



ANNUAL REPORT

QUARTERLY BUSINESS REVIEW

Q3 Performance Analysis

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Département: Strategic Planning
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Dollarama Professional Template System





Introduction

Strategic Overview

Dollarama delivered strong Q3 results, demonstrating resilience and continued growth despite challenging market conditions. Our strategic focus on operational excellence and customer value proposition continues to drive positive outcomes.

Strategic Overview

Key strategic priorities for Q3 included :

- Enhancing customer experience across all touchpoints
- Optimizing supply chain efficiency
- Expanding digital capabilities
- Strengthening market position

Financial Performance

Revenue Growth

Q3 financial performance exceeded expectations with strong revenue growth and improved operational metrics. Our disciplined approach to cost management and strategic investments continues to yield positive results.

Revenue Growth

Revenue increased by 14.2% compared to Q3 last year, driven by :

- Same-store sales growth of 8.1%
- Successful new store openings (22 locations)
- Enhanced product mix optimization
- Improved inventory turnover rates

INDICATEURS FINANCIERS CLÉS

VAN
\$1.3B

TRI
14.2%

Payback
16.7%

ROI
1,638



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Market Leadership:

Dollarama maintains its leadership position in the Canadian discount retail market, with continued market share growth and strong customer loyalty metrics.

Strategic Initiatives

Digital Transformation

Our strategic initiatives in Q3 focused on digital transformation, operational excellence, and market expansion. These efforts have strengthened our competitive position and enhanced customer satisfaction.

Digital Transformation

Digital transformation achievements include :

- Implementation of advanced POS systems in 95% of stores
- Launch of enhanced inventory management platform
- Rollout of customer analytics dashboard
- Integration of omnichannel capabilities

Digital Platform Evolution

PREVIOUS SYSTEM

- Legacy point-of-sale systems
- Manual inventory tracking
- Limited customer insights
- Disconnected operations

NEW PLATFORM

- Cloud-based integrated platform
- Real-time inventory management
- Advanced customer analytics
- Unified operational dashboard



VS

Conclusion

Looking Forward



Q3 results demonstrate the strength of our business model and the effectiveness of our strategic execution. We are well-positioned for continued growth and market leadership as we enter Q4.

Looking Forward

Looking ahead to Q4 and beyond, our priorities include :

- Continued store network expansion
- Further digital capability enhancement
- Supply chain optimization initiatives
- Customer experience improvements

EXECUTIVE DASHBOARD

Q4 2025

PROJECT
TIMELINE

+12%
growth

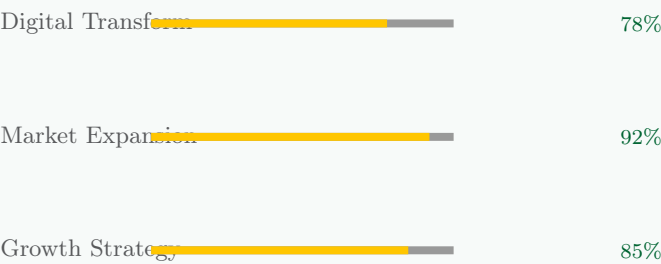
TARGET
REVENUE

8
initiatives

INITIATIVES

1,660
stores

STORE
NETWORK





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Strategic Recommendations:

We recommend maintaining our current strategic trajectory while accelerating digital transformation initiatives and exploring new market opportunities. The foundation for sustained growth is firmly in place.