

REVIEW OF FINANCIAL RESULTS

Third QUARTER F2016

January 7, 2016



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, labor disruptions, including possibly strikes and labor 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.

Mr. François J. Coutu

**President and Chief
Executive Officer**



Financial Results

Consolidated Highlights



The
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Highlights - Franchising (unaudited, in millions \$)	Q3 F2016	Q3 F2015	Change
Retail sales (1)			
Pharmacy			-1,4%
Front-end (2)			2,9%
Total	1 053,4	1 049,5	0,4%
Distribution center sales			
Pharmacy			1,9%
Front-end			1,9%
Consolidated sales	678,2	666,6	1,7%
Other revenues	71,0	70,1	1,3%
Revenue	749,2	736,7	1,7%

(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

Consolidated Highlights



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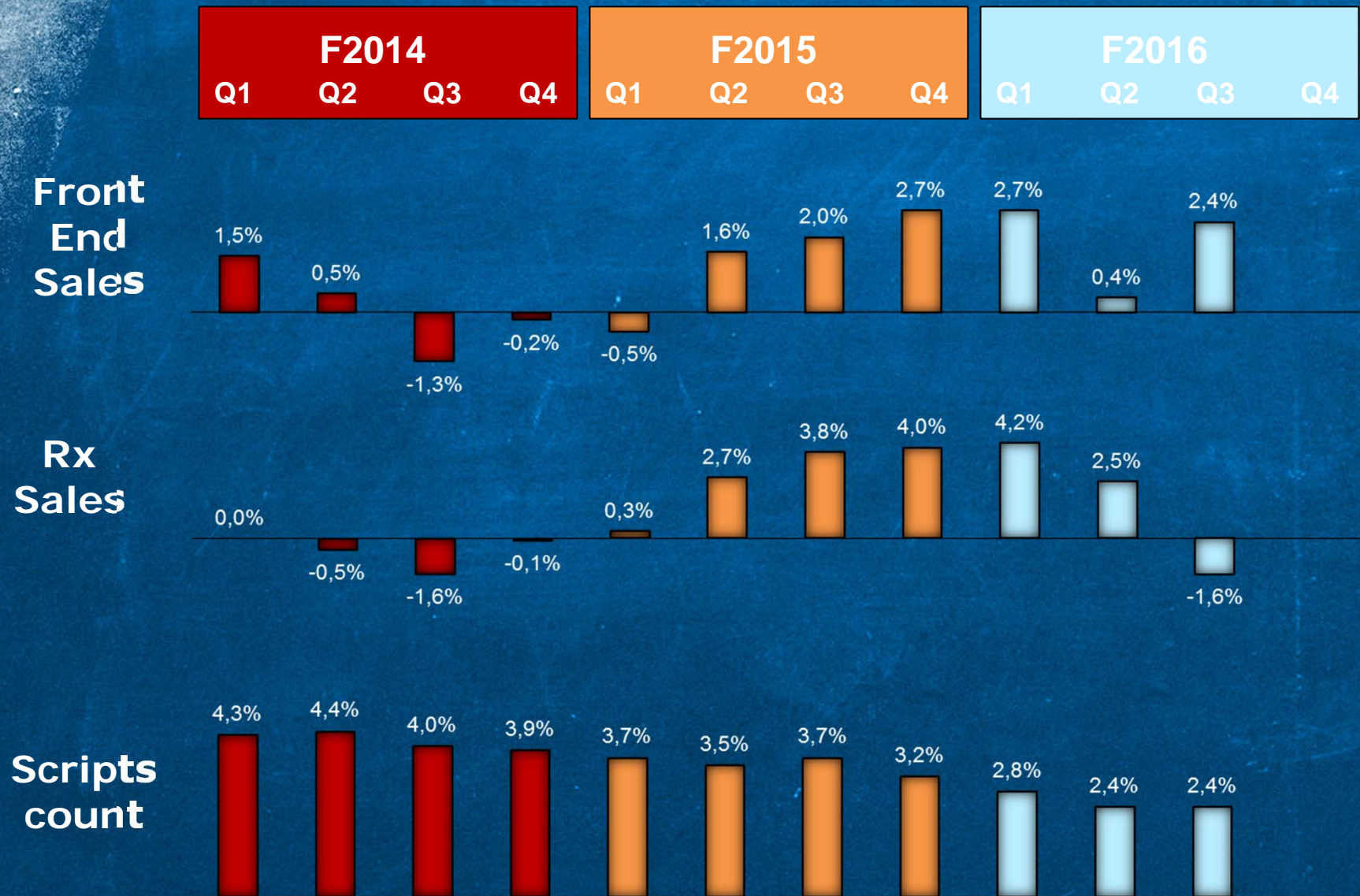
Consolidated statements of income (unaudited, in millions \$)	Q3 F2016	Q3 F2015	Change
Sales	678,2	666,6	1,7%
Gross profit	90,5	89,3	1,3%
<i>as a % of sales</i>	13,3%	13,4%	-0,05%
Other revenues	71,0	70,1	1,3%
General and operating expenses	74,5	74,6	-0,1%
<i>as a % of revenues</i>	9,9%	10,1%	-0,18%
Operating income before dep. and amort.	87,0	84,8	2,6%
<i>as a % of revenues</i>	11,6%	11,5%	0,10%
Net profit	57,8	56,0	
Basic profit per share, in \$	\$0,31	\$0,30	

Network Performance

Retail Sales Growth / Comparable Stores



The
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Franchising Activities

Marketing Initiatives



The
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- Weekly flyers, T.V. & radio campaigns
 - « The Hollywood spotlight » Contest
 - « Get wired for fall » Contest



GET WIRED FOR FALL CONTEST
FROM **Jean Coutu**

YOU COULD WIN:
One of **25 Microsoft Surface 3[™]** tablets
(Approximate value: \$640 ea.)

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!

An Air Miles card is shown in the bottom right corner of the flyer.

Franchising Activities

Marketing Initiatives



The
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- Weekly flyers, T.V. & radio campaigns
 - « Garnier recommended by a friend » promotion
 - « En route to the Bahamas » Contest



Franchising Activities

Highlights / Real Estate Development



The
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Opening of a new relocated store



Franchising Activities

Highlights / Real Estate Development



The
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3 major renovation projects completed in the last quarter



Franchising Activities


« My Jean Coutu, My Health Solution »



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Flu shot campaign


Info Health from your Pharmacist Owners affiliated to Jean Coutu.
Can't view this e-mail properly? [Click here](#) to view it online.

 **JeanCoutu**

NEW SERVICE!
Request your appointment online
to get your flu shot!

In the comfort of your home, at any time,
schedule your appointment with our new
online tool, and receive an email confirmation
of your appointment!

You can do it now!



GET YOUR FLU SHOT
Need more information about flu vaccination?



**GET YOUR
FLU SHOT !**

Flu vaccination is a fast and
simple preventive action.
Minimize the risks of serious
flu-related complications: Get
your flu shot today.

Make an appointment online
with your nearest Jean Coutu
affiliated pharmacy!

healthappointment.jeancoutu.com

 **JeanCoutu**

Mr. André Belzile

**Senior Vice President,
Finance and Corporate
Affairs**



Financial Results

Consolidated Highlights



The
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Consolidated statements of income (unaudited, in millions \$)	Q3 F2016	Q3 F2015
Net profit	57,8	56,0
Financing expenses (revenues), net	-0,4	-0,1
Income Taxes	21,4	20,8
Operating Income	78,8	76,7
Depreciation and amortization	8,2	8,1
Operating income before dep. and amort.	87,0	84,8

Financial Results

Consolidated Highlights



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Consolidated statements of financial position (unaudited, in millions \$)	As at 28/11/2015	As at 28/02/2015
Cash	122,1	121,9
Debt (short and long term)	-	-
Ratio of debt (short and long term) to operating income before dep. and amort.	-	-
Ratio of debt (short and long term) to total capitalization, <i>in %</i>	-	-
Total Equity	1 129,4	1 027,4
Net Book Value per share, <i>in \$</i>	\$6,04	\$5,49
Total Assets	1 425,9	1 343,6

Financial Position

Consolidated Highlights



The
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- Cash flow related to operating activities of \$78.7 M in the third quarter of fiscal 2016 compared to \$68.7 M for the same period of the previous fiscal year
- Cash flow related to investing activities of -\$29.7 M in the third quarter of 2016 fiscal year
 - Purchase of property and equipment of \$27.7 M
 - Purchase of intangible assets of \$2.6 M
- Cash flow related to financing activities of -\$20.7 M for the third quarter of fiscal 2016
 - Quarterly dividends of \$20.6 M

Financial Results

Additional Information



The
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PRO DOC Results (unaudited, in millions \$)	Q3 F2016	Q3 F2015
Gross sales, net of eliminations	51,7	50,7
OIBA Generic drugs	22,3	23,6
Intersegments eliminations	1,1	-1,3
	23,4	22,3
OIBA margin	45,3%	44,0%

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