

REVIEW OF FINANCIAL RESULTS SECOND QUARTER F2015

October 8, 2014



Jean Coutu



Forward-Looking Statements Disclaimer



The
Jean Coutu
Group (PJC) Inc.

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 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.



Jean Coutu

Mr. François J. Coutu

- President and Chief Executive Officer



Financial Results

Highlights / Q2-2015



The
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Highlights - Franchising (unaudited, in millions of Canadian \$)	Q2 F2015	Q2 F2014	Variation
Retail sales (1)			
Pharmacy			3.1%
Front-end (2)			2.1%
Total	1,007.8	979.8	2.9%
Distribution center sales			
Pharmacy			2.0%
Front-end			4.4%
Consolidated sales	605.6	587.2	3.1%
Other revenues	68.8	66.6	3.3%
Revenue	674.4	653.8	3.2%

(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 / Q2-2015



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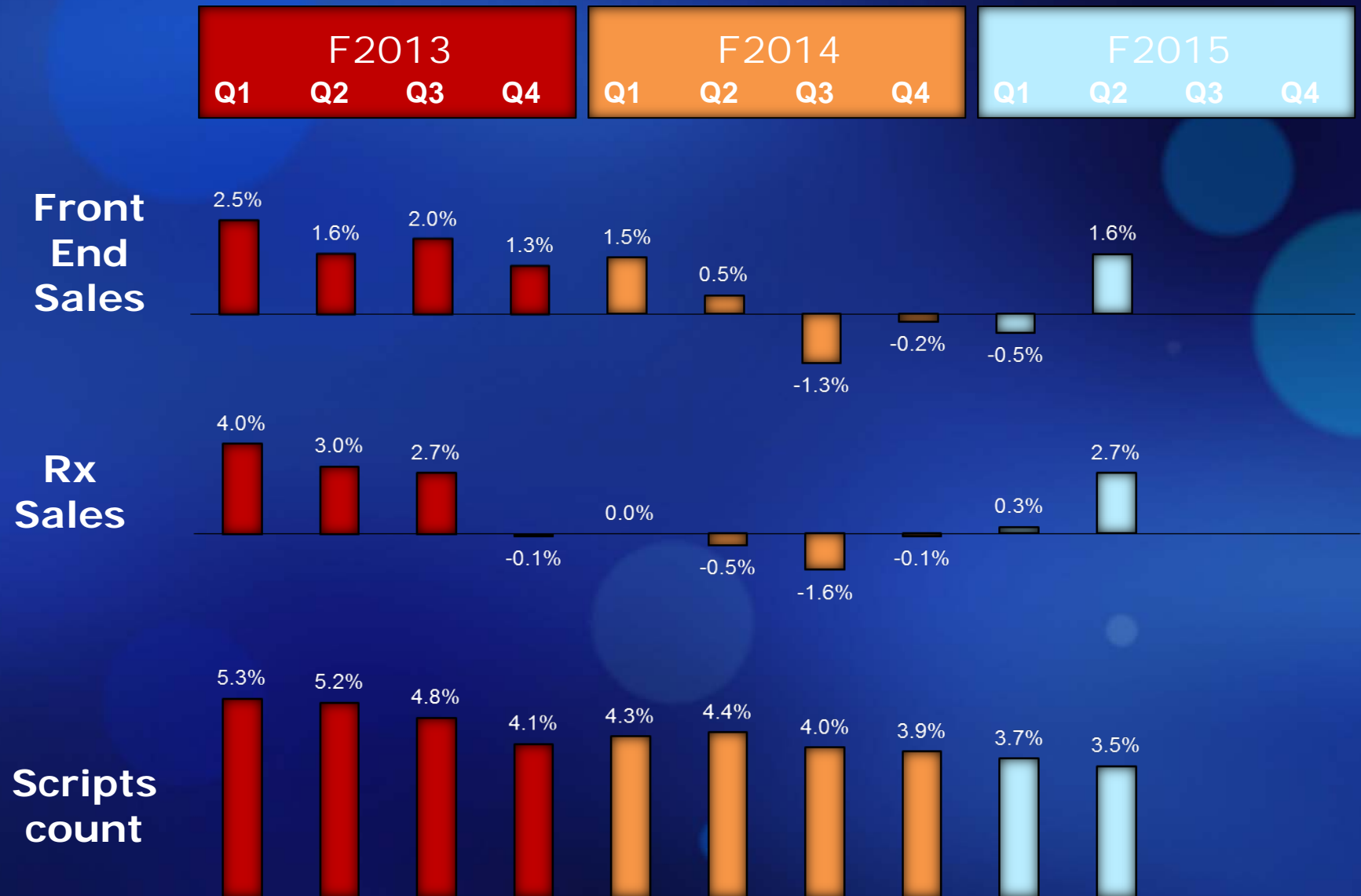
Consolidated statements of income (unaudited, in millions of Canadian \$)	Q2 F2015	Q2 F2014
Sales	605.6	587.2
Gross profit	77.3	75.4
<i>as a % of sales</i>	12.8%	12.8%
Other revenues	68.8	66.6
General and operating expenses	65.1	64.8
<i>as a % of revenues</i>	9.7%	9.9%
Operating income before depreciation and amort. <i>as a % of revenues</i>	81.0 12.0%	77.2 11.8%
Gains related to the investment in Rite Aid	-	158.3
Net profit	53.6	208.2
Basic profit per share, in \$	\$0.28	\$0.99

Network Performance

Retail Sales Growth / Comparable Stores



The
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« Super Week-end » Events

**SUPER
WEEKEND** 

2 DAYS ONLY
Saturday and Sunday
May 31st and June 1st

 **Jean Coutu**

The graphic is a promotional poster for a 'Super Weekend' event. It features a bright yellow background with a red border. The text 'SUPER WEEKEND' is written in large, bold, black and red letters with a white outline. To the right of this text is the Jean Coutu logo. Below the main text, it says '2 DAYS ONLY' in large white numbers, followed by 'Saturday and Sunday' and 'May 31st and June 1st' in white text with a black outline. At the bottom right, there is a smaller version of the Jean Coutu logo and the brand name 'Jean Coutu' in a white box with a red border.

Franchising Activities Marketing Initiatives



The
Jean Coutu
Group (PJC) Inc.

- Weekly flyers, T.V. & radio campaigns
 - Holidays Highway contest
 - Powerful savings (phase I & II)
 - Just like in the magazines contest

WIN:
One of **100**
Shell gift cards
worth **\$500**



Holidays
Highway CONTEST
Jean Coutu

To enter:

Buy one participating product*, **present** your **AIR MILES®** card to the cashier and you will **automatically** be entered in the contest.
One product purchased = one chance to win!

Offer valid **June 26 to July 24, 2014** at 11:59 p.m. (Eastern Time). Details on back.



**POWERFUL
SAVINGS**

TO ENTER



Purchase a product from the eligible brands* and present your AIR MILES® card, you will automatically be entered into the contest.

Get one chance to win with each product purchased!



Benefit from a \$2 reduction on your Clin d'œil magazine!
Only at Jean Coutu.



COVERGIRE OLAY Gillette Crest

Valid from July 21 to August 14, 2014, at 11:59 p.m. (Eastern Time). Rules available here and at jeancoutu.com. No purchase required. Odds of winning depend on the number of eligible entries received by the contest closing date. Contest open to residents of Quebec, Ontario and New Brunswick who have reached the age of majority in their province of residence by July 21, 2014. Contest subject to a random draw. Void where prohibited. *Eligible brands: CoverGire, Olay, Gillette, Crest, Clin d'œil, Clin d'œil magazine, Clin d'œil magazine, Clin d'œil magazine and More & More. **Trademarks of AIR MILES International Trading B.V. Used under license by LoyaltyOne, Co. and The Jean Coutu Group (PJC) Inc.

The Dufour Lapointe Sisters Sponsorship

Sochi Winter Olympic Games stars and icons
of our Personnelle Cosmetics Brand



Franchising Activities

Highlights / Real Estate Development



The
Jean Coutu
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Opening of 2
new drugstores

St-Gabriel-de-Brandon, QC



St-Stephen, NB



Franchising Activities

Highlights / Real Estate Development



The
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4 expansion or
renovation projects
completed in the
last quarter



Dollard-des-Ormeaux, QC

Granby, QC



- First edition of the « Travel health kit »
 - 20 000 free kits distributed to customers of the Jean Coutu network

Pick up a Travel health kit



IT'S FREE!
Ask for it at the
prescription counter.

One kit per customer
while supplies last.

Special thanks to our sponsors:

SANOPI PASTEUR 

hydraSense® 

Coppertone® 

OFF! 

RestoraLAX® 

Johnson & Johnson™ 



Jean Coutu

Mr. André Belzile

- Senior Vice President,
Finance and Corporate Affairs



Financial Results

Additional Information



The
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Consolidated statements of income (unaudited, in millions of Canadian \$)	Q2 F2015	Q2 F2014
Net profit	53.6	208.2
Financing expenses (revenues), net	-0.4	0.3
Income Taxes	19.9	19.0
Gains related to the investment in Rite Aid	-	-158.3
Operating Income	73.1	69.2
Depreciation and amortization	7.9	8.0
Operating income before depreciation and amort.	81.0	77.2

Financial Position

Consolidated Highlights



The
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Consolidated statements of financial position (unaudited, in millions of Canadian \$)	As at Aug. 30, 2014	As at Mar. 1, 2014
Cash	78.7	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	947.9	932.1
Net Book Value per share, <i>in \$</i>	\$5.07	\$4.93
Total Assets	1,209.3	1,164.6



- Cash flow related to operating activities of \$56.3 M in the second quarter of 2015 fiscal year compared to \$36.9 M for the same period of the previous fiscal year
- Cash flow related to investing activities of -\$23.8 M in the second quarter of 2015 fiscal year
 - Purchase of property and equipment of \$12.4 M
 - Purchase of intangible assets of \$7.6 M
- Cash flow related to financing activities of -\$70.2 M for the second quarter of 2015 fiscal year
 - Purchase of 2,574,100 class “A” shares for a total consideration of \$55.6 M, of which \$51.9 M was paid in the quarter
 - Quarterly dividends of \$18.8 M

Financial Results

Additional Information



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PRO DOC Contribution in Consolidated Results (unaudited, in millions of Canadian \$)	Q2 F2015	Q2 F2014
Gross sales, net of eliminations	48.1	44.6
OIBA Generic drugs	26.5	25.1
Intersegments eliminations	-4.4	-6.1
	22.1	19.0
OIBA margin	45.9%	42.6%

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