





# A leading Canadian value retailer with international reach

Investor Presentation – Q3-FY2026

December 11, 2025



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No financial information presented in this presentation as of a date more recent than February 2, 2025 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 December 11, 2025, but Dollarama has not independently verified any such information contained herein.

#### Industry and Market Data

We have obtained the market and industry data presented in this presentation from a combination of internal company surveys and third-party information and estimates of our management. We know of no third-party source that reports on the Canadian, LATAM or Australian discount retail store market and industry data presented in this presentation is based on internally generated management estimates, including estimates based on our review of third-party web sites. While we believe our internal surveys, third party information, and estimates of our management are reliable, we have not verified them with, nor have they been verified by, any third party or independent sources and we have no assurance that the information contained in web sites is current and up-to-date. While we are not aware of any misstatements regarding the market and industry data presented in this presentation, such data involves risks and uncertainties and are subject to change based on various factors, including those factors discussed above.

#### Non-GAAP and Other Financial Measures

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# Serving customers 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 customers 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 high-performing, growth-oriented value retailer (TSX: DOL)

\$7.0B

LTM revenues

14.0%

LTM sales growth

5.2%

LTM comparable store sales growth<sup>1</sup> in Canada

\$2.4B

LTM EBITDA or 33.6% of sales<sup>1</sup>

45.4%

LTM gross margin<sup>1</sup> as a % of sales

14.9%

LTM SG&A as a % of sales

\$1.1B

LTM free cash flow generation<sup>1</sup>

\$179.1M

LTM Dollarcity net earnings contribution



Recognized Canadian brand serving customers 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 who has consistently delivered robust financial and operational results



Strong track record of stakeholder value creation since 2009 IPO

# A growing reach and international footprint



Canada

(Since 1992)

1,684 stores

Mexico

(Since Q2 2025)

1 store

Guatemala

(Since 2013) 113 stores

Colombia

(Since 2016) 399 stores **El Salvador** 

(Since 2013) 80 stores

Peru (Since 2021)

91 stores

Australia (Since Q2 2025)

401 stores

 $2,769^{2}$ 

retail locations in seven countries

41,000+2

employees on three continents



Long-term Store Targets<sup>1</sup>

2,200

Dollarama stores in Canada by 2034

1,050

Dollarcity stores in LATAM by 2031 (excluding Mexico)

700

Stores in Australia by 2034

Dollarama geographic presence as at the third quarter ended November 2, 2025 (Q3-FY26)

Dollarcity store count and countries of operation as at Dollarcity's latest quarter ended September 30, 2025

1. Represents forward-looking information, please refer to the "Forward-looking statements" section of this presentation for additional information

2. The Corporation's investment in Dollarcity is accounted for as a joint arrangement using the equity method

# Competitive advantages



#### Strong brand

Recognized as a reputable and valuable brand in 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



#### International scale

In 7 countries with unrivalled Canadian presence, and strong penetration in Australia and select LATAM markets



#### **Broad customer base**

Value proposition that appeals to broad range of consumer profiles across demographics, income ranges and markets



#### **Capital-efficient**

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



#### **Technology**

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

# Serving Canadians with purpose – Select FY25 sustainability highlights



# Human rights risk management approach enhanced

across governance, risk assessment and indirect vendor engagement activities and processes



# First Scope 3 quantification, vendor outreach and survey

with select partners under purchased goods and transportation (Categories 1 and 4) on climate initiatives



#### Sustainalytics Low Risk ESG Risk Rating

as of November 2025



# Continued deployment of HR technologies

to support talent retention and development



# Multiple decarbonization projects launched

in support of ongoing climate strategy review



AA MSCI Rating

as of August 2025

# Clear strategy driving sustainable growth and value creation

# Profitably grow Canadian footprint

- Grow Dollarama store network across Canada in a disciplined manner
- Maintain store payback period overtime
- Optimize logistics operations in support of network growth
- Long-term target of 2,200
   Dollarama stores by 2034<sup>1</sup>

# 2 Scale up Dollarcity business in LATAM

- Continue to grow footprint in the four current countries of operation
- Expand into Mexico (first store opened in June 2025)
- Target of 1,050 Dollarcity stores by 2031 (excluding Mexico)<sup>1</sup>

# 3 Optimize and accelerate growth in Australia

- Scaled entry, creating platform for sustained growth
- Unlock growth and margin expansion using playbook and operational discipline
- Underpenetrated market; target of ~700 stores by 2034<sup>1</sup>

# 4 Optimize capital allocation to drive returns

- Invest in business to fuel organic and strategic growth
- Actively manage balance sheet and capital structure
- Disciplined deployment of capital to generate attractive returns
- Focus on shareholder returns via share buybacks and dividend using excess free cash flows

Across all regions, maintain compelling value proposition, promote initiatives to maintain low-cost operating model and guided by our ESG framework and commitment to serving customers from all walks of life

# A strong core business



# A diversified product mix offering compelling value in Canada

#### **General merchandise**

## **Flectronics**



Hardware



Homeware



Kitchenware



Party supplies



Stationery



Toys & apparel

#### **Consumables**



Cleaning supplies



Confectionery



Drinks & snacks



Food/pantry



Health & beauty



Paper, plastics & foils



Pet care

#### Seasonal



Christmas



Easter



Halloween



Souvenirs



Spring



St. Patrick's Day



Summer



Winter



Valentine's Day

#### Product categories<sup>1</sup>



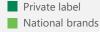
General merchandise



\$0.25-\$5.00 Merchandise sold at low fixed price points

#### Brand mix<sup>2</sup>





### Sourcing mix<sup>3</sup>



Vendors

Department and seasonal listings not exhaustive Retail values are for the Canadian segment 1. Product categories are based on FY2025 retail value 2. Brand mix is based on retail value for FY2025 3. Sourcing mix is based on total procurement volume for FY2025

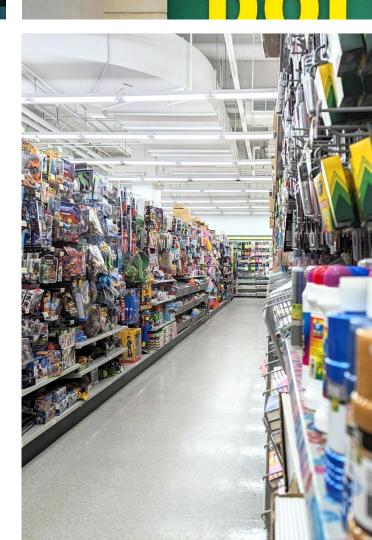
# Effective sourcing and merchandising

# 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 on an annual basis 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 planogram) resulting in efficient everyday facing/zoning
- Centralized logistics and distribution; differentiated store replenishment and inventory management approach



# Strong brand recognition and broad customer appeal in Canada

#### 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 customers from all walks of life

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



#### #6

most reputable brand in Quebec and #8 in Canada according to Leger 2025 Reputation survey



#### #2

strongest brand in Canada according to Brand Finance Canada Global Top 10 2025 ranking



#### #38

most valuable brand in Canada according to Brand Finance Canada 100 2025 ranking



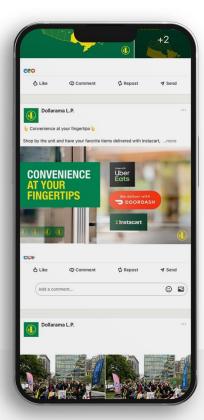
# Enhancing and evolving the service model and customer experience

# Queue line and check-out process optimization

- Optimized queue lines for increased impulse item displays; in 1,600+ 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 approximatively 1/5 of stores

# **Growing digital footprint to bring** additional customer convenience

- Growing presence on third-party delivery platforms through participating stores to bring added convenience
- Between approx. 1,400 and 1,600 participating stores on Instacart, Uber Eats, Doordash and/or Skip 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 efficiency projects that also support 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

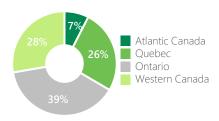
# Driving profitable growth in Canada



# Well-balanced and growing Canadian store network

#### Store footprint<sup>1</sup>

(By geography)



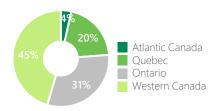
#### Store footprint<sup>1</sup>

(By market type)



#### New store openings<sup>1,2</sup>

(By geography - last 2 years)



#### Store footprint<sup>1</sup>

(By building type)





Head office in Montreal ★

1,684 stores across Canada

\$4.1M<sup>3</sup>

Average store annual sales

10,458 sq.ft.<sup>3</sup> Average per store

Network of logistics activities in Montreal area; Calgary logistics hub under development, to be operational by end of 2027<sup>4</sup>

~85%

of Canadian households within 10 km of a Dollarama

17.4M sq.ft.<sup>3</sup>

of retail space and 2.7M sq.ft.<sup>3</sup> of logistics space in Canada

1. All figures are for stores in Canada as at the third quarter ended November 2, 2025 (Q3-FY26)
2. New store openings by geography for two-year period from Q2-FY24 to Q3-FY26
3. All figures are for the Canadian segment as at the FY25 ended February 2, 2025 (Q4-FY25)
4. Represents forward-looking information, please refer to the "Forward-looking statements" section of this presentation for additional information

# Efficient and profitable network growth in Canada

\$3.2M

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 average payback period for new stores of approximately 2 years, resulting in low capital intensity and high ROI on network growth
- Low store network maintenance capex requirements



# A robust evaluation process: path to 2,200-store target in Canada

# Micro potential

Assessment of real estate opportunities, population growth and competitive intensity

# Macro potential

Internal validation of feasibility of assessment region by region with store ops

# Theoretical potential

Result of micro and macro potential assessments

# True potential

Potential adjusted based on Management's evaluation of market conditions, financial considerations and feasibility of execution



- Average of ~66 net new stores opened annually over last 10 fiscal years
- New store payback period maintained over time
- Continued positive customer response to value proposition, third-party analysis, historical and projected data as well as the current real estate pipeline support the updated store target

Year	Store target <sup>1</sup>	Status	
2009 (IPO)	900	Achieved in 2014	$\bigcirc$
2012	1,200	Achieved in 2018	$\bigcirc$
2015	1,400 by 2022	Achieved in 2021	$\bigcirc$
2017	1,700 by 2027	Updated in 2021	7
2021	2,000 by 2031	Updated in 2024	7
2024	2,200 by 2034 <sup>1</sup>	Current target	<b>ø</b>

# Scaling up Dollarcity



# Dollarcity, a proven high-potential LATAM value retailer

60.1%

Total DOL equity interest, with option to purchase an additional stake

684

Dollarcity stores in LATAM, based on localized Dollarama concept

US\$1.3B

2024 revenues

5 operating countries

Growing presence in Colombia, El Salvador, Guatemala, Peru and Mexico

Mexico expansion

First store opened in June 2025 DOL has an 80.05% economic stake in the Mexico business

\$179.1M

LTM net earnings contribution for DOL



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, three new markets entered since 2017 (Colombia, Peru and Mexico)



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



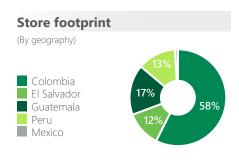
Dollarcity expansion including in Mexico expected to be self-funded through Dollarcity excess cash flows



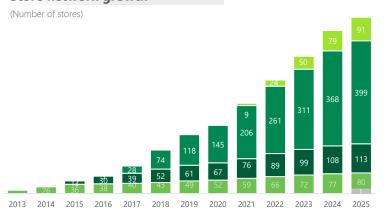
High potential market in Mexico, the 2<sup>nd</sup> largest LATAM economy with a population of approx. 130 million

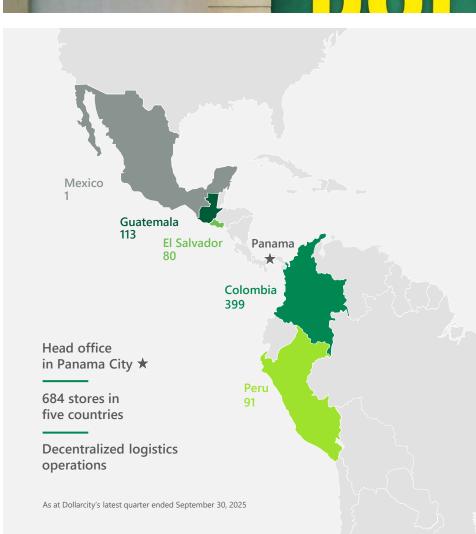
Store count and countries of operation as at Dollarcity's last quarter ended September 30, 2025
Financial results are for Dollarcity's last fiscal year ended December 31, 2024
The Corporation's investment in Dollarcity is accounted for as a joint arrangement using the equity method
Please refer to MD&A and AIF for further details on Dollarcity

# A growing footprint in key markets



#### Store network growth





# Long-term target of 1,050 Dollarcity stores<sup>1</sup>

# Maintain pace of growth; grow presence in key markets

- Long-term store target revised to 1,050 Dollarcity stores by 2031<sup>1</sup> excluding Mexico expansion (up from 850 stores by 2029) to reflect the anticipated growth in Peru and Colombia
- Entered Colombia in 2017
- Entered Peru in May 2021
- Entered Mexico in June 2025

# 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 opening investment in line with Dollarama



Optimizing and accelerating growth in Australia



# Dollarama in Australia today

A\$866 million<sup>1</sup>

Sales in 2024

~7,700 sq. ft.<sup>2</sup>
Average store size

A\$2.3 million<sup>3</sup>

Average revenue per store

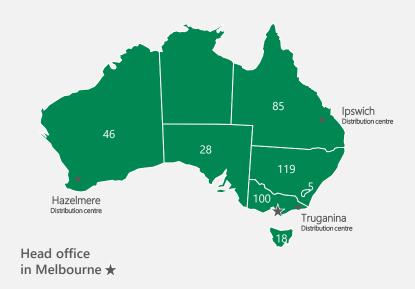


**Network growth** 

- Focused on helping all Australians save money everyday since 1981
- Broad discount-oriented offering of private-label and national brands
- Operating under The Reject Shop banner until the Dollarama value proposition is more fully deployed

The largest discount retailer in Australia, representing a solid foothold for market entry

#### Well-located national store network



All figures as at December 29, 2024 unless otherwise indicated 1. Sales between December 30, 2023 and December 29, 2024 2. Denotes Gross Leasable Area (GLA) 3. For the twelve months period ended December 29, 2024. Only includes revenues

from stores that have traded for the full financial period

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# Plan for the business: Key value creation pillars for Dollarama in Australia



#### Merchandising strategy

- Access to Dollarama's sourcing expertise and products
- New price-point strategy



#### **Store experience**

- Convert to Dollarama shopping experience
- New store design and layout, product merchandising



#### **Operational excellence**

- Optimize store and logistics operations
- Invest in IT infrastructure and systems



#### Accelerated store network growth

- Increase proximity and convenience to Australian customers
- Network expansion target to 700 stores in Australia by 2034<sup>1</sup>

Compelling value creation opportunity enabling attractive risk-adjusted returns

# Financial metrics



# Robust financial performance

	THIRD QUARTER ENDED			Y-O-Y	FISCAL YEAR ENDED			Y-O-Y		
(in millions of dollars, except per share amounts)	Nov. 2, 2025		Oct. 27, 2024		Growth	Feb. 2, 2025		Jan. 28, 2024		Growth
Comparable store sales in Canada <sup>1</sup>	6.0%		3.3%			4.6%		12.8%		
Sales	\$1,909	% of sales	\$1,563	% of sales	22.2%	\$6,413	% of sales	\$5,867	% of sales	9.3%
Gross margin <sup>1</sup>	\$856	44.8%	\$699	44.7%	22.5%	\$2,894	45.1%	\$2,613	44.5%	10.7%
SG&A	\$295	15.4%	\$224	14.3%	31.9%	\$930	14.5%	\$845	14.4%	10.1%
Equity pick-up (Dollarcity)	\$42	2.2%	\$27	1.7%	56.6%	\$130	2.0%	\$75	1.3%	72.5%
EBITDA <sup>1</sup>	\$612	32.1%	\$510	32.6%	20.01%	\$2,122	33.1%	\$1,861	31.7%	14.0%
Operating income	\$481	25.2%	\$407	26.0%	18.1%	\$1,711	26.7%	\$1,496	25.5%	14.4%
Net earnings	\$322	16.9%	\$276	17.7%	16.6%	\$1,169	18.2%	\$1,010	17.2%	15.6%
EPS (diluted)	\$1.17		\$0.98		19.4%	\$4.16		\$3.56		16.9%
Adj. net debt / LTM EBITDA <sup>1</sup>	2.11x		2.17x			2.16x		2.16x		

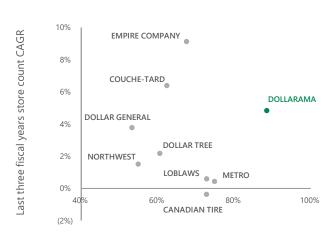
All figures are at Q3-FY26 quarter ended November 2, 2025 and, except for comparable store sales growth, are on a consolidated basis which include the financial results of The Reject Shop Limited from July 22, 2025 to November 2, 2025

Refer to section entitled "Non-GAAP and Other Financial Measures" of the "Appendix" section of this presentation or of the Q3-FY26 MD&A for the definition of these items and, where applicable, their reconciliation with the most directly comparable GAAP measure

## Best-in-class performance on key metrics

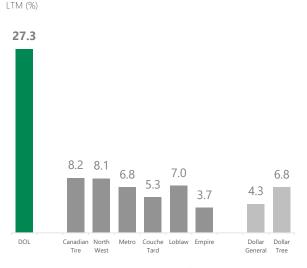
# Strong organic growth with low capital requirements

Growth and cash conversion (%)



#### Cash flow after CAPEX1

# Balanced approach to operating margin<sup>2</sup>



Canadian retailers with product offering overlap with Dollarama

US dollar stores

# Return on invested capital<sup>2</sup>

(%)

Dollarama	20.0%
Dollar General	5.0%
Dollar Tree	9.1%
Couche-Tard	9.6%
Empire	5.8%
Loblaw	9.0%
Metro	9.3%
Canadian Tire	6.9%
North West	12.1%

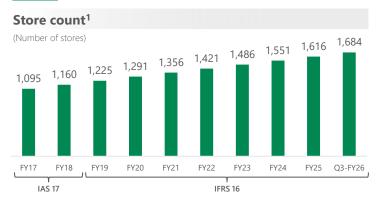
All financial figures as at Q3-FY26 for Dollarama, as at latest available quarter end for peers (at the latest as at Dec 11, 2025)

Sources: company websites as adjusted by Bloomberg/Factset; Walmart Canada figures not available

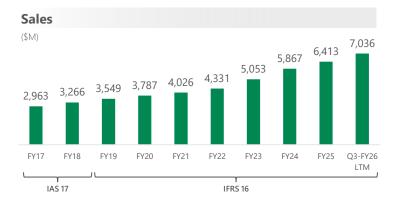
1. (EBITDA – CAPEX) / EBITDA

Represents operating income divided by sales, expressed as a percentage of sales. For comparison, EBIT margin is used for peer data.
 LTM EBIT\*(1-LTM Effective Tax Rate) / (Total debt + book value of equity)

# Strong key metrics growth









1. This figure is for the Canadian segment as at the third quarter ended November 2, 2025 (Q3-FY26)
2. Refer to section entitled "Non-GAAP and Other Financial Measures" of the "Appendix" section of this presentation or of the Q3-FY26 MD&A for the definition of these items and, where applicable, their reconciliation with the most directly comparable GAAP measure

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

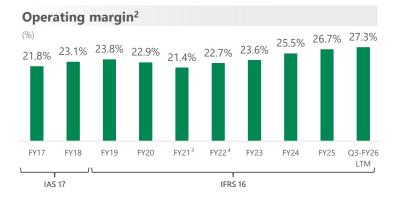
4. FY22 EBITDA and net earnings reflect incremental direct costs related to COVID-19 (~\$35.5M on a pre-tax basis)

## Best-in-class margins

# EBITDA margin¹ (%) 30.4% 29.3% 28.1% 29.6% 30.1% 31.7% 33.1% 33.6% 23.7% 25.3% FY19 FY20 FY21² FY22³ FY23 FY24 FY25 Q3-FY26 LTM IAS 17 IFRS 16

#### Gross margin<sup>1</sup>







Refer to section entitled "Non-GAAP and Other Financial Measures" of the "Appendix" section of this presentation or of the Q3-FY26 MD&A
for the definition of these items and, where applicable, their reconciliation with the most directly comparable GAAP measure
 Represents operating income divided by sales, expressed as a percentage of sales

## A balanced approach to capital allocation

#### Invest in organic growth

- New stores (avg. of 66 net new stores opened annually in last 10 fiscal years)
- Long-term store target in Canada increased to 2,200 stores by 2034, which will be supported by a two-node logistics model in both Montreal area and Calgary (i.e. WH/DC capacity)<sup>1</sup>
- 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 45% of public float repurchased since the inception of the NCIB in June 2012)
- Consistent dividend distribution throughout the years, approved quarterly (declared every quarter since 2011 inception)
- Consistent annual dividend growth throughout the years (dividend increased annually or 14x since 2011)

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

# Returning capital to shareholders

~\$8.16B

returned to shareholders in share repurchases since FY13

~\$811M

returned to shareholders in dividends since FY12



# Actively managed capital structure

87%<sup>2</sup>

fixed rate debt

\$1,264M<sup>1</sup>

available liquidity (\$206M cash + \$1,058M undrawn and available under credit facilities)<sup>3</sup>

 $3.31\%^{2}$ 

weighted average cost of debt<sup>4</sup>

 $3.6^{2}$ 

years weighted average time to maturity

 $2.11x^{1}$ 

Leverage (adjusted net debt to EBITDA) ratio<sup>6</sup>

BBB(high)/BBB/Baa2

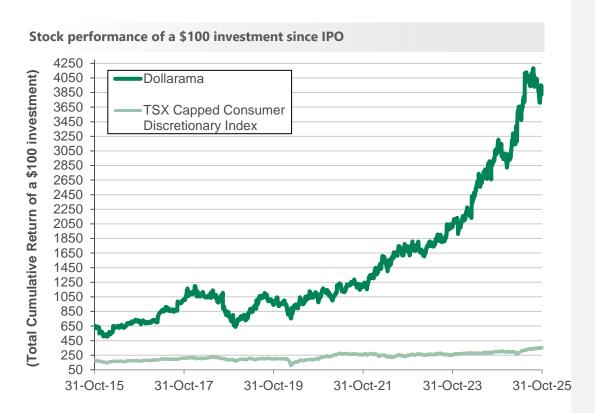
Investment grade ratings from DBRS, S&P and Moody's<sup>5</sup>

#### Debt structure as at Q3-FY2026



- 1. These numbers are on a consolidated basis
- 2. These numbers are for Canadian segment only 3. Excludes letters of credit (approximately \$1.6M)
  - 4. Including hedges on fixed rate notes
- 5. The rating of any debt securities is not a recommendation to buy, sell or hold such securities, in as much as such ratings do not comment as to market price or suitability for a particular investor. Each credit rating should be evaluated independently of any other credit rating
  - 6. Refer to section entitled "Non-GAAP and Other Financial Measures" of the "Appendix" section of this presentation or of the Q3-FY26 MD&A for the definition of these items and, where applicable, their reconciliation with the most directly comparable GAAP measure

# Strong track record of shareholder value creation





shareholder return<sup>1</sup>



## 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** Corporate Director



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



**Huw Thomas**, FCPA, FCA Corporate Director

#### **Executive officers**



**Neil Rossy**President and Chief Executive Officer



Johanne Choinière Chief Operating Officer



Patrick Bui 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: Laying the foundations for Canadian expansion











#### 1910-1992

Three generations of Rossy's grow a family business to 44-store variety chain in Quebec.

In 1992, Larry Rossy opens first Dollarama store selling items at \$1 or less. The concept is a success.

#### 1994-2006

Dollarama experiences rapid growth and by 2006, has 460 stores in all ten Canadian provinces.

In 2004, Bain Capital invests majority stake.

#### 2009-2012

In 2009, Dollarama introduces price points above \$1.00 and lists on the TSX.

By 2012, it has 700 stores and price points up to \$3.00, further expanding its product offering.

#### 2013-2015

Dollarama starts testing its concept outside Canada through Dollarcity which has 15 stores in El Salvador.

By 2015, Dollarcity is also present in Guatemala.

# Dollarama through the years (cont'd): Canadian leadership and growing international presence









SHOP

#### 2015-2017

In 2015, Dollarama has 1,000 stores and price points up to \$4.00.

Dollarcity enters
Colombia in 2017 pursuing
further expansion.

#### 2019

By 2019, there are 1,300 Dollarama stores in Canada and 440 Dollarcity stores in LATAM.

Dollarama acquires 50.1% equity stake in Dollarcity.

#### 2021-2023

Dollarcity enters Peru in 2021.

In 2022, Dollarama introduces price points up to \$5.00.

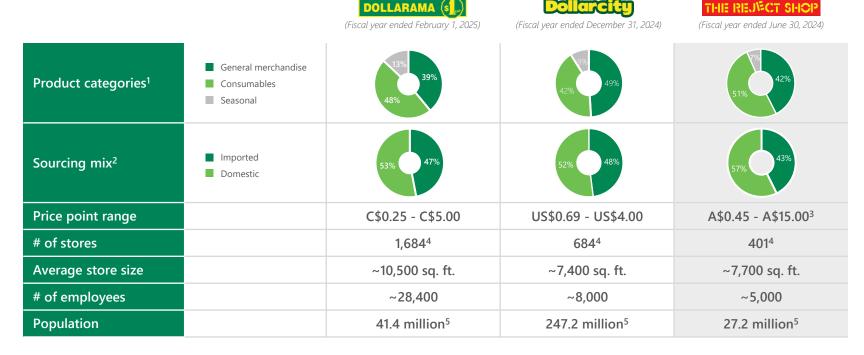
In 2023, Dollarama opens its 1500<sup>th</sup> store and Dollarcity its 500<sup>th</sup>.

#### 2024-2025

In 2024, Dollarama increases Dollarcity ownership to 60.1% and expands partnership to Mexico.

In 2025, acquires TRS in Australia and Dollarcity opens its first store in Mexico.

### Parallels with Dollarama business model



 <sup>1.</sup> Based on sales for respective latest full fiscal years; categories may differ slightly among Dollarama, Dollarcity and The Reject Shop.

2. Dollamara and Dollarcity sourcing mix based on annual procurement volume for respective latest full fiscal years. For Dollarama, domestic refers to merchandise purchased in North America

For Dollarcity, domestic refers to merchandise purchased in countries of operation. The Reject Shop sourcing mix is based on sales for latest full fiscal years.

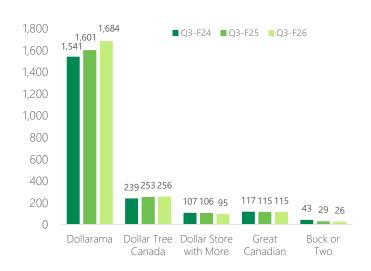
For The Reject Shop, domestic refers to merchandise purchased in Australia

<sup>3.</sup> Items with price points between A\$0.45 and A\$15.00 represents ~90% of sales for FY2024 across departments. Price point range excludes taxes and reusable shopping bags sold 4. As of latest available fiscal quarter-end for Dollarama and Dollarcity, as of June 30, 2025 for The Reject Shop 5. International Monetary Fund (IMF), annual estimates for 2025 as at April 2024

# DOL vs. Canadian dollar store landscape

#### Three-year store count

Dollarama vs. next four pure play competitors<sup>1</sup>



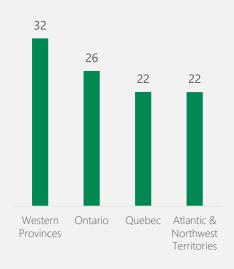
 $\sim 6.6x$ 

larger than our next largest pure play competitor in Canada

 $\sim 3.4x$ 

more Dollarama stores than 4 largest pure play competitors combined

# Thousands of people per Dollarama store<sup>2</sup>



# DOL vs. US pure play dollar stores

		DOLLARAMA	DOLLAR GENERAL	DOLLAR TREE
	LTM revenues (\$ millions)	\$7,036	US\$42,118	US\$18,961
	LTM EBITDA <sup>1</sup> (\$ millions)	\$2,367	US\$3,153	US\$2,220
SCALE	Number of stores	1,684	20,901	9,269
SC	Average sales / store (\$ millions)	C\$4.2	US\$2	US\$2
	Average store size (sq. ft)	10,446	7,536	8,624
	Average sales / sq. ft	\$398	US\$267	US\$237
IIONS	Real estate locations	Metropolitan areas, mid-sized cities and small towns	Rural, suburban and urban communities	Suburban locations, with focus on opening new stores in strip shopping centers anchored by large retailers
MIX AND LOCATIONS	Merchandise mix	49% Consumables 10% Seasonal 41% General merchandise	83% Consumables 9% Seasonal 5% Home products 3% Apparel	50% Consumables 43% Variety categories 7% Seasonal
∑	Price points	\$0.25 - \$5.00	US\$10.00 or less	Predominantly US\$1.25 (\$1.75 or less in Canada), US\$10.00 or less

All figures are for Dollarama's Canadian segment as at Q3-FY26, as at latest available quarter end for peers:
Dollar General Q3-FY25 as at October 31, 2025; Dollar Tree Q3-FY25 as at November 1, 2025

1. Refer to section entitled "Non-GAAP and Other Financial Measures" of the "Appendix" section of this presentation or of the Q3-FY26
MD&A for the definition of these items and, where applicable, their reconciliation with the most directly comparable GAAP measure

# Dollarcity governance framework

#### Dollarama (60.1%)

- Majority representation on the boards of Dollarcity and of the parent company of the entity
  that will operate the Mexico portion of the business, with certain strategic and operational
  decisions being subject to 100% stockholder approval
- Option entitling Dollarama to acquire an additional 9.89% equity interest in Dollarcity (and corresponding 4.945% stake in Mexico Partnership), at any time on or before December 31, 2027

#### Dollarcity founding group (39.9%)

- 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, along with a pro rata portion of shares in the Mexico Partnership
- This right may be exercised in the ordinary course during specific periods, subject to certain transaction size thresholds, required ownership thresholds for designated person and freeze periods, among other conditions and restrictions
- · 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
- Event-driven put rights in case of drag-along/sale transaction, Dollarama change of control
  or a designated person departure event
- Exercise of any put right triggers fair market share price valuation

#### Mexico Partnership

- Dollarama holds an 80.05% economic interest in the parent company of the entity that will
  operate the Mexico portion of the business, with the Dollarcity founding group holding a
  19.95% economic interest
- Board of Directors and officers of the Mexico operating entity to be initially the same as
  Dollarcity

## Dollarama board of directors **Central American** Retail Sourcing, Inc. DOL 60.1% **Dollarcity** board of directors 3 Dollarama representatives **Inversiones** 2 Dollarcity representatives **Comerciales** Mexicanas S.A. DOL 80.05% 19.95%

#### **Dollarcity management team**

- 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

#### Non-GAAP and Other Financial Measures

EBITDA represents net earnings plus income taxes, net financing costs and depreciation and amortization and includes the Corporation's share of net earnings of its equity-accounted investments. Management believes EBITDA measure represents a supplemental metric to assess the operational profitability of the underlying core operations. The Corporation has revised its reconciliation approach for EBITDA by beginning with net earnings, rather than operating income as in prior periods. This change was implemented to consider the impact of the unrealized gain from derivative on equity-accounted investments and to improve comparability with industry peers. The change has no impact on the comparative period and EBITDA previously reported by the Company for Fiscal 2024 and Fiscal 2025. The Corporation also calculates EBITDA excluding unrealized gain from derivative on equity-accounted investments, in order to exclude the impact of the Call Option, given the Call Option does not reflect ongoing operations of the Corporation and should not, in management's view, be considered in a long-term assessment of the operational profitability of the underlying core operations of the Corporation. A reconciliation of net earnings to EBITDA is included below:

	QUART	ER ENDED	FOUR QUARTERS ENDED		
(in thousands of dollars)	Nov. 2, 2025	Oct. 27, 2024	Nov. 2, 2025	Oct. 27, 2024	
Net earnings	321,724	275,806	1,307,932	1,101,361	
Add:					
Income taxes	110,504	90,083	433,350	361,254	
Net financing costs	48,967	41,603	180,813	154,449	
Depreciation and amortization	130,842	102,185	444,693	393,562	
EBITDA	612,037	509,677	2,366,788	2,010,626	
Unrealized gain from derivative on equity- accounted investments	-	-	(10,348)	-	
EBITDA excluding unrealized gain from derivative on equity-accounted investments	612,037	509,677	2,356,440	2,010,626	

# Non-GAAP and Other Financial Measures (cont'd)

Free Cash Flow represents cash flow from operating activities after capital expenditures and lease repayments. Management believes Free Cash Flow is an important measure to assess the company's performance and ability to generate cash.

A reconciliation of cash flows from operating activities to Free Cash Flow (FCF) is included below:

	QUART	ER ENDED	FOUR QUARTERS ENDED		
(in thousands of dollars)	Nov. 2, 2025	Oct. 27, 2024	Nov. 2, 2025	Oct. 27, 2024	
Cash flow from operating activities	433,639	370,353	1,745,996	1,552,754	
Less:					
Capital expenditures	68,447	51,018	270,864	211,212	
Lease repayments	79,852	79,291	360,724	309,105	
Free Cash Flow	285,340	240,044	1,114,408	1,032,437	

## Non-GAAP and Other Financial Measures (cont'd)

Adjusted net debt to EBITDA ratio is a ratio calculated using adjusted net debt over consolidated EBITDA for the last twelve months. Management uses this ratio to partially assess the financial condition of the Corporation. An increasing ratio would indicate that the Corporation is utilizing more debt per dollar of EBITDA generated. A calculation of adjusted net debt to EBITDA ratio is included below:

#### AS AT

(in thousands of dollars)	Nov. 2, 2025	February 2, 2025		
Net debt	2,439,072	2,159,994		
Add:				
Lease liabilities	2,734,864	2,426,977		
Unamortized debt issue costs	8,670	7,092		
Basis adjustment on interest rate swap	(12,224)	(12,361)		
Adjusted net debt	5,179,382	4,581,702		
EBITDA for the last twelve-month period <sup>1</sup>	2,451,542	2,121,829		
Adjusted net debt to EBITDA ratio	2.11x	2.16x		

<sup>1.</sup> This amount corresponds to the EBITDA of the Corporation for the last twelve months, which was equal to \$2,366,788 and includes the results of TRS from July 22, 2025 to November 2, 2025, plus the EBITDA of TRS for the period between October 28, 2024 until closing of the TRS Transaction on July 21, 2025 (as calculated and reported by TRS), which was equal to \$84,754.

# Non-GAAP and Other Financial Measures (cont'd)

**EBITDA margin** represents EBITDA divided by sales. Management believes that this measure is useful in assessing the performance of ongoing operations and efficiency of operations relative to its sales. A reconciliation of EBITDA to EBITDA margin is included below:

	QUART	TER ENDED	FOUR QUARTERS ENDED		
(in thousands of dollars)	Nov. 2, 2025	Oct. 27, 2024	Nov. 2, 2025	Oct. 27, 2024	
EBITDA	612,037	509,677	2,366,788	2,010,626	
Sales	1,909,442	1,562,644	7,035,835	6,170,971	
EBITDA margin	32.1%	32.6%	33.6%	32.6%	
EBITDA excluding unrealized gain from derivative on equity-accounted investments	612,037	509,677	2,356,440	2,010,626	
Sales	1,909,442	1,562,644	7,035,835	6,170,971	
EBITDA margin, excluding unrealized gain from derivative on equity-accounted investments	32.1%	32.6%	33.5%	32.6%	







# Thank you

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

