

A leading Canadian value retailer

Investor Presentation – Q2-FY2024

September 13, 2023



Forward-looking statements

This presentation and the accompanying oral presentation contain forward-looking statements about results, levels of activity, performance, goals or achievements of Dollarama and Dollarcity or other future events or developments that may affect Dollarama and Dollarcity which are based on information currently available to management and estimates and assumptions that management believes are appropriate and reasonable in the circumstances. 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. However, there can be no assurance that such estimates and assumptions will prove to be correct. Many factors could cause actual results, levels of activity, performance or achievements or future events or developments to differ materially from those expressed or implied by the forward-looking statements contained herein including, without limitation, the risk factors described in Dollarama's Annual Management's Discussion and Analysis (MD&A) dated March 29, 2023 filed with Canadian securities regulators and available on SEDAR+ at <u>www.sedarplus.com</u>. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's expectations as at September 13, 2023, and, accordingly, are subject to change after such date. Except as may be required by law, management has no intention and undertakes no obligation to update or revise any forward-looking statements.

No financial information presented in this presentation as of a date more recent than January 29, 2023 has been audited. Where the information is from third-party sources, the information is from sources believed to be reliable, at the latest as at September 13, 2023, but Dollarama has not independently verified any such information contained herein.

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Serving Canadians with purpose



Our vision

To be the leading value retailer in every market in which we operate, providing customers with unsurpassed value for their hard-earned money in a time-pressed world

Our purpose

To provide Canadians from all walks of life with the best quality and value on every dollar they spend and with proximity and convenient access to affordable, everyday items that address their needs and exceed their expectations

Our values

Entrepreneurial

People-focused

Value-oriented

Passionate

Agile and solution-driven

Innovative

A leading Canadian value retailer (TSX: DOL)

\$5.5B LTM revenues

18.9% LTM sales growth

14.6% LTM comparable store sales growth

\$1.7B LTM EBITDA or 30.4% of sales

43.5%

LTM gross margin as a % of sales

14.2% LTM SG&A as a % of sales

\$0.7B LTM free cash flow generation¹

27.0% LTM Dollarcity net earnings contribution y-o-y growth



Recognized brand serving Canadians from all walks of life



Differentiated concept offering compelling value at multiple, low fixed price points



Consistent shopping experience and broad assortment of everyday products



Capital-efficient, growth-oriented business model with a superior direct sourcing platform



Nimble operator delivering consistently robust financial and operational results



Strong track record of stakeholder value creation since 2009 IPO

¹ LTM free cash flow generation = cash flow from operations – capital expenditures less lease repayments All figures for Last Twelve Month (LTM) Q2-FY24 quarter ended July 30, 2023

A growing reach and international footprint

1,525

corporate-operated Dollarama stores across Canada

#1

and only national pure play dollar store chain in Canada

10 provinces

Unrivalled Canadian presence with locations in all provinces and two territories

85%

of Canadian households within 10 km of a Dollarama

2,000

Dollarama store target by 2031





458

Dollarcity stores in LATAM, based on localized Dollarama concept

4 countries

Growing presence in Colombia, El Salvador and Guatemala, in Peru since May 2021

850

Dollarcity store target by 2029 (including Peru)



Competitive advantages



Strong brand

98% brand recognition across Canada; sought-after destination for everyday and seasonal goods



Differentiated concept

Broad assortment of products at multiple, low fixed price points in a clean, compact, consistent format and shopping experience



Value proposition

Superior direct sourcing and buying capabilities, supported by efficient logistics, delivering compelling value to customers



Operational excellence

Nimble operator with proven track record, strong team committed to disciplined execution, culture of agility and entrepreneurship



National scale

Significant presence across Canada with stores in all provinces and two territories, offering proximity and convenience



Broad customer base

Serving Canadians from all walks of life from all demographics and income ranges, appealing to a broad range of consumer profiles



Capital-efficient

Simple, cost-effective growthoriented business model, lean operations, solid growth metrics and investment payback periods



Technology

Robust infrastructure for reporting, budgeting, store operations and replenishment; growing internal data and analytics capabilities

Serving Canadians with Purpose – FY23 ESG Highlights



store employee internal promotions in FY23



100%

of new District Manager positions filled via internal promotions in FY23

......



44%

female gender diversity at Management level and 40%¹ at Board level





Expanded offering

.....

of products with recyclable, recycled, compostable and reusable content





vendors by procurement spend are North American companies

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100%

of vendors must certify compliance with Vendor Code of Conduct



291 Tier 1 vendors

with satisfactory social audits between FY21 and FY23



First limited assurance

on GHG emissions intensity obtained for EY23 and EY20 data



84%

of electricity consumption from non-GHG emitting sources, including 63% from renewables

.....



78% waste diversion rate in FY23

7 - Dollarama Investor Presentation O2-FY2024

Serving Canadians with Purpose – ESG Priority Areas and Goals



Promote a dynamic and inclusive workforce

- Re-evaluate our 40% gender diversity in management target in FY24
- Maintain and enhance talent attraction, retention, training and development programs



Provide customers with affordable, safe and quality products

- Implement additional targeted product testing programs in line with Health Canada's ongoing consumer product surveillance
- Complete phase out of single-use plastic bags by mid-FY24



Enhance vendor compliance and engagement

- Roll-out of Social Audit Program to all in-scope Tier 1 vendors by mid-FY24
- Roll-out of equivalent Vendor Code of Conduct to Dollarcity direct suppliers by the end of FY24



and climate strategy

Minimize environmental footprint and climate risks

- Reduce Scope 1-2 emissions intensity by 45% to 4.2 kg of Co₂e/ft² by FY31 from FY20 baseline
- Pursue further alignment with TCFD and disclose partial Scope 3 in FY25 ESG Report

Strengthened ESG Framework

MSCI ESG Rating improved to A from BBB

Launch of ESG function in FY23 and ESG Steering Committee in FY24 Reporting aligned with SASB and TCFD



Clear strategy driving sustainable growth and value creation

Maximize core business

- Maintain compelling value proposition
- Leverage strengths to stimulate sales
- Promote efficiency initiatives to maintain lowcost operating model
- Optimize and evolve the service model

itably grow

2

Profitably grow Canadian footprint

- Grow Dollarama store network across Canada in a disciplined manner
- Long-term target of 2,000 Dollarama stores by 2031
- Optimize logistics operations in support of network growth

3

Scale up Dollarcity business in LATAM

- Grow footprint in the four current countries of operation
- Expand into new markets
- Target of 850 Dollarcity stores by 2029 (including Peru)

4

Optimize capital allocation to drive returns

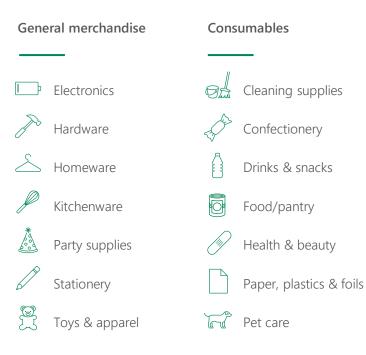
- Actively manage balance sheet and capital structure
- Deploy capital with discipline towards target returns
- Prioritize shareholder returns via share buybacks using excess free cash flows
- Maintain consistent dividend; conservative annual growth

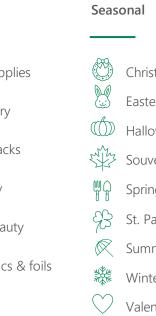
Guided by our robust ESG framework and commitment to serving Canadians from all walks of life

A strong core business



A diversified product mix offering compelling value





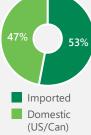




National brands

\$0.87-\$5.00

Merchandise sold at low fixed price points



¹ Product categories are based on FY2023 retail sales, Department and seasonal listings not exhaustive Brand and sourcing mix is based on retail value for FY2023

Effective sourcing and merchandising

Product sourcing expertise and built-in flexibility

- Strong direct sourcing capabilities, reducing costs associated with intermediaries and increasing bargaining power with suppliers
- Flexible product mix (brand vs. private label, import vs. domestic)
- Objective to refresh 25-30% of SKUs with no loss leaders
- Pricing flexibility through multi-price point strategy
- Product selection supported by industry/trend tracking, customer feedback and analytics

Efficient in-store merchandising

- Clean, bright, compact four-wall format with consistent offering and layout chain-wide
- Optimized product placement and display designs
- Effective merchandising system for execution of resets
- Flexible zonogram by department (vs. fixed plano) resulting in efficient everyday facing/zoning
- Centralized logistics and distribution; differentiated store replenishment and inventory management approach



A value retail shopping destination

- Recognized for value for money and convenience
- Customers appreciate the breadth and depth of the product assortment
- Sought-after destination for focused trips as well as routine shopping

Serving Canadians from all walks of life

- Appeals to all demographics and income ranges
- High representation of young families
- Highly loyal customer base



98% brand awareness across Canada

Top 10 Ranked one of Leger's 2023 Top 10 Most Reputable Brands in Canada

Enhancing and evolving the service model and customer experience

Queue line and check-out process optimization

- Optimized queue lines for increased impulse item displays; in over 1,302 stores
- From u-shaped to straight line POS check-out design to accelerate transactions
- Self-checkouts technology selectively deployed in high traffic stores to accelerate transaction processing; in 350+ stores

Growing digital footprint to bring additional customer convenience

- Online store offering a subset of products for purchase by the full case to address niche market
- Mobile app with pay in-store, gift card, store finder and price check features
- Growing presence on third-party delivery platforms through participating stores to bring added convenience
 - Approx. 1,250 participating stores on Instacart, Uber Eats
 and Doordash delivery platforms across Canada





Constantly evolving the service and customer interaction model to stimulate sales and to stay abreast of consumer and industry trends

Optimizing processes and gaining efficiencies



Retail system optimization to drive efficiency

- POS systems
- NCR POS terminals



Time management and training

- Kronos advanced scheduling
- Mobile apps
- "GPS" training program



Energy and environmental efficiency in support of ESG goals

- LED retrofits
- HVAC system upgrades
- Baler installation (in-store recycling)



Shrink management and loss prevention

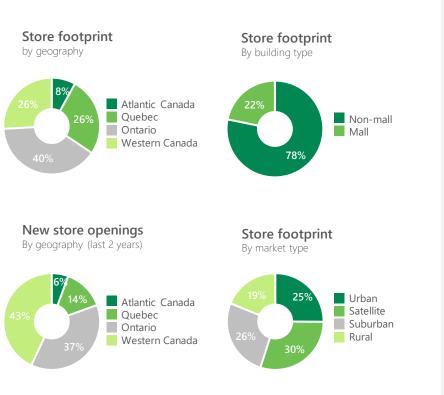
- Security camera installation
- Other shrink management initiatives and programs

Technology investments and enhanced centralized data and analytics capabilities driving execution across our operations

Driving profitable growth in Canada



Well-balanced, growing store network





Average per store

2.7M sq. ft. Warehousing and distribution space

17 - Dollarama Investor Presentation Q2-FY2024

Efficient and profitable network growth

\$2.9M

Average annual store sales within 2 years of opening

~\$920K

New store average investment

<2 years store payback period

- Strong free cash flow generation to fund organic network growth
- Efficient capital model requiring an avg. of \$920K in leasehold improvements, fixtures and inventory, net of tenant allowance, for a new store
- Quick sales ramp up and payback period for new stores within 2 years' time, resulting in low capital intensity and high ROI on network growth
- Low store network maintenance capex requirements



A robust evaluation process: path to 2,000-store target



- Average of 70 net new stores opened annually over last 10 fiscal years
- New store payback period improved over time
- Additional growth opportunities in Ontario, Quebec and Atlantic Canada
- Underpenetrated in Western Canada

Year	Store target	Status	
2009 (IPO)	900	Achieved in 2014	\odot
2012	1,200	Achieved in 2018	\oslash
2015	1,400 by 2022	Achieved in 2021	\oslash
2017	1,700 by 2027	Updated in 2021	7
2021	2,000 by 2031	Current target	ø

Scaling up Dollarcity



Dollarcity, a high-potential LATAM value retailer

50.1%

DOL equity interest acquired in Q4-FY2020 after 7-year partnership

458

Dollarcity stores in LATAM, based on localized Dollarama concept

US\$737.5M

2022 revenues

US\$92.7M

Total purchase price¹; immediately EPS accretive

4 countries

Growing presence in Colombia, El Salvador, Guatemala and Peru

\$45.4M FY2023 net earnings contribution for DOL, representing 36.8% Y-o-Y growth



Compelling growth platform in dynamic LATAM markets with appetite for DOL model



Strong local partners and management team



Successful in adopting and adapting DOL model to LATAM markets and consumers



Strong store network growth execution, two new markets entered since 2017 (Colombia and Peru)



Sales performance comparable to DOL; rapid new store sales ramp up

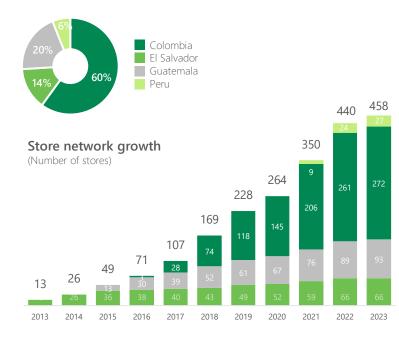


Self-run investment with robust governance structure in place

¹ Representing 50.1% of 5x EBITDA for the 12 months ended June 30, 2020, minus net debt +/- other customary adjustments Store count and countries of operation as at Dollarcity's last guarter ended June 30, 2023 Financial results are for Dollarcity's last fiscal year ended December 31, 2022

A growing footprint in key markets

Store footprint by geography





Long-term target of 850 Dollarcity stores

Maintain pace of growth; grow presence in key markets

- Target of 850 Dollarcity stores in Colombia, Guatemala, El Salvador, and Peru by 2029
- Entered Colombia in 2017
- Entered Peru in May 2021
- Majority of store network growth focused on Colombia and Peru since 2017

Build efficient and low-cost operating platform to support growth

- Building up logistics platform to support growth plans – decentralized logistics network with local warehousing in countries of operations, mix of Dollarcity-owned and 3PL operations
- Product sourcing from DOL balanced with local sourcing from LATAM
- New store investment in line with Dollarama

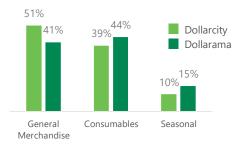


Dollarama vs. Dollarcity

	DOLL	ARAMA	DOLLARCITY		
	For the year ended Jan. 29, 2023	For the quarter ended Jul. 30, 2023	For the year ended Dec. 31, 2022	For the quarter ended Jun. 30, 2023	
Number of stores	1,486	1,525	440	458	
	For the year ended Jan. 29, 2023	_	For the year ended Dec. 31, 2022³	_	
Population of countries of operation	38.7M	-	110.0M	-	
Price point range	\$0.87-\$5.00		US\$0.69-\$4.00 ⁴ or local currency equivalents		
Net new store investment	~\$920K		~\$895K (US\$660K)		

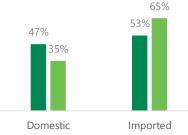
Merchandise mix¹

(based on annual retail value for respective latest full fiscal years)



Sourcing mix²

(based on annual retail value for respective latest full fiscal years)



¹ Merchandise mix is based on FY2023 retail sales (using a methodology updated in 2023), the categories may differ slightly between DOL and Dollarcity

² For DOL, domestic refers to merchandise purchased in Canada and the United States

For Dollarcity, domestic refers to merchandise purchased in the countries where the company operates stores

³ US\$ amounts converted to CA\$ using a USD/CAD average exchange rate of 1.3554 for the year ended December 31, 2022

⁴ Dollarcity price points include value-added tax

Financial metrics



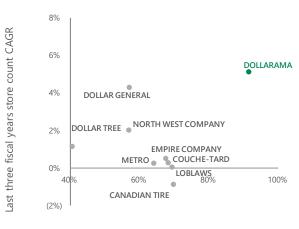
Robust financial performance

	SECOND QUARTER ENDED			Y-O-Y	FISCAL YEAR ENDED			Y-O-Y		
(in millions of dollars, except per share amounts)	Jul. 30	, 2023	Jul. 3	1, 2022	Growth	Jan. 2	.9, 2023	Jan. 3	0, 2022	Growth
Comparable store sales	15.6%		13.2%			12.0%		1.7%		
Sales	\$1,456	% of sales	\$1,217	% of sales	19.6%	\$5,053	% of sales	\$4,331	% of sales	16.7%
Gross margin	\$639	43.9%	\$530	43.6%	20.5%	\$2,198	43.5%	\$1,902	43.9%	15.6%
SG&A	\$198	13.6%	\$168	13.8%	17.9%	\$720	14.3%	\$653	15.1%	10.3%
Equity pick-up (Dollarcity)	\$11	0.8%	\$7.7	0.6%	48.1%	\$45	0.9%	\$33	0.8%	36.8%
EBITDA	\$457	31.4%	\$369	30.4%	23.8%	\$1,523	30.1%	\$1,283	29.6%	18.8%
Operating income	\$367	25.2%	\$287	23.6%	27.6%	\$1,191	23.6%	\$985	22.7%	21.0%
Net earnings	\$246	16.9%	\$193	15.9%	27.0%	\$802	15.9%	\$663	15.3%	20.9%
EPS (diluted)	\$0.86		\$0.66		30.3%	\$2.76		\$2.18		26.6%
Adj. net debt / LTM EBITDA ¹	2.40x		2.79x			2.71x		2.77x		

Best-in-class performance on key metrics

Strong organic growth with low capital requirements

Growth and cash conversion (%)



Cash flow after CAPEX¹



24.1

DOL

9.9

Tire West

7.2 7.1

Return on invested capital² (%)

Dollarama	22.1%
Dollar General	11.7%
Dollar Tree	9.6%
Couche-Tard	14.5%
Empire	5.9%
Loblaw	7.5%
Metro	8.1%
Canadian Tire	9.7%
North West	13.1%

Canadian retailers with product offering overlap with Dollarama

Canadian North Metro Couche Loblaw Empire

Tard

58 6.3

3.6

US dollar stores

General Tree

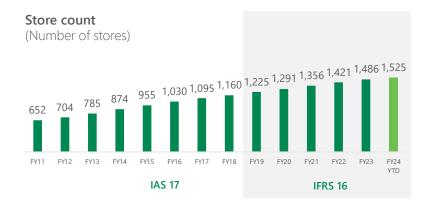
Dollar Dollar

8.6

6.8

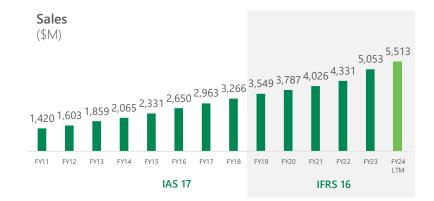
All financial figures as at Q2-FY24 for Dollarama, as at latest available quarter end for peers (at the latest as at August 30, 2023) Sources: company websites; Walmart Canada figures not available 1(BBITDA – CAPEX) / EBITDA 2 LTM EBIT*(1-LTM Effective Tax Rate) / (Total debt + total equity)

Strong key metrics growth since IPO





28 - Dollarama Investor Presentation Q2-FY2024





¹ FY21 EBITDA and net earnings reflect incremental direct costs related to COVID-19 (~\$84.0M on a pre-tax basis) ² FY22 EBITDA and net earnings reflect incremental direct costs related to COVID-19 (~\$35.5M on a pre-tax basis)

Best-in-class margin since IPO









29 - Dollarama Investor Presentation Q2-FY2024

¹ FY21 metrics reflect incremental direct costs related to COVID-19 (~ \$2.9M in Gross Margin, ~ \$81.1M in SG&A, ~ \$84.0M in EBITDA and EBIT) ² FY22 metrics reflect incremental direct costs related to COVID-19 (~ \$35.5M in SG&A, ~ \$35.5M in EBITDA and EBIT)

A balanced approach to capital allocation

Invest in organic growth

- New stores (avg. of 70 net new stores opened annually in last 10 fiscal years)
- Logistics infrastructure in support of long-term target of 2,000 stores (i.e. WH/DC capacity)
- Transformational and maintenance capex (enhancing service model, optimizing processes, gaining efficiencies and maintaining assets)

Return capital to shareholders

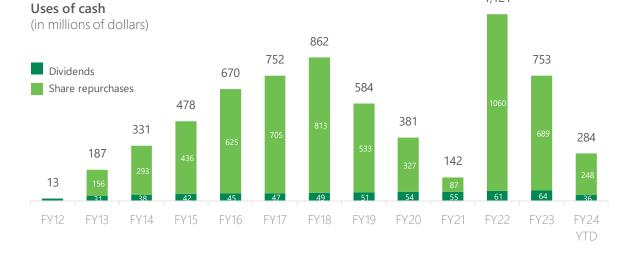
- Maximize shareholder returns with a focus on valueenhancing share buybacks (over 41% of public float repurchased since the inception of the NCIB in June 2012)
- Consistent dividend distribution, approved quarterly (declared every quarter since 2011 inception)
- Modest annual dividend growth (dividend increased annually or 12x since 2011)

Historical balanced approach to capital allocation has allowed for significant return of capital to shareholders

Returning capital to shareholders

\$5.9B returned to shareholders in share repurchases since FY13

\$585M returned to shareholders in dividends since FY12



1,121

Actively managed capital structure

91% fixed rate debt, 9% floating rate debt¹

3.31% weighted average cost of debt³ \$1,302M available liquidity

(\$252M cash + \$1,050M undrawn and available under credit facility)²

, overage ebt³

2.40x Leverage (adjusted net debt to EBITDA) ratio 3.69 years weighted average time to maturity

BBB/Baa2 Investment grade ratings from S&P, DBRS and Moody's

Debt structure as at Q2-FY2024

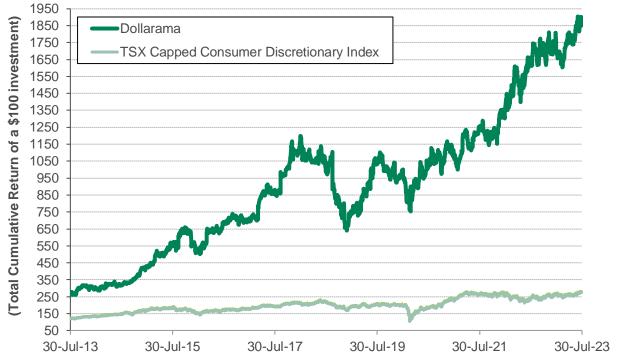


¹ Includes the impact of the fixed-to-floating interest rate swap derivative (\$200M notional amount) entered into during Q2-FY22 ² Excludes letters of credit (approximately \$1.2M)

³ Cost of debt is 3.68% including fixed-to-floating interest rate swap

Strong track record of shareholder value creation

Stock performance since July 30, 2013



601% ^

10-year total shareholder return¹



5-year total shareholder return¹

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A seasoned board and management team

Board of directors



Stephen Gunn Chair of the Board Corporate Director



Joshua Bekenstein Senior Advisor Bain Capital Partners



Gregory David Chief Executive Officer GRI Capital



Elisa D. Garcia Chief Legal Officer Macv's



Kristin W. Mugford Senior Lecturer Harvard Business School



Nicholas Nomicos Senior Advisor Nonantum Capital Partners



Neil Rossy President and Chief Executive Officer Dollarama



Samira Sakhia President and Chief Executive Officer Knight Therapeutics



Thecla Sweeney Founding Partner Alphi Capital, Inc.



Huw Thomas, FCPA, FCA Corporate Director





Neil Rossy President and Chief Executive Officer



Johanne Choinière Chief Operating Officer



J.P. Towner Chief Financial Officer



Nicolas Hien Chief Information Officer



Laurence L'Abbé Senior Vice-President, Legal Affairs and Corporate Secretary



Geoffrey Robillard Senior Vice President Import Division

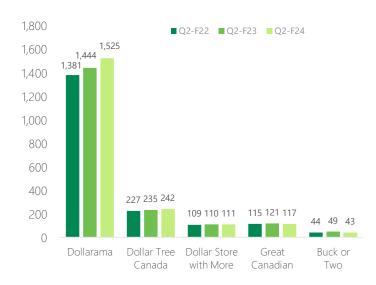
Dollarama through the years

1992	2004	2009	2011	2012	2013
Dollarama founded as single-price point retail chain by Larry Rossy	Investment by Bain Capital	IPO (TSX:DOL) 585 stores in 10 provinces Introduction of multi-price point strategy	Sale by Bain Capital of remaining equity stake Declaration of first dividend	Introduction of \$2.50 and \$3.00 price points Launch of first NCIB Publication of first sustainability statement	Beginning of commercial partnership with LATAM value retailer Dollarcity
2015	2016	2019	2020	2021	2022
Opening of 1,000 th Dollarama store Introduction of first Vendor Code of Conduct	Introduction of \$3.50 and \$4.00 price points Appointment of Neil Rossy as President and CEO	Launch of online store for bulk sales Acquisition of 50.1% of Dollarcity; Target of 600 stores by 2029 (excluding Peru) Publication of first ESG report	Recognition as essential business amid COVID-19 pandemic	New long-term target of 2,000 Dollarama stores in Canada by 2031 Dollarcity enters Peru Publication of first SASB- aligned ESG report	Introduction of price points up to \$5.00 Publication of first climate strategy and first-generation climate goal New long-term target of 850 Dollarcity stores by 2029 (including Peru)
2023 > Opening of 1,500 th Dollarama store					

DOL vs. Canadian dollar store landscape

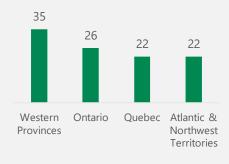
Three-year store count

Dollarama vs. next four pure play competitors¹





~3.0x more Dollarama's than 4 largest pure play competitors combined Thousands of people per Dollarama store²



DOL vs. US pure play dollar stores

		DOLLARAMA	DOLLAR GENERAL	DO	LLAR TREE	
	LTM revenues (\$ millions)	\$5,513	US\$38,807	U	\$\$29,305	
	LTM EBITDA (\$ millions)	\$1,677	US\$3,887	US\$2,526		
SCALE	Number of stores	1,525	19,488	16,476		
	Average sales / store (\$ millions)	C\$3.7	US\$2.0	US\$1.8		
	Average store size (sq. ft)	10,485	7,318	8,012		
	Average sales / sq. ft	\$354	US\$272	US\$222		
				1		
IONS	Real estate locations	Metropolitan areas, mid-sized cities and small towns	Rural, suburban and urban communities	DOLLAR TREE Suburban locations, with focus on opening new stores in strip shopping centers anchored by large retailers	FAMILY DOLLAR Urban and rural locations with focus on opening new stores in strip shopping centers, freestanding buildings and downtown buildings	
MIX AND LOCATIONS	Merchandise mix	44% Consumables 15% Seasonal	81% Consumables" 11% Seasonal	49% Consumables 51% Variety categories	80% Consumables 9% Seasonal	
(AN		41% General merchandise	5% Home products		6% Home products	
Ω			3% Apparel		5% Apparel	
	Price points	\$0.87 - \$5.00	US\$10.00 or less	Predominantly US\$1.25 (\$1.50 or less in Canada), US\$5.00 or less	\$US1.00 to \$US10.00	

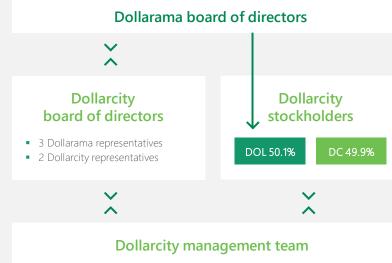
Dollarcity governance framework

Dollarama (50.1%)

- Majority representation on Dollarcity Board of Directors, with certain strategic and operational decisions subject to 100% stockholder approval under current ownership threshold, such as those decisions related to capital structure, nature of the business, M&A, executive appointments, annual budget and business plan approval, and entry into new countries
- No remaining call options
- Ability to postpone the exercise of Dollarcity founding group put right in certain situations
- Ability to purchase all remaining shares if exercise of put right results in Dollarcity founding group holding less than a specified ownership threshold

Dollarcity founding group (49.9%)

- Dollarcity founding group has a put right pursuant to which they can require, in certain circumstances, that Dollarama purchase shares of Dollarcity held by them
- Since October 1, 2022, this right may be exercised in the ordinary course during specific period, subject to certain transaction size thresholds, required ownership thresholds for designated person and freeze periods, among other conditions and restrictions
- Event-driven put rights in case of drag-along/sale transaction, DOL change of control or a designated person departure event
- Exercise of any put right triggers fair market share price valuation



- Chief Executive Officer
- Executive Vice-President of Operations
- Director of Finance and Treasury
- Director of Procurement/Sr. Buyer
- Director of Store Operations
- Director of Logistics
- Director of Legal
- Director of Projects
- Director of Human Resources



Thank you

Dollarama Inc. 5805 Royalmount Ave. Montreal, QC H4P 0A1

