulations often impose liability without regard to fault.

Certain of the facilities that the Corporation occupies have been in operation for many years and, over such time, the Corporation and the prior owners or occupants of such properties may have generated and disposed of materials, which are or may be considered hazardous. Accordingly, it is possible that environmental liabilities may arise in the future as a result of any generation and disposal of such hazardous materials. Although it has not been notified of, and management is not aware of, any current material environmental liability, claim, or non-compliance, the Corporation could incur costs in the future related to its properties in order to comply with, or address any violations under, environmental laws and regulations.

In the ordinary course of business, the Corporation sometimes uses, stores, handles or disposes of household products and cleaning supplies that are classified as hazardous materials under various environmental laws and regulations. The Corporation cannot predict the environmental laws or regulations that may be enacted in the future or how existing or future laws and regulations will be administered or interpreted. Compliance with more stringent laws or regulations, as well as more vigorous enforcement policies of the regulatory agencies or stricter interpretations of existing laws and regulations, may require additional

expenditures, which could vary substantially from those currently anticipated and could materially adversely affect the Corporation's business and financial results.

Disclosure Controls and Procedures and Internal Controls over Financial Reporting

The Chief Executive Officer ("CEO") and the Chief Financial Officer ("CFO") of the Corporation are responsible for establishing and maintaining the Corporation's disclosure controls and procedures, including adherence to the Disclosure Policy adopted by the Corporation. The Disclosure Policy requires all staff to keep senior management fully apprised of all material information affecting the Corporation so that they may evaluate and discuss this information and determine the appropriateness and timing for public release. The CEO and the CFO evaluated the effectiveness of the Corporation's disclosure controls and procedures as required by Regulation 52-109 respecting Certification of Disclosure in Issuers' Annual and Interim Filings. They concluded that, as at January 29, 2017, the Corporation's design and operation of its disclosure controls and procedures was effective in providing reasonable assurance that material information regarding this MD&A, the consolidated financial statements and other disclosures was made known to them on a timely basis.

Management has developed a system for internal controls over financial reporting in order to provide reasonable assurance about the reliability of the financial information published and the preparation of the financial statements in accordance with GAAP. Furthermore, internal controls over financial reporting design provides reasonable assurance that the Corporation's financial information is reliable and that its financial statements have been prepared, for the purpose of publishing information, in accordance with GAAP. The CEO and the CFO are responsible for developing internal controls over financial reporting or the supervision of their development.

As at January 29, 2017, the CEO and the CFO evaluated the effectiveness of both our disclosure controls and procedures and our internal control over financial reporting. Based on these evaluations, the CEO and the CFO concluded that our disclosure controls and procedures and our internal control over financial reporting were effective as at January 29, 2017. In making the evaluation of our internal control over financial reporting, we used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission in the 2013 *Internal Control - Integrated Framework* (commonly referred to as the 2013 COSO Framework).

There were no changes in our internal control over financial reporting that occurred during the period beginning on February 1, 2016 and ended on January 29, 2017 that have materially affected, or are reasonably likely to materially affect our internal control over financial reporting.

Dividend

On March 30, 2017, the Corporation announced that its board of directors had approved a 10% increase of the quarterly cash dividend for holders of its common shares, from \$0.10 per common share to \$0.11 per common share. The Corporation's quarterly cash dividend will be paid on May 3, 2017 to shareholders of record at the close of business on April 21, 2017 and is designated as an "eligible dividend" for Canadian tax purposes.

The board of directors has determined that this new level of quarterly dividend is appropriate based on Dollarama's current cash flow, earnings, financial position and on other relevant factors. The dividend is expected to remain at this level subject to the board of directors' ongoing assessment of Dollarama's future capital requirements, financial performance, liquidity, outlook and other factors that the board of directors may deem relevant.

The payment of each quarterly dividend remains subject to the declaration of that dividend by the board of directors. The actual amount of each quarterly dividend, as well as each declaration date, record date and payment date are subject to the discretion of the board of directors.

Normal Course Issuer Bid

During the 12-month period ended June 16, 2016, the Corporation was authorized to repurchase for cancellation up to 11,797,176 common shares (representing 10% of the Corporation's public float as at the close of markets on June 9, 2015) (the "2015-2016 NCIB").

On June 8, 2016, the Corporation announced that the Board of Directors had approved the renewal of the normal course issuer bid and that the Corporation had received approval from the Toronto Stock Exchange ("TSX") to purchase for cancellation up to 5,975,854 common shares (representing 5.0% of the 119,517,081 common shares issued and outstanding as at the close of markets on June 7, 2016) during the 12-month period from June 17, 2016 to June 16, 2017 (the "2016-2017 NCIB").

As part of the 2016-2017 NCIB, the Corporation entered into a specific share repurchase program with a third party on January 10, 2017 to repurchase common shares through daily purchases, subject to the conditions of an issuer bid exemption order issued by the Ontario Securities Commission. The price that the Corporation paid for the common shares was negotiated by the Corporation and the third party, and represented a discount to the volume weighted average trading price of the common shares on the Canadian markets on the date of each purchase. A total of 1,120,040 common shares were repurchased through this specific program, representing all available holdings of common shares of the third party, for an aggregate purchase price of \$110.4 million. The program officially ended on March 13, 2017.

The total number of common shares repurchased for cancellation under the 2015-2016 NCIB and the 2016-2017 NCIB during Fiscal 2017 amounted to 7,420,168 common shares for a total cash consideration of \$705.4 million. For Fiscal 2017, the Corporation's share capital was reduced by \$26.7 million and the remaining \$678.8 million was accounted for as a reduction of retained earnings. The table below summarizes all purchases of shares under each of the 2015-2016 NCIB and the 2016-2017 NCIB up to January 29, 2017, the last day of Fiscal 2017.

NCIB	Period of Coverage	Number of Shares Repurchased for Cancellation ('000s)	Weighted Average Price per Share \$	Value of Shares Repurchased for Cancellation ('000s) \$
2015-2016 NCIB	June 17, 2015 to June 16, 2016	9,562	85.75	819,976
2016-2017 NCIB	June 17, 2016 to January 29, 2017	4,288	98.32	421,604
		13,850	89.64	1,241,580

The table below summarizes all purchases of shares during Fiscal 2016 and Fiscal 2017.

Period of Coverage	Number of Shares Repurchased for Cancellation ('000s)	Weighted Average Price per Share \$	Value of Shares Repurchased for Cancellation ('000s) \$
Fiscal 2016	7,729	80.91	625,367
Fiscal 2017	7,420	95.07	705,447
	15,149	87.85	1,330,814

Share Information

The Corporation's outstanding share capital is comprised of common shares. An unlimited number of common shares are authorized and, as at March 29, 2017, there were 114,259,109 common shares issued and outstanding. In addition, there were 2,572,000 options, each exercisable for one common share, issued and outstanding as at March 29, 2017. Assuming exercise of all outstanding options, there would have been 116,831,109 common shares issued and outstanding on a fully diluted basis as at March 29, 2017. Refer to Note 12 of the Corporation's annual audited consolidated financial statements for Fiscal 2017 for additional information.

Additional Information

Additional information relating to the Corporation, including the Corporation's current annual information form, is available on SEDAR at www.sedar.com. The Corporation is a publicly traded company listed on the TSX under the symbol "DOL".