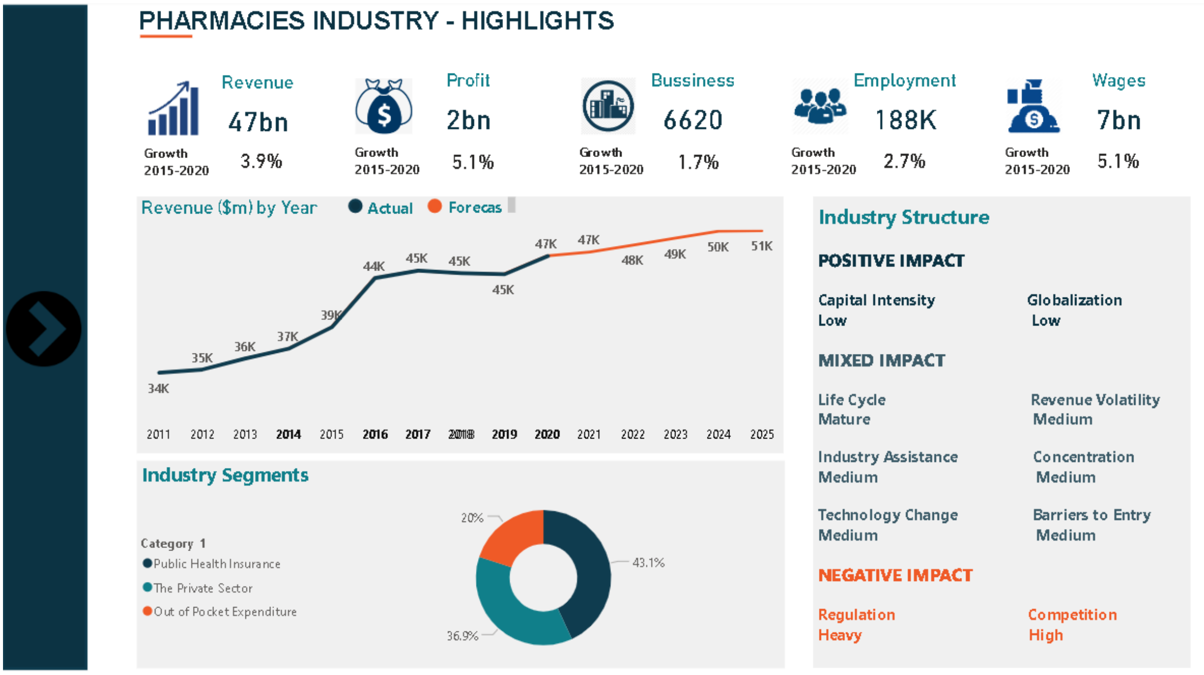
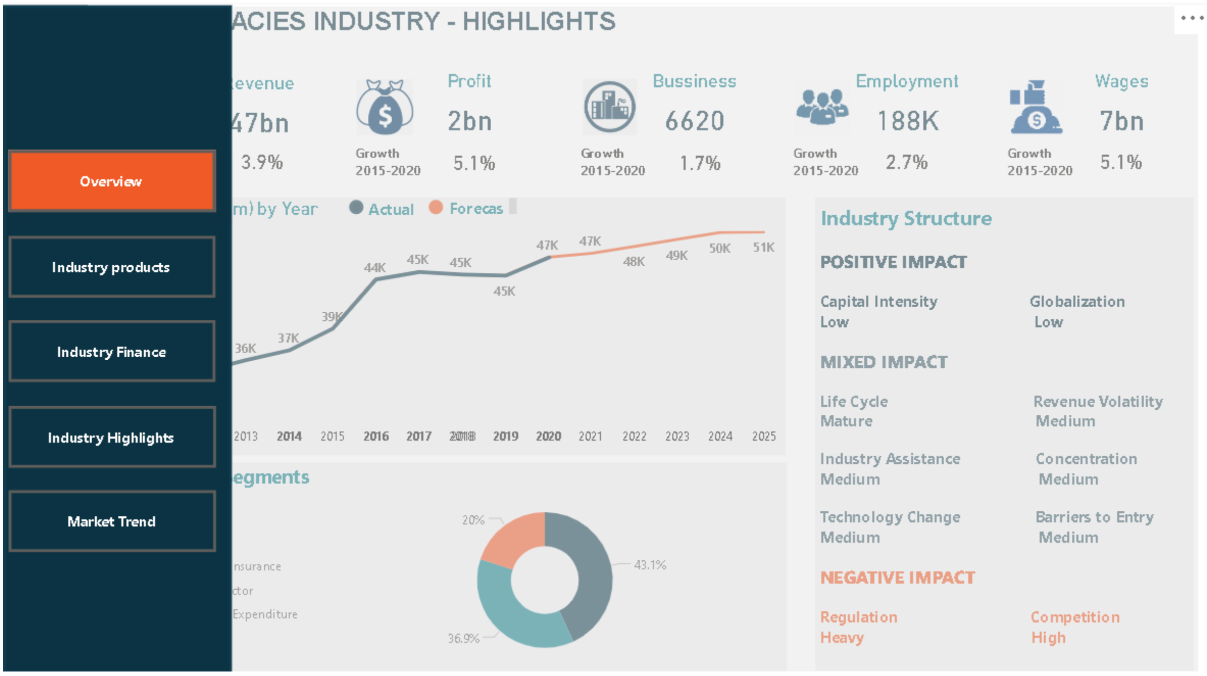

PHARMACIES INDUSTRY - HIGHLIGHTS
Revenue
47bn
Growth 2015-2020
3.9%
Profit
2bn
Growth 2015-2020
5.1%
Bussiness
6620
Growth 2015-2020
1.7%
Employment
188K
Growth 2015-2020
2.7%
Wages
7bn
Growth 2015-2020
5.1%
Revenue ($m) by Year
Actual
Forecas
34K
35K
36K
37K
39K
44K
45K
45K
45K
47K
47K
48K
49K
50K
51K
2011
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025
Industry Segments
Category 1
Public Health Insurance
The Private Sector
Out of Pocket Expenditure
20%
43.1%
36.9%
Industry Structure
POSITIVE IMPACT
Capital Intensity
Low
Globalization
Low
MIXED IMPACT
Life Cycle
Mature
Revenue Volatility
Medium
Industry Assistance
Medium
Concentration
Medium
Technology Change
Medium
Barriers to Entry
Medium
NEGATIVE IMPACT
Regulation
Heavy
Competition
High


ACIES INDUSTRY - HIGHLIGHTS
Overview
Industry products
Industry Finance
Industry Highlights
Market Trend
evenue
47bn
3.9%
Profit
2bn
Growth 2015-2020
5.1%
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Medium
Barriers to Entry
Medium
NEGATIVE IMPACT
Regulation
Heavy
Competition
High

# PHARMACIES INDUSTRY - PRODUCT AND PLAYERS

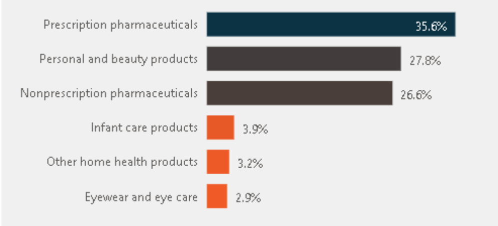
**STRENGTHS**
- Low Imports
- Low Customer Class Concentration
- Low Product/Service Concentration
- Low Capital Requirements

**WEAKNESSES**
- High Competition
- Low Profit vs. Sector Average
- Low Revenue per Employee

**OPPORTUNITIES**
- High Revenue Growth (2015-2020)
- High Revenue Growth (2020-2025)
- External competition for the Pharmacies and Drug Stores industry

**THREATS**
- Low Revenue Growth (2005-2020)
- Low Outlier Growth
- Low Performance Drivers
- Total health expenditure

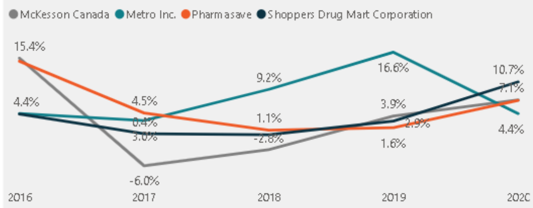
## Products & Services Segmentation



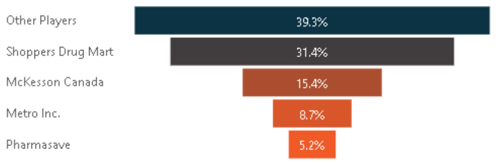

## Operating Profit (m) by Year

| Category 1 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|
| Shoppers Drug Mart Corporation | 1296 | 1490 | 1362 | 1364 | 1900 | 2135 |
| Pharmasave | 80 | 79 | 77 | 74 | 78 | 84 |
| Metro Inc. | 242 | 241 | 250 | 261 | 341 | 436 |
| McKesson Canada | 1860 | 2621 | -60 | 218 | -333 | 103 |

## Revenue Growth of Players by Year

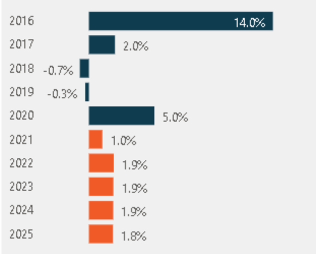



## Major Players & Industry Revenue Share

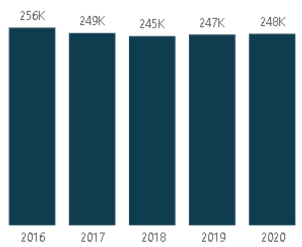



# PHARMACIES INDUSTRY - FINANCIAL HIGHLIGHTS

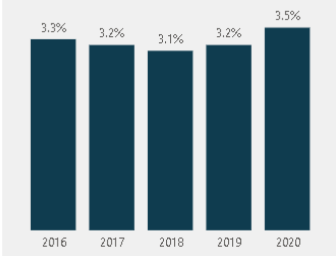
## Pharmacies Industry Revenue Growth




## National Revenue per Employee

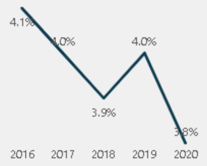



## Industry Profitability Trend (% of Revenue)

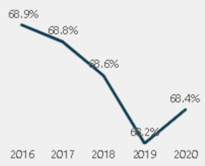



## Expense Trends

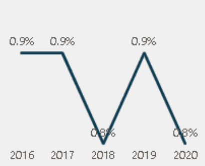
### Rent Expenses %



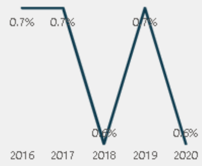

### Purchases Expenses %



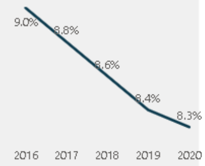

### Marketing Expenses %




### Utilities Expenses %



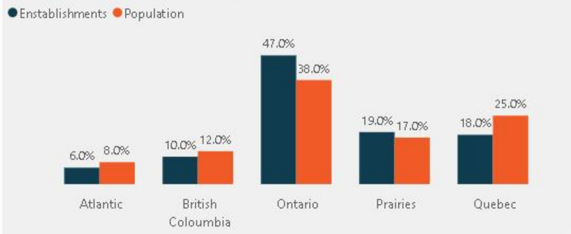

### Other Expenses %



# PHARMACIES INDUSTRY - ESTABLISHMENT

### Establishments and IVA Growth by Year

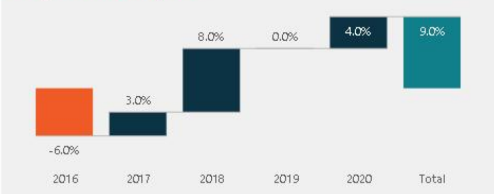

### Establishments vs Population by Province




### Employees per Establishment

| 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|
| 15 | 15 | 15 | 14 | 14 |

### Enterprises Growth by Year




### Business Concentration in Canada