

Loblaws

Winning the Customer

Scotiabank GBM Back to School Conference

Vicente Trius, President
September 17, 2013



Forward looking statements

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*This presentation uses certain non-GAAP measures, such as EBITDA, which Loblaw believes provide useful information to both management and investors in measuring financial performance. These measures do not have a standard meaning prescribed by GAAP and therefore they may not be comparable to similarly titled measures presented by other publicly traded companies, and should not be construed as an alternative to other financial measures determined in accordance with GAAP.

Our strategy is working – core business improvements are driving shareholder value



Supply Chain
Efficiencies
Assortment
Experience
Value
Fresh

SSS Growth
Q1-13: 2.8%
Q2-13: 1.1%

EPS Growth¹
Q1-13: 11.6%
Q2-13: 14.5%

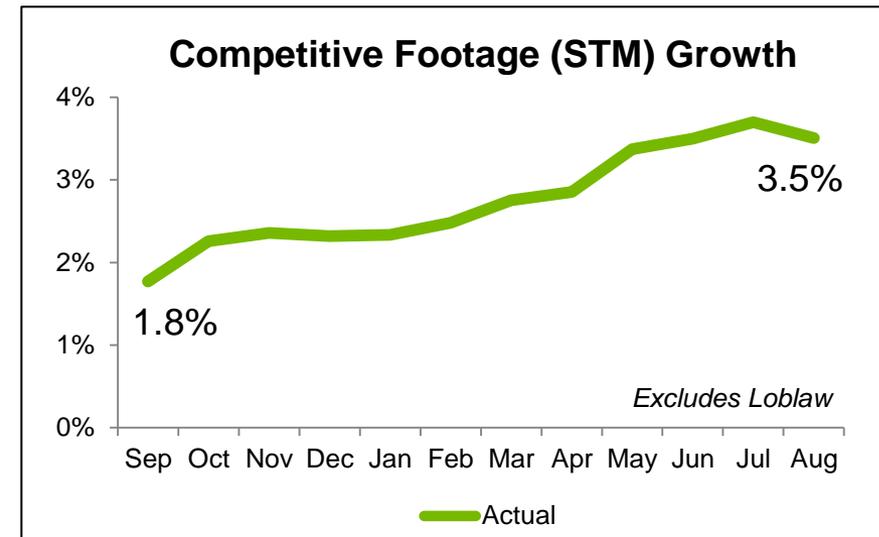
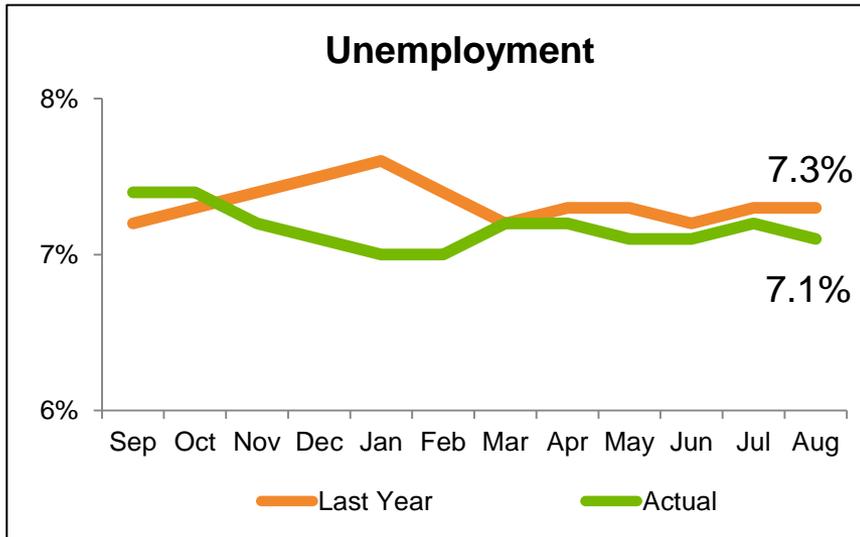
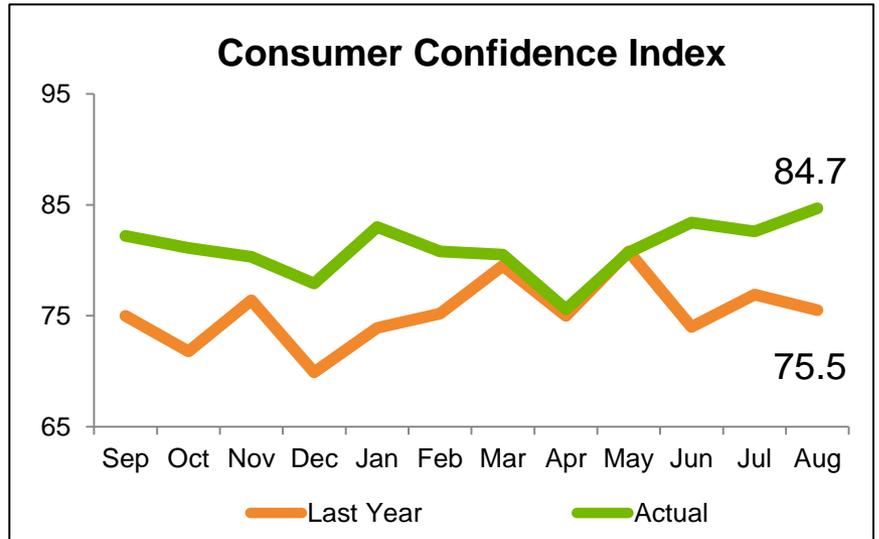
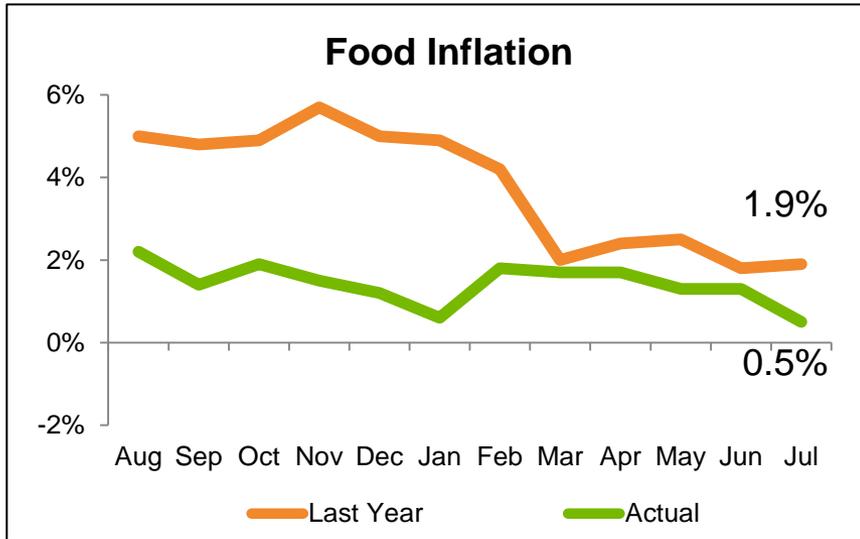
Dividend Growth
Q3-12: 4.8%
Q1-13: 9.1%

Choice Properties

SHOPPERS DRUG MART

¹Basic net earnings per common share adjusted for a \$0.13 gain related to defined benefit plan amendments in Q1-2013.

Economic factors



Generating positive results in a tough environment

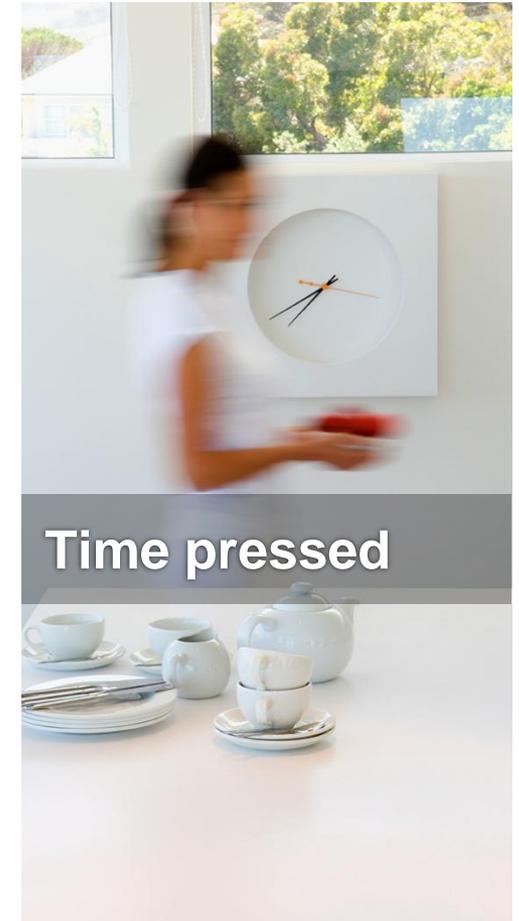
		Q1	Q2
SSS	Chg	+2.8%	+1.1%
Revenue	\$	7,202	7,520
	Chg	+3.8%	+2.0%
EBITDA (ex-pension amendments)¹	\$	441	513
	Chg	+7.8%	+9.4%
EBITDA	\$	492	513
	Chg	+20.3%	+9.4%
Basic EPS (ex-pension amendments)¹	\$	0.48	0.63
	Chg	+11.6%	+14.5%
Basic EPS	\$	0.61	0.63
	Chg	+41.9%	+14.5%

In Q2 we raised our outlook² to expect mid-single digit operating income growth for FY2013

¹Basic net earnings per common share and EBITDA adjusted for a \$0.13 gain and \$51 million gain respectively, related to defined benefit plan amendments in Q1-2013.

²Items excluded for the calculation of operating income are: the \$61 million restructuring charge recorded in the fourth quarter of 2012; the \$51 million gain recorded in the first quarter associated with amendments to certain defined benefit plans; and the costs associated with the creation and recently completed IPO of Choice Properties and the recently announced Shoppers Drug Mart agreement.

The customer's needs are evolving



The customer wants greater flexibility in their engagement



A major transaction, a transformational idea

We will be the trusted leader in helping Canadians Live Life Well by integrating health, beauty, and food in more convenient locations than any other retailer.



The future of retail

Canada's most trusted brands,
delivered through
Canada's most efficient retail network,
reaching our customers across
Canada's most convenient stores.



Focused on creating shareholder value



Loblaws

Thank You

Company reports are
available online at
www.loblaw.ca

