

**WITH OUR COMMITMENT
COMES SUCCESS**



Jean Coutu

OPENING OF THE MEETING



NOTICE TO ATTEND THE MEETING



REPORT FROM SCRUTINEERS



MEETING CONSTITUTION



**RECEIPT OF THE
CONSOLIDATED
FINANCIAL STATEMENTS
FOR THE FISCAL YEAR
ENDED MARCH 1ST, 2014**



ELECTION OF DIRECTORS



APPOINTMENT OF THE INDEPENDANT AUDITOR



OPTIONS SUBSCRIPTION PRICE ADJUSTMENT



SHAREHOLDER PROPOSALS



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Jean Coutu

FORWARD-LOOKING STATEMENT DISCLAIMER



This presentation contains forward-looking statements that involve risks and uncertainties, and which are based on the Corporation's current expectations, estimates, projections and assumptions and were made by the Jean Coutu Group in light of its experience and its perception of historical trends. All statements that address expectations or projections about the future, including statements about the Corporation's strategy for growth, costs, operating or financial results, are forward-looking statements. All statements other than statements of historical facts, including statements regarding the prospects of the Corporation's industry and the Corporation's prospects, plans, financial position and business strategy may constitute forward-looking statements within the meaning of the Canadian securities legislation and regulations. Some of the forward-looking statements may be identified by the use of forward-looking terminology such as "may", "will", "expect", "intend", "estimate", "project", "could", "should", "would", "anticipate", "plan", "foresee", "believe" or "continue" or the negatives of these terms or variations of them or similar terminology. Although the Corporation believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct. These statements are not guarantees of future performance and involve a number of risks, uncertainties and assumptions. These statements do not reflect the potential impact of any nonrecurring items or of any mergers, acquisitions, dispositions, asset write-downs or other transactions or charges that may be announced or that may occur after the date hereof. While the list below of cautionary statements is not exhaustive, some important factors that could affect our future operating results, financial position and cash flows and could cause our actual results to differ materially from those expressed in these forward-looking statements are changes in the legislation or the regulatory environment as it relates to the sale of prescription drugs and the pharmacy exercise, the success of the Corporation's business model, changes in laws and regulations, or in their interpretations, changes to tax regulations and accounting pronouncements, the cyclical and seasonal variations in the industry in which the Corporation operates, the intensity of competitive activity in the industry in which the Corporation operates, the supplier and brand reputations, the Corporation's equity interest in Rite Aid Corporation ("Rite Aid"), the Corporation's ability to attract and retain pharmacists, labour disruptions, including possibly strikes and labour protests, the accuracy of management's assumptions and other factors that are beyond the Corporation's control. These and other factors could cause our actual performance and financial results in future periods to differ materially from any estimates or projections of future performance or results expressed or implied by such forward-looking statements.

Forward-looking statements are provided for the purpose of assisting in understanding our financial position and results of operation and to present information about management's current expectations and plans relating to the future. Investors and others are thus cautioned that such statements may not be appropriate for other purposes and that they should not place undue reliance on them. For more information on the risks, uncertainties and assumptions that would cause the Corporation's actual results to differ from current expectations, please also refer to the Corporation's public filings available at www.sedar.com and www.jeancoutu.com. In particular, further details and descriptions of these and other factors are disclosed in the Corporation's Annual Information Form under "Risk Factors" and in the "Risks and uncertainties" section of the Corporation's Management's Discussion & Analysis. The forward-looking statements in this presentation reflect our expectations as of the date hereof March 1st, 2014 and are subject to change after such date. We expressly disclaim any obligation or intention to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by the applicable securities laws.

HIGHLIGHTS 2014



Revenues (in billions \$)



* Fiscal 2011, 2012, 2013 and 2014 under IFRS; prior fiscal years using Canadian GAAP

HIGHLIGHTS 2014



Operating Income Before Amortization (OIBA) (in billions \$)



* Fiscal 2011, 2012, 2013 and 2014 under IFRS; prior fiscal years using Canadian GAAP

HIGHLIGHTS 2014



Retail Sales (in millions \$)





Retail Sales

Jean Coutu network	+ 0.5%
Front-end	+ 0.7%
Pharmacy	+ 0.1%



HIGHLIGHTS 2014



Sales per establishment

\$12,000,000

Number of Rx per PJC per day

659

**Number of Rx per
PJC Santé Beauté per day**

352

Number of Rx per PJC Santé per day

313

Sales per square foot

\$1,281



HIGHLIGHTS 2014

STOCK PRICE





Achievements 2014

- 14 new pharmacies including 6 relocations
- 14 major renovation projects



NUMBER OF PHARMACIES



413 pharmacies

Provinces	PJC	Santé Beauté	Santé	Total
Quebec	308	21	52	381
Ontario	8	0	1	9
New Brunswick	15	5	3	23

Objectives 2015

- 14 new pharmacies
- Acquisitions of pharmacies
- 32 expansion and renovation projects





Store

- PJC Products
- 24h store
- Nail care
- Wide range of food, frozen food products

Dispensary








- New services (e.g.: it's ready notification)
- Health record
- Digital display

Web

- Mobile website
- Wi Fi in all stores
- Increased presence on social media

Advertising

- "Our family is here for yours" ad campaign

Bannières	Jean Coutu	Uniprix	Familiprix	Proxim	Brunet	Pharmaprix	Accès Pharma	Centre Santé (Loblaws)	Costco
Logo									
Slogan	<i>Une grande famille au service de la vôtre</i>	<i>Uniprix, ça fait du bien!</i>	<i>Bon pour la santé</i>	<i>Proxim prend soin de vous!</i>	<i>En santé depuis 150 ans</i>	<i>Vive la vie!</i>	<i>100% Santé</i>	<i>Une pharmacie dans votre épicerie c'est pratique</i>	Aucun
Nombre de succursales	381	365	313	234	190	176	66	37	19
Types de succursale	PIC Jean Coutu Santé Santé Beauté	Uniprix Uniprix santé Uniprix Clinique	Clinique Régulière Extra	Proxim	Brunet Plus Brunet Clinique Brunet Clini Plus	Pharmaprix	Dans tous les Walmart	Dans certains Loblaws (14)	Dans certains Costco (14)
Type d'affiliation	Chaîne avec franchisés	Bannière avec indépendants	Bannière avec indépendants	Bannière avec indépendants	Chaîne avec franchisés	Chaîne avec franchisés	Grande surface avec franchisés	Grande surface avec franchisés	Grande surface avec 1 seul pharmacien indépendant
Siège Social au Québec	✓	✓	✓	✓	✓	✗ Toronto	✗ Bureau régional	✗	✗ Ontario
Centre de distribution - Produits Commerciaux	✓	✗	✓	✗	✓	✓	✓	✓	✓
Centre de distribution - Produits pharmaceutiques	✓	✗	✓	✗	✓	✓	✗	✗	✗
Système pilulier centralisé	✓	✗	✓	✗	✓	✓	✗	✗	✗
Pharmacie 24h	✓	✗	✗	✗	✗	✓	✗	✗	✗
Dossier santé en ligne	✓	✓	✗	✓	✓	✓	✗	✓	✗ ON et NB seulement
Impression Relevé d'impôt en ligne	✓	✗	✗	✗	✗	✗	✗	✗	✗
Dossier patient centralisé	✓	✗	✓	✗	✗	✗ Oui à l'extérieur du Québec	✗	✗	✗
Service de livraison	✓	✓	✓	✓	✓	✓	✓	✓	✗ NB et ON seulement
Service au volant	✓	✗	✗	✗	✗	✗	✗	✗	✗
Comptoir Postal	✓✓✓	✓✓	✓	✗	✓	✓✓✓	✗	✗	✗

Bannières	Jean Coutu	Uniprix	Familiprix	Proxim	Brunet	Pharmaprix	Accès Pharma	Centre Santé (Loblaws)	Costco
Logo									
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Comptoir Postal	✓✓✓	✓✓	✓	✗	✓	✓✓✓	✗	✗	✗

LEGER MARKETING SURVEY





SPECIAL REPORT

CANADA'S **TOP** BRANDS 2014

Ranking	Company
1	Tim Hortons
2	Jean Coutu Group
3	Westjet

CALLOSUM MARKETING AND MARKETELLE SURVEY

LES FEMMES ET LES MARQUES

*Étude d'envergure
nationale*



Jean Coutu

**#1 Brand
for women
18-64 years old**

IPSOS SURVEY



MARKETING STRATEGY



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OBJECTIVES 2015



- Launch of new private brands products
- AIR MILES promotions
- Web exclusive specials



OBJECTIVES 2015



- Act 41
- Promotions of health services
- Attraction and retention of professional and technical resources

Mon Dossier Santé
en ligne

UN ATOUT
SANTÉ
AU BOUT
DES DOIGTS

Avec ses outils pratiques, Mon Dossier Santé en ligne vous simplifie la vie et vous aide à rester en santé. Demandez votre numéro d'identification personnel à votre pharmacien pour vous inscrire, c'est gratuit!

jeancoutu.com/sante/dossier-sante

Facebook, Twitter, YouTube, LinkedIn, Instagram, RSS, Print icons

Suivi de tension artérielle

SURVEILLEZ VOTRE TENSION ARTÉRIELLE!

TENSION ATTENTION
Offert par les pharmacies propriétaires affiliées à Jean Courty

Le programme Tension Attention vous permet de conserver vos données de pression artérielle et de les consulter sous forme de graphique et de tableau. Ces données sont automatiquement transférées à votre dossier pharmaceutique, ce qui permet à votre pharmacien de mieux évaluer l'efficacité de vos traitements pour l'hypertension.

RENSEIGNEZ-VOUS AUPRÈS DE NOTRE PERSONNEL !

jeancoutu.com/sante/services-en-succursale



Cité
2016



PROJECT OBJECTIVES IMPERATIVES FOR CHANGE



Manage growth

- Increase warehouse and distribution capacity to support growth of the Jean Coutu network



PROJECT OBJECTIVES IMPERATIVES FOR CHANGE



Offer a stimulating and safe work environment

- Be all under the same roof
- Improve the physical environment of employees' work spaces



PROJECT OBJECTIVES IMPERATIVES FOR CHANGE



Respond to the changing needs of our pharmacist owners

- Increase the variety of products available per units
- Increase the precision of the orders
- Reduce the order preparation cycle



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Jean Coutu

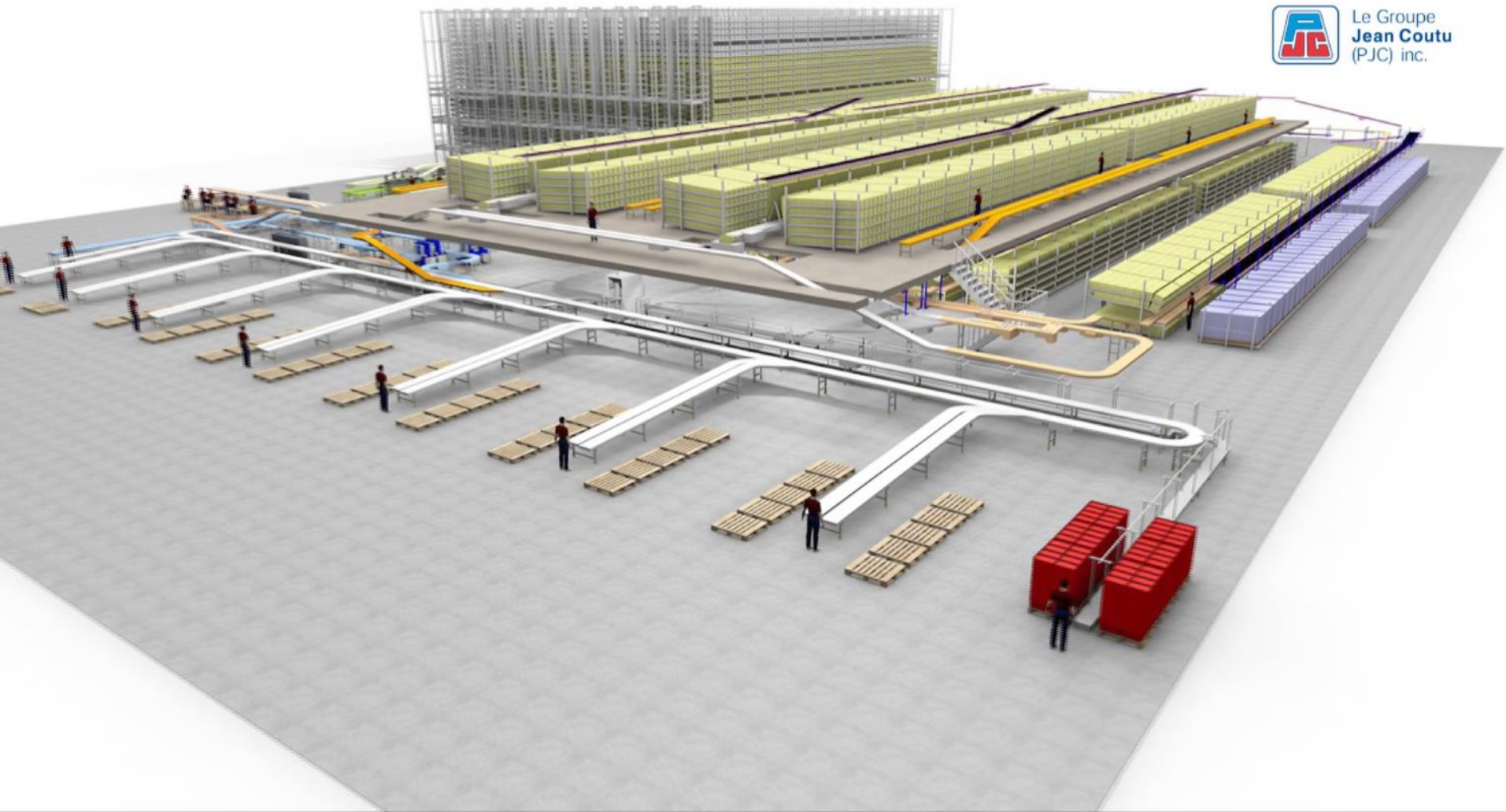
PROJECT OBJECTIVES IMPERATIVES FOR CHANGE



Increase performance

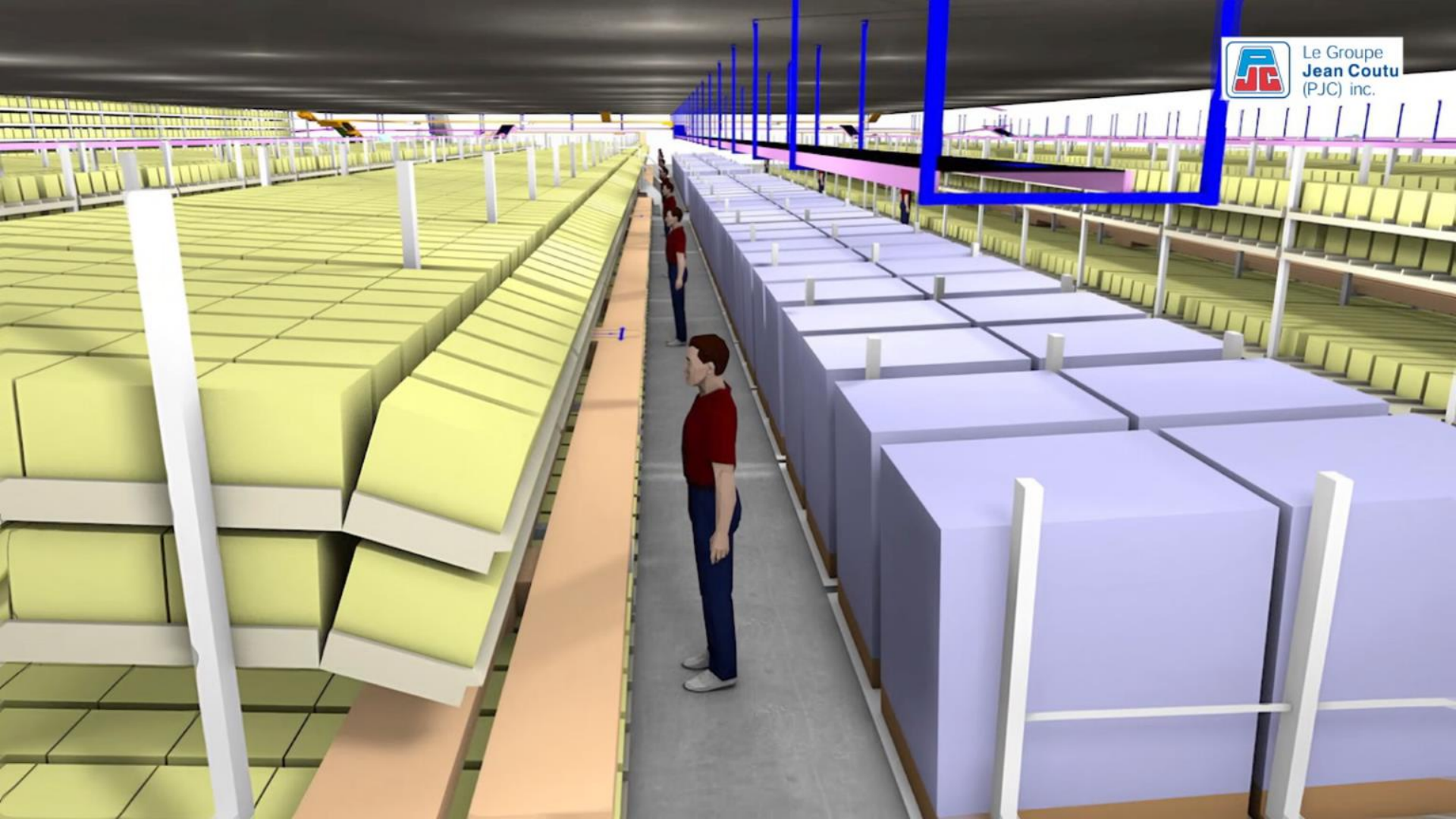
- Introduce best practices in the distribution centre







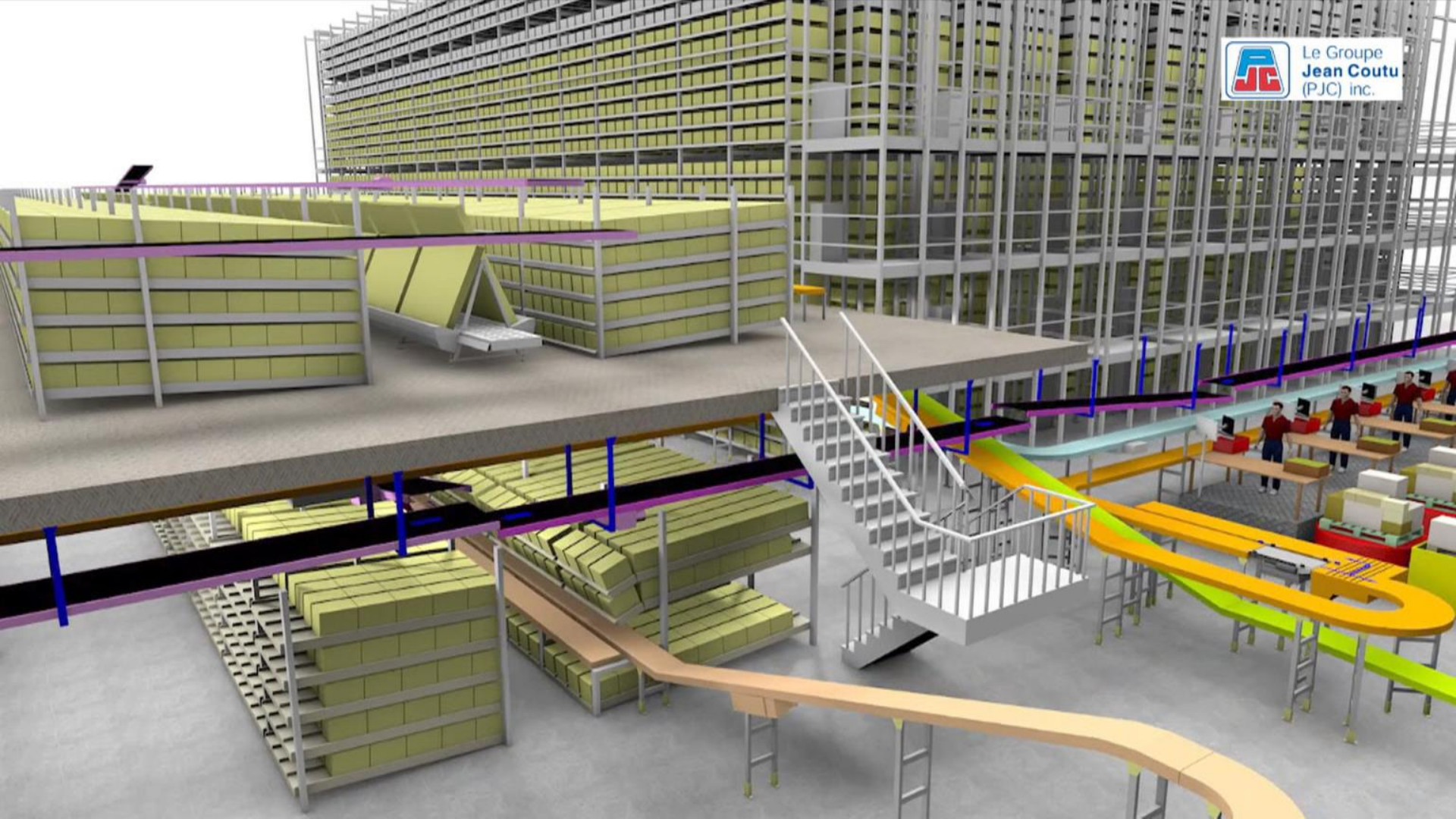
Le Groupe
Jean Coutu
(PJC) inc.







Le Groupe
Jean Coutu
(PJC) inc.







Le Groupe
Jean Coutu
(PJC) inc.



carton sealer

carton erector



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Jean Coutu

FINANCIAL RESULTS

HIGHLIGHTS / Q1-2015



The
Jean Coutu
Group (PJC) Inc.

Highlights - Franchising (unaudited, in millions of Canadian \$)	Q1 F2015	Q1 F2014	Variation
Retail sales (1)			
Pharmacy			0.9%
Front-end (2)			0.3%
Total	1,018.2	1,010.2	0.8%
Distribution center sales			
Pharmacy			0.8%
Front-end			1.6%
Consolidated sales	619.6	614.0	0.9%
Other revenues	69.0	67.6	2.1%
Revenue	688.6	681.6	1.0%

(1) Franchised outlets' retail sales are not included in the Company's consolidated statements

(2) Front-end retail sales exclude sales of services which are included in the total retail sales

FINANCIAL RESULTS

HIGHLIGHTS / Q1-2015



The
Jean Coutu
Group (PJC) Inc.

Consolidated statements of income (unaudited, in millions of Canadian \$)	Q1 F2015	Q1 F2014
Sales	619.6	614.0
Gross profit	85.0	80.0
<i>as a % of sales</i>	13.7%	13.0%
Other revenues	69.0	67.6
General and operating expenses	72.0	65.8
<i>as a % of revenues</i>	10.5%	9.7%
Operating income before depreciation and amort.	82.0	81.8
<i>as a % of revenues</i>	11.9%	12.0%
Gains related to the investment in Rite Aid	-	-54.4
Net profit	54.1	108.6
Basic profit per share, in \$	\$0.29	\$0.51

FINANCIAL RESULTS

CONSOLIDATED HIGHLIGHTS



The
Jean Coutu
Group (PJC) Inc.

Consolidated statements of financial position (unaudited, in millions of Canadian \$)	As at May 31, 2014	As at March 1, 2014
Cash	116.4	74.3
Debt (short and long term)	-	-
Ratio of debt (short and long term) to operating income before depreciation and amortization	-	-
Ratio of debt (short and long term) to total capitalization, <i>in %</i>	-	-
Total Equity	968.0	932.1
Net Book Value per share, <i>in \$</i>	\$5.11	\$4.93
Total Assets	1,217.5	1,164.6

FINANCIAL RESULTS

CONSOLIDATED HIGHLIGHTS



The
Jean Coutu
Group (PJC) Inc.

- Cash flow related to operating activities of \$72.8 M in the first quarter of 2015 fiscal year compared to \$57.1 M for the same period of the previous fiscal year
- Cash flow related to investing activities of -\$12.3 M in the first quarter of 2015 fiscal year
 - Purchase of property and equipment of \$8.7 M
 - Purchase of intangible assets of \$1.2 M
- Cash flow related to financing activities of -\$18.4 M for the first quarter of 2015 fiscal year
 - No purchase of capital stock for cancellation in the quarter
 - Quarterly dividends of \$18.9 M

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PHARMACIST'S ROLE

ACT 41



ACT 41: SPECIFIC CONDITIONS

Prescribe a medication for which no diagnosis is needed

Specific conditions

11 cases for which a pharmacist may prescribe a medication:

- traveller's diarrhea
(treatment in the event of manifestation)
- prophylaxis of malaria
- perinatal vitamin supplementation
- pregnancy-related nausea and vomiting
- smoking cessation (excluding the prescription of varenicline and bupropion)
- emergency contraception pill (ECP)
- hormonal contraception following ECP prescription, for an initial duration no exceeding 3 months; the prescription may be extended for a maximum duration of 3 months
- pediculosis
- antibiotic prophylaxis for heart valve patients
- cytoprotective prophylaxis for at-risk patients
- acute mountain sickness prophylaxis

Prescribe a drug for a minor condition when the diagnosis is known

Specific conditions

12 minor conditions targeted:

- allergic rhinitis
- labial herpes
- minor acne (without nodules or pustules)
- vaginal yeast infection
- diaper rash
- atopic dermatitis (eczema) requiring the use of low to moderate dosage of corticosteroids
- allergic conjunctivitis
- thrush caused by corticosteroid inhaler use
- oral ulcers
- dysmenorrhea
- hemorrhoids
- urinary infection in women

Patients who have already received a diagnosis for this condition and been prescribed a medication by the physician

Important positive consequences:

- Offer Quebecers better accessibility to physicians
- Free up physicians from administrative tasks
- Economic benefits





Changes in RxPro

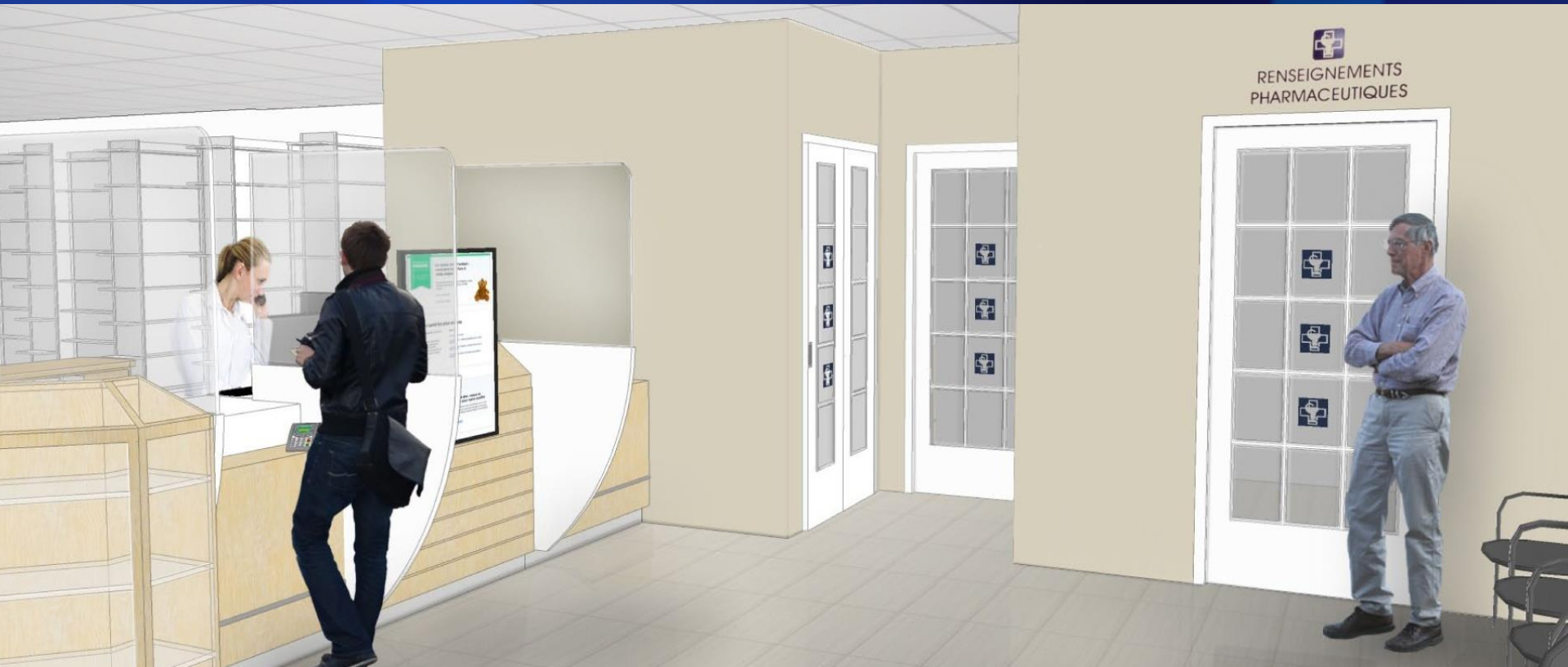
- Allow pharmacist to prescribe
- Easily communicate information required by Medical Act
- Document in medical records the actions taken



ACT 41: WE'RE READY!



Adapted dispensaries



Information campaign



VOTRE PHARMACIEN PEUT FAIRE DAVANTAGE POUR VOUS AIDER

Il peut par exemple prescrire certains médicaments si vous n'avez pas accès à un médecin de famille ou s'il n'est pas nécessaire de le consulter

Types d'ordonnances que peut prescrire votre pharmacien

- PROLONGATION D'UN TRAITEMENT CHRONIQUE
- TRAITEMENT D'UNE CONDITION MINEURE SI VOUS AVEZ DÉJÀ EU UN DIAGNOSTIC ET UN TRAITEMENT ANTÉRIEUR
 - **Santé de la femme:** infection urinaire, douleur menstruelle, vaginite à levure
 - **Santé buccale:** feu sauvage, ulcère buccal, muguet
 - **Dermatologie:** hémorroïdes, acné, érythème fessier, eczéma
 - **Allergies:** conjonctivite allergique, rhinite allergique
- TRAITEMENT D'UNE CONDITION MINEURE NE NÉCESSITANT PAS DE DIAGNOSTIC ET TRAITEMENT ANTÉRIEUR
 - **Santé voyage:** diarrhée du voyageur, prévention de la malaria, prévention du mal aigu des montagnes
 - **Santé de la femme enceinte:** supplément vitaminiqque et acide folique, prévention des nausées
 - **Contraception chez la femme:** contraception orale d'urgence (COU), contraception orale suite à une COU
 - **Santé publique:** cessation tabagique, traitement de la pédiculose (poux)
 - **Divers:** prophylaxie chez les porteurs de valve et protection gastrique chez les personnes à risque

VEUILLEZ PRENDRE NOTE QUE DES CONDITIONS S'APPLIQUENT ET QUE VOTRE PHARMACIEN EST TENU DE RESPECTER LES LOIS ET RÈGLEMENTS ENCADRANT CES NOUVELLES RESPONSABILITÉS PROFESSIONNELLES

UN MESSAGE DES PHARMACIENS
PROPRIÉTAIRES AFFILIÉS À  **Jean Coutu**
jeancoutu.com

ACT 41: WE'RE READY!



Académie Jean Coutu programs



Actions du site

academie jeancoutu.com Mieux comprendre, Mieux intervenir, ensemble!

Nathalie Plante

Rechercher sur ce site...

Accueil Bibliothèque Outils Actualités Calendrier Formation Sondages Admin

FORMATION

Maîtrisez RxPro5 et voyez la différence dans votre pratique

[Cliquez ici pour visionner la webdiffusion](#)

<input type="checkbox"/> Nom	Auteur	Date création
Année : 2013 (2)		
Est-ce qu'un probiotique devrait accompagner une prescription d'antibiotique	Sandra Lussier, pharmacienne	31/01/2013
La gestion de la douleur en pharmacie communautaire	Philippe De Grandpré, pharmacien	15/01/2013
Année : 2012 (15)		
Prévention des AVC et fibrillation auriculaire, nouveautés 2012	Dr Christian Constance	22/11/2012
Dermite eczémateuse et sécheresse cutanée	Michèle Ohayon, M.D., CSPQ, FRPC	09/11/2012
Le traitement du diabète, comment atteindre la cible	Marie-Andrée Corbeil, M.D.	09/11/2012

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RESULTS OF THE VOTE ON MÉDAC PROPOSALS



ADJOURNMENT OF THE MEETING



QUESTION PERIOD



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