

# INTERIM REPORT

FOR THE THREE MONTHS ENDED MAY 1, 2010



Reitmans

**REITMANS IS CANADA'S LEADING SPECIALTY RETAILER.  
WE ARE CUSTOMER DRIVEN, VALUE ORIENTED  
AND COMMITTED TO EXCELLENCE. BY PROMOTING  
INNOVATION, GROWTH, DEVELOPMENT AND TEAMWORK,  
WE STRIVE TO SERVE OUR CUSTOMERS THE BEST  
QUALITY/VALUE PROPOSITION IN THE MARKETPLACE.**

## TO OUR SHAREHOLDERS

Sales for the first quarter ended May 1, 2010 increased 3.2% to \$238,978,000 as compared with \$231,652,000 for the first quarter ended May 2, 2009. Same store sales increased by 1.7%. Operating earnings before depreciation and amortization (EBITDA<sup>1</sup>) for the period increased 47.5% to \$37,560,000 as compared with \$25,460,000 last year. The Company's gross margin increased from 63.7% to 68.2% in the first quarter of fiscal 2011 primarily due to the strengthening of the Canadian dollar vis-à-vis the US dollar and sales growth generated from new and existing stores. The average rate for a US dollar in the first quarter of fiscal 2011 was \$1.03 Canadian as compared to \$1.24 Canadian in the first quarter of fiscal 2010.

Net earnings increased 111.1% to \$16,471,000 or \$0.24 diluted earnings per share, as compared with \$7,801,000 or \$0.11 diluted earnings per share last year.

During the first quarter, the Company opened 11 new stores comprised of 5 Reitmans, 2 Cassis, 3 Penningtons and 1 Addition Elle; 6 stores were closed. Accordingly, at May 1, 2010, there were 982 stores in operation, consisting of 369 Reitmans, 163 Smart Set, 66 RW & CO., 76 Thyme Maternity, 19 Cassis, 165 Penningtons and 124 Addition Elle, as compared with a total of 974 stores last year. During the year, we plan to open 30 new stores, close 11 stores and remodel 30 stores.

Sales for the month of May increased 7.3% with same store sales increasing 5.4%.

At the Board of Directors meeting held on June 2, 2010, a quarterly cash dividend (constituting eligible dividends) of \$0.20 per share on all outstanding Class A non-voting and Common shares of the Company was declared, payable July 29, 2010 to shareholders of record on July 15, 2010. This is an increase of 11.1% over the previous quarterly rate of \$0.18 per share resulting in an annual dividend rate of \$0.80 per share.

On behalf of the Board of Directors,

(signed)

Jeremy H. Reitman  
Chairman and Chief Executive Officer

Montreal, June 2, 2010

## HIGHLIGHTS

<b>SALES</b>	<b>\$238,978,000</b>	<b>+</b>	<b>3.2%</b>
<b>EBITDA<sup>1</sup></b>	<b>\$37,560,000</b>	<b>+</b>	<b>47.5%</b>
<b>PRE-TAX EARNINGS</b>	<b>\$23,391,000</b>	<b>+</b>	<b>106.6%</b>
<b>NET EARNINGS</b>	<b>\$16,471,000</b>	<b>+</b>	<b>111.1%</b>
<b>EARNINGS PER SHARE<sup>2</sup></b>	<b>\$0.24</b>	<b>+</b>	<b>118.2%</b>
<b>CASH AND INVESTMENTS</b>	<b>\$257,931,000</b>	<b>+</b>	<b>41.2%</b>
<b>STORES</b>	<b>982</b>	<b>+</b>	<b>0.8%</b>

<sup>1</sup> These highlights include a reference to EBITDA, a Non-GAAP financial measure. EBITDA is defined as earnings before interest, taxes, depreciation and amortization and investment income. The Company believes this measure provides meaningful information on the Company's performance and operating results. However, readers should know that such a Non-GAAP financial measure has no standardized meaning as prescribed by GAAP and may not be comparable to similar measures presented by other companies. Accordingly, it should not be considered in isolation.

<sup>2</sup> Earnings per share on a fully diluted basis.

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FOR THE PERIOD ENDED MAY 1, 2010

# MD&A

The following Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") of Reitmans (Canada) Limited ("Reitmans" or the "Company") should be read in conjunction with the unaudited financial statements for the period ended May 1, 2010 and the audited financial statements of Reitmans for the fiscal year ended January 30, 2010 and the notes thereto which are available at [www.sedar.com](http://www.sedar.com). This MD&A is dated June 2, 2010.

All financial information contained in this MD&A and Reitmans' financial statements have been prepared in accordance with Canadian generally accepted accounting principles ("GAAP"), except for certain information referred to as Non-GAAP measures discussed below. All amounts in this report are in Canadian dollars, unless otherwise noted. The financial statements and this MD&A were reviewed by Reitmans' Audit Committee and were approved by its Board of Directors on June 2, 2010.

Additional information about Reitmans, including the Company's 2010 Annual Information Form, is available on the Company's website at [www.reitmans.ca](http://www.reitmans.ca) or on the SEDAR website at [www.sedar.com](http://www.sedar.com).

## FORWARD-LOOKING STATEMENTS

All of the statements contained herein, other than statements of fact that are independently verifiable at the date hereof, are forward-looking statements. Such statements, based as they are on the current expectations of management, inherently involve numerous risks and uncertainties, known and unknown, many of which are beyond the Company's control. Such risks include but are not limited to: the impact of general economic conditions, general conditions in the retail industry, seasonality, weather and other risks included in public filings of the Company. Consequently, actual future results may differ materially from the anticipated results expressed in forward-looking statements. The reader should not place undue reliance on the forward-looking statements included herein. These statements speak only as of the date made and the Company is under no obligation and disavows any intention to update or revise such statements as a result of any event, circumstances or otherwise, except to the extent required under applicable securities law.

## NON-GAAP MEASURES

In addition to discussing earnings measures in accordance with GAAP, this MD&A provides earnings before interest, taxes, depreciation and amortization and investment income ("EBITDA") as a supplementary earnings measure. Depreciation and amortization includes the write-off of capital assets. The Company believes this measure provides meaningful information on the Company's performance and operating results. However, readers should know that this Non-GAAP financial measure has no standardized meaning as prescribed by GAAP and may not be comparable to similar measures presented by other companies. Accordingly, it should not be considered in isolation.

The following table reconciles EBITDA to GAAP measures disclosed in the statements of earnings for the three months ended May 1, 2010 and May 2, 2009:

	May 1, 2010	May 2, 2009
<b>Earnings before income taxes</b>	<b>\$ 23,391,000</b>	\$ 11,322,000
Interest on long-term debt	199,000	219,000
Investment income	(810,000)	(727,000)
Depreciation and amortization	14,780,000	14,646,000
<b>EBITDA</b>	<b>\$ 37,560,000</b>	\$ 25,460,000

The Company also discloses same store sales, which are defined as sales generated by stores that have been opened for at least one year.

Same store sales is not an earnings measure recognized by GAAP and does not have a standardized meaning prescribed by GAAP. Therefore, same store sales as discussed in this MD&A may not be comparable to similar measures presented by other companies.

## CORPORATE OVERVIEW

Reitmans is a Canadian ladies' wear specialty apparel retailer. The Company has seven banners: Reitmans, Smart Set, RW & CO., Thyme Maternity, Cassis, Penningtons and Addition Elle. Each banner is focused on a particular niche in the retail marketplace. Each banner has a distinct marketing program as well as a specific website thereby allowing the Company to continue to enhance its brands and strengthen customer loyalty. The Company has several competitors in each niche, including local, regional and national chains of specialty stores and department stores as well as foreign-based competitors. The Company's stores are located in malls, strip plazas, retail power centres and on major shopping streets across Canada. The Company continues to grow all areas of its business by investing in stores, technology and people. The Company's growth has been driven by continuing to offer Canadian consumers affordable fashions and accessories at the best value reflecting price and quality.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

The Company offers e-commerce website shopping in its plus-size banners (Penningtons and Addition Elle). This online channel offers customers convenience, selection and ease of purchase, while enhancing customer loyalty and continuing to build the brands.

## OPERATING RESULTS FOR THE THREE MONTHS ENDED MAY 1, 2010 ("FIRST QUARTER OF FISCAL 2011") AND COMPARISON TO OPERATING RESULTS FOR THREE MONTHS ENDED MAY 2, 2009 ("FIRST QUARTER OF FISCAL 2010")

In the first quarter of fiscal 2011, the Company experienced modest sales improvement offering some signs of an economic recovery. Sales for the first quarter of fiscal 2011 increased 3.2% to \$238,978,000 as compared with \$231,652,000 for the first quarter of fiscal 2010. Same store sales increased by 1.7%. Improved sales in the clothing sector were reported by Statistics Canada for the fourth consecutive month to March 2010. Geographically, the Company experienced most improved sales in eastern Canada, including Québec and Ontario with western Canada lagging, consistent with seasonally adjusted retail sales by province reported by Statistics Canada in its March 2010 retail trade report.

For the first quarter of fiscal 2011, EBITDA increased by \$12,100,000 or 47.5% to \$37,560,000 as compared with \$25,460,000 for the first quarter of fiscal 2010. The Company's gross margin of 68.2% for the first quarter of fiscal 2011 rose significantly compared to 63.7% for the first quarter of fiscal 2010, driven primarily by the strengthened Canadian dollar. As the Company purchases the majority of its merchandise with US dollars, a significant fluctuation of the Canadian dollar vis-à-vis the US dollar impacts earnings. The average rate for a US dollar in the first quarter of fiscal 2011 was \$1.03 Canadian as compared to \$1.24 Canadian in the first quarter of fiscal 2010. Spot prices for \$1.00 US for the first quarter of fiscal 2011 ranged between a high of \$1.07 and a low of \$1.00 Canadian (\$1.30 and \$1.19 respectively for the first quarter of fiscal 2010). Significant components of store operating costs that impacted EBITDA included rent and occupancy costs, which increased by 10 basis points as a percentage of sales.

Depreciation and amortization expense for the first quarter of fiscal 2011 was \$14,780,000 compared to \$14,646,000 for the first quarter of fiscal 2010. Included is \$425,000 of write-offs as a result of closed and renovated stores, compared to \$154,000 for the first quarter of fiscal 2010.

Investment income for the first quarter of fiscal 2011 increased 11.4% to \$810,000 as compared to \$727,000 for the first quarter of fiscal 2010. Dividend income for the first quarter of fiscal 2011 was \$671,000 as compared to \$510,000 for the first quarter of fiscal 2010. There were no net capital gains or losses for the first quarter of fiscal 2011 as compared to \$69,000 of net capital losses for the first quarter of fiscal 2010. Interest income decreased for the first quarter of fiscal 2011 to \$139,000 as compared to \$286,000 for the first quarter of fiscal 2010 due to lower rates of interest.

Interest expense on long-term debt decreased to \$199,000 for the first quarter of fiscal 2011 from \$219,000 for the first quarter of fiscal 2010. This decrease reflects the continued repayment of the mortgage on the Company's distribution centre.

Income tax expense for the first quarter of fiscal 2011 amounted to \$6,920,000, for an effective tax rate of 29.6% as compared to \$3,521,000 for the first quarter of fiscal 2010, for an effective tax rate of 31.1%. The reduction in the effective tax rate reflects the impact of changes in substantively enacted tax rates in various tax jurisdictions.

Net earnings for the first quarter of fiscal 2011 increased 111.1% to \$16,471,000 (\$0.24 diluted earnings per share) as compared with \$7,801,000 (\$0.11 diluted earnings per share) for the first quarter of fiscal 2010.

The Company in its normal course of business makes long lead time commitments for a significant portion of its merchandise purchases, in some cases as long as eight months. In the first quarter, these merchandise purchases, which are payable in US dollars, approximated \$60,000,000 US (May 2, 2009 - \$60,000,000 US). The Canadian dollar continued to experience volatility against the US dollar into the first quarter. The Company considers a variety of strategies designed to fix the cost of its continuing US dollar long-term commitments, including foreign exchange option contracts with maturities not exceeding three months. For the first quarter of fiscal 2011, the Company satisfied its US dollar requirements through spot rate purchases.

During the first quarter of fiscal 2011, the Company opened 11 stores comprised of 5 Reitmans, 2 Cassis, 3 Penningtons and 1 Addition Elle; 6 stores were closed. Accordingly, at May 1, 2010, there were 982 stores in operation, consisting of 369 Reitmans, 163 Smart Set, 66 RW & CO., 76 Thyme Maternity, 19 Cassis, 165 Penningtons and 124 Addition Elle, as compared with a total of 974 stores as at May 2, 2009.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## SUMMARY OF QUARTERLY RESULTS

The table below sets forth selected financial data for the eight most recently completed quarters. This unaudited quarterly information has been prepared on the same basis as the annual financial statements.

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	Sales	Net Earnings	Earnings per Share ("EPS")	
			Basic	Diluted
May 1, 2010	\$ 238,978	\$ 16,471	\$ 0.24	\$ 0.24
January 30, 2010	268,120	14,088	0.21	0.21
October 31, 2009	270,684	18,921	0.28	0.28
August 1, 2009	286,071	26,426	0.38	0.38
May 2, 2009	231,652	7,801	0.11	0.11
January 31, 2009	261,801	8,981	0.13	0.13
November 1, 2008	271,240	23,004	0.33	0.32
August 2, 2008	289,502	35,385	0.50	0.50

The retail business is seasonal and results of operations for any interim period are not necessarily indicative of the results of operations for the full fiscal year or any future period.

## BALANCE SHEET

### COMPARISON OF FINANCIAL POSITION AS AT MAY 1, 2010 WITH THE FINANCIAL POSITION AS AT JANUARY 30, 2010

Cash and cash equivalents amounted to \$209,148,000 or 8.5% lower than \$228,577,000 as at January 30, 2010. The reduction in cash of \$19,429,000 was mainly attributable to capital asset additions of \$13,091,000, payment of dividends of \$12,187,000, along with an increased investment in inventory due to the normal build-up of inventory for the spring and summer selling seasons. Marketable securities held by the Company consist primarily of preferred shares of Canadian public companies. At May 1, 2010, marketable securities (reported at fair value) amounted to \$48,783,000 as compared with \$48,026,000 as at January 30, 2010. The Company's investment portfolio is subject to stock market volatility. Continued market improvement in the first quarter of fiscal 2011 resulted in an increase in the Company's investment portfolio of approximately 1.5%. The Company is highly liquid with its cash and cash equivalents being invested on a short-term basis in bank bearer deposit notes and bank term deposits with major Canadian chartered banks and commercial paper rated not less than R1.

Accounts receivable were \$3,765,000 or \$839,000 higher than as at January 30, 2010. The Company's accounts receivable are essentially the credit card sales from the last few days of the fiscal quarter. Income taxes recoverable were \$8,540,000 as compared to income taxes payable of \$4,677,000 as at January 30, 2010, primarily due to final tax instalments resulting in taxes recoverable for the prior taxation year along with instalments paid in excess of the estimated tax liability for the current year. Merchandise inventories were \$81,858,000 or \$18,731,000 higher than as at January 30, 2010, which is primarily due to the normal build-up of inventory for the spring and summer selling seasons, despite a reduction in the cost of merchandise due to the strengthened Canadian dollar. Traditionally, the highest levels of inventory on a quarterly basis occur at the end of the first quarter and the third quarter of any given fiscal year in preparation for the summer and the holiday selling seasons, respectively. Prepaid expenses were \$12,808,000 as compared to \$11,873,000 as at January 30, 2010, consisting principally of the timing of payment of various prepaid items such as insurance and maintenance contracts.

Future income taxes are attributable to differences between the carrying values of assets and liabilities and their respective income tax bases and are recognized at enacted or substantively enacted tax rates for the future income tax consequences. The future income tax assets are primarily attributable to differences relating to capital assets.

The Company invested \$13,091,000 in additions to capital assets in the first quarter of fiscal 2011. This included \$11,104,000 in new store construction and existing store renovation costs and \$1,987,000 to the Sauvé Street office and Henri-Bourassa Boulevard distribution centre.

Accounts payable and accrued items were \$84,614,000, or \$6,848,000 higher than as at January 30, 2010. The Company's accounts payable consist largely of trade payables, sales and withholding taxes and liabilities for unredeemed gift cards. The increase is consistent with the normal build-up of inventory in the quarter.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## COMPARISON OF FINANCIAL POSITION AS AT MAY 1, 2010 WITH THE FINANCIAL POSITION AS AT MAY 2, 2009

Cash and cash equivalents amounted to \$209,148,000 or 39.1% higher than \$150,395,000 last year. The increase of \$58,753,000 was mainly attributable to improved cash flows from operations. Marketable securities held by the Company consist primarily of preferred shares of Canadian public companies. At May 1, 2010, marketable securities (reported at fair value) amounted to \$48,783,000 as compared with \$32,216,000 last year. The increase in marketable securities was a result of the purchase of securities combined with a significant improvement in the market value of the portfolio over the prior year. The Company's investment portfolio is subject to stock market volatility. Due to market improvement, the market value of the Company's investment portfolio, for shares held continuously for the 12 months ended May 1, 2010, has recovered by approximately 120%. The Company is highly liquid with its cash and cash equivalents being invested on a short-term basis in bank bearer deposit notes and bank term deposits with major Canadian chartered banks and commercial paper rated not less than R1.

Accounts receivable are \$3,765,000 or \$796,000 lower than last year due to an outstanding insurance claim and an outstanding loan with an executive officer in the prior year, both of which have been settled. The Company's accounts receivable are essentially the credit card sales from the last few days of the fiscal quarter. Income taxes recoverable are \$8,540,000 (May 2, 2009 - \$9,495,000) consisting primarily of taxes recoverable for the prior taxation year along with instalments paid in excess of the estimated tax liability for the current year. Merchandise inventories this year were \$81,858,000 or \$17,893,000 lower than last year, due mainly to the strengthened Canadian dollar, vis-à-vis the US dollar, for purchases remaining in inventory at the end of the quarter. Prepaid expenses are \$12,764,000 lower than last year, principally due to the timing of May 2010 rent payments.

The Company invested \$13,091,000 in additions to property and equipment in the first quarter of fiscal 2011 compared to \$9,784,000 in the first quarter of fiscal 2010. This included \$11,104,000 (May 2, 2009 - \$9,377,000) in new store construction and existing store renovation costs and \$1,987,000 (May 2, 2009 - \$407,000) to the Sauvé Street office and Henri-Bourassa Boulevard distribution centre. In the fiscal year ending January 29, 2011, the Company plans to invest approximately \$30,000,000 in capital expenditures related to new stores and renovations.

Accounts payable and accrued items are \$84,614,000, or \$10,232,000 higher than last year. This increase is in part due to an increase in the amount of the remittance of withholding taxes relating to payments made under the Company's performance incentive plan and an increase in sales tax liabilities. The Company's accounts payable consist largely of trade payables, sales and withholding taxes and liabilities for unredeemed gift cards.

The Company maintains a defined benefit pension plan ("PLAN"). An actuarial valuation was performed as at December 31, 2007 and was extrapolated to January 30, 2010 to determine the estimated liability the Company incurred with respect to the provisions of the PLAN. The Company also sponsors a Supplemental Executive Retirement Plan ("SERP") for certain senior executives. The SERP is unfunded and when the obligation arises to make any payment called for under the SERP (e.g. when an eligible plan member retires and begins receiving payments under the SERP), the payments reduce the accrual amount as the payments are actually made. An amount of \$471,000 (May 2, 2009 - \$450,000) was expensed in the first quarter of fiscal 2011 with respect to both plans.

## OPERATING RISK MANAGEMENT

### ECONOMIC ENVIRONMENT

Recent improvements in the economic outlook have begun to emerge, albeit at a slow pace. Employment levels have begun to show improvement with April 2010 showing the largest monthly gain in percentage terms since August 2002 as reported by Statistics Canada. The Company closely monitors economic conditions in order to react to consumer spending habits and constraints in developing both its short-term and long-term operating decisions. Additionally, despite the impact of reduced access to credit for many businesses, the Company is in a strong financial position with significant liquidity available and ample financial credit resources to draw upon as deemed necessary.

### COMPETITIVE ENVIRONMENT

The apparel business in Canada is highly competitive with competitors including department stores, specialty apparel chains and independent retailers. There is no effective barrier to entry into the Canadian apparel retailing marketplace by any potential competitor, foreign or domestic, and the Company has witnessed the arrival over the past few years of a number of foreign-based competitors now operating in virtually all of the Company's Canadian retail sectors. The Company believes that it is well positioned to compete with any competitor. The Company operates under seven banners and our product offerings are diversified as each banner is directed to and focused on a different niche in the Canadian women's apparel market. Our stores, located throughout Canada, offer affordable fashions to consumers. Additionally, Canadian women have a significant number of e-commerce shopping alternatives available to them on a global basis.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

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## **SEASONALITY**

The Company is principally engaged in the sale of women's apparel through 982 leased retail outlets operating under seven banners located across Canada. The Company's business is seasonal and is also subject to a number of factors, which directly impact retail sales of apparel over which it has no control, namely fluctuations in weather patterns, swings in consumer confidence and buying habits, and the potential of rapid changes in fashion preferences.

## **DISTRIBUTION AND SUPPLY CHAIN**

The Company depends on the efficient operation of its sole distribution centre, such that any significant disruption in the operation thereof (e.g. natural disaster, system failures, destruction or major damage by fire), could materially delay or impair its ability to replenish its stores on a timely basis causing a loss of future sales, which could have a significant effect on the Company's results of operations.

## **INFORMATION TECHNOLOGY**

The Company depends on information systems to manage its operations, including a full range of retail, financial, merchandising and inventory control, planning, forecasting, reporting and distribution systems. The Company regularly invests to upgrade, enhance, maintain and replace these systems. Any significant disruptions in the performance of these systems could have a material adverse impact on the Company's operations and financial results.

## **GOVERNMENT REGULATION**

The Company is structured in a manner that management considers to be most effective to conduct its business in every Canadian province and territory. The Company is therefore subject to all manner of material and adverse changes that can take place in any one or more of these jurisdictions as they might impact income and sales, taxation, duties, quota impositions or re-impositions and other legislated or government regulated matters.

## **MERCHANDISE SOURCING**

Virtually all of the Company's merchandise is private label. In the first quarter of fiscal 2011, no supplier represented more than 10% of the Company's purchases (in dollars and/or units) and there are a variety of alternative sources (both domestic and offshore) for virtually all of the Company's merchandise. The Company has good relationships with its suppliers and has no reason to believe that it is exposed to any material risk that would operate to prevent the Company from acquiring, distributing and/or selling merchandise on an ongoing basis.

## **FINANCIAL RISK MANAGEMENT**

Disclosures relating to exposure to risks, in particular credit risk, liquidity risk, foreign currency risk, interest rate risk and equity price risk were provided in the Company's 2010 Annual Report and there have been no significant changes in the Company's risk exposures in the three months ended May 1, 2010 with the exception of foreign currency risk as described below.

### **FOREIGN CURRENCY RISK**

The Company purchases a significant amount of its merchandise with US dollars. The Company considers a combination of foreign exchange option contracts and spot purchases to manage its foreign exchange exposure on cash flows related to these purchases. These option contracts generally do not exceed three months. A foreign exchange option contract represents an option to buy a foreign currency from a counterparty. Credit risks exist in the event of failure by a counterparty to fulfill its obligations. The Company reduces this risk by dealing only with highly-rated counterparties, normally major Canadian financial institutions. For the first quarter of fiscal 2011, the Company satisfied its US dollar requirements through spot rate purchases.

As at May 1, 2010, May 2, 2009 and January 30, 2010, there were no outstanding foreign exchange option contracts.

The Company has performed a sensitivity analysis on its US dollar denominated financial instruments, which consist principally of cash and cash equivalents of \$28,652,000 and accounts payable of \$3,309,000 to determine how a change in the US dollar exchange rate would impact net earnings. On May 1, 2010, a 10% rise or fall in the Canadian dollar against the US dollar, assuming that all other variables, in particular interest rates, had remained the same, would have resulted in a \$1,812,000 decrease or increase, respectively, in the Company's net earnings for the three months ended May 1, 2010.



# MANAGEMENT'S DISCUSSION AND ANALYSIS

## LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES

Shareholders' equity at May 1, 2010 amounted to \$516,816,000 or \$7.63 per share as compared to \$506,420,000 or \$7.31 per share last year (January 30, 2010 - \$510,166,000 or \$7.55 per share). The impact of the recession on the Canadian equity markets resulted in a significant drop in the Toronto Stock Exchange composite index, however, the Company by virtue of its holdings in cash and cash equivalents, sustained minimal loss in value in its liquid assets. Due to market improvement, the market value of the Company's investment portfolio, for shares held continuously for the 12 months ended May 1, 2010, has recovered by approximately 120%. The Company continues to be in a strong financial position. The Company's principal sources of liquidity are its cash, cash equivalents and investments in marketable securities (reported at fair value) of \$257,931,000 as compared with \$182,611,000 last year (January 30, 2010 - \$276,603,000). Cash is conservatively invested on a short-term basis in bank bearer deposit notes and bank term deposits with major Canadian chartered banks and commercial paper rated not less than R1. The Company closely monitors its risk with respect to short-term cash investments. The Company has borrowing and working capital credit facilities (unsecured) available of \$125,000,000. As at May 1, 2010, \$44,310,000 (May 2, 2009 - \$42,034,000; January 30, 2010 - \$53,624,000) of the operating line of credit was committed for documentary and standby letters of credit. These credit facilities are used principally for US dollar letters of credit to satisfy offshore third-party vendors, which require such backing before confirming purchase orders issued by the Company. The Company rarely uses such credit facilities for other purposes.

The Company has granted standby letters of credit, issued by highly-rated financial institutions, to third parties to indemnify them in the event the Company does not perform its contractual obligations. As at May 1, 2010, the maximum potential liability under these guarantees was \$5,138,000. The standby letters of credit mature at various dates during fiscal 2011. The Company has recorded no liability with respect to these guarantees, as the Company does not expect to make any payments for these items.

The Company is self-insured on a limited basis with respect to certain property risks and also purchases excess insurance coverage from financially stable third-party insurance companies. The Company maintains comprehensive internal security and loss prevention programs aimed at mitigating the financial impact of operational risks.

The Company continued repayment on its long-term debt, relating to the mortgage on the distribution centre, paying down \$318,000 in the first quarter of fiscal 2011. The Company paid dividends amounting to \$12,187,000 in the first quarter of fiscal 2011 compared to \$12,550,000 in the first quarter of fiscal 2010, the reduction being attributed to a lower number of shares outstanding due to the normal course issuer bid share purchases.

In the first quarter of fiscal 2011, the Company invested \$13,091,000 on new and renovated stores, the Sauvé Street office and Henri-Bourassa Boulevard distribution centre. In the fiscal year ending January 29, 2011, the Company plans to invest approximately \$30,000,000 in capital expenditures related to new stores and renovations. These expenditures, together with the payment of cash dividends and the repayments related to the Company's bank credit facility and long-term debt obligations, are expected to be funded by the Company's existing financial resources and funds derived from its operations.

## FINANCIAL COMMITMENTS

The following table sets forth the Company's financial commitments, excluding accounts payable and accrued items, as at May 1, 2010, the details of which are described in the previous commentary.

	<b>Total</b>	<b>Within 1 year</b>	<b>2 to 4 years</b>	<b>5 years and over</b>
<b>Contractual Obligations</b>				
Store and office operating leases <sup>1</sup>	\$ 472,575,000	\$ 100,285,000	\$ 217,644,000	\$ 154,646,000
Other operating leases <sup>2</sup>	17,400,000	4,090,000	9,888,000	3,422,000
Long-term debt	12,413,000	1,320,000	4,498,000	6,595,000
Interest on long-term debt	3,236,000	746,000	1,701,000	789,000
<b>Total contractual obligations</b>	<b>\$ 505,624,000</b>	<b>\$ 106,441,000</b>	<b>\$ 233,731,000</b>	<b>\$ 165,452,000</b>

<sup>1</sup> Represents the minimum lease payments under long-term leases for store locations and office space as at May 1, 2010.

<sup>2</sup> Includes lease payments for computer equipment, automobiles and office equipment.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## OFF-BALANCE SHEET ARRANGEMENTS

### DERIVATIVE FINANCIAL INSTRUMENTS

The Company in its normal course of business must make long lead time commitments for a significant portion of its merchandise purchases, in some cases as long as eight months. Most of these purchases must be paid for in US dollars. The Company considers a variety of strategies designed to fix the cost of its continuing US dollar long-term commitments, including foreign exchange option contracts. For the year to date, the Company satisfied its US dollar requirements through spot rate purchases.

A foreign exchange option contract represents an option to buy a foreign currency from a counterparty at a predetermined date and amount. Credit risks exist in the event of failure by a counterparty to fulfill its obligations. The Company reduces this risk by dealing only with highly-rated counterparties, normally Canadian chartered banks.

The Company does not use derivative financial instruments for speculative purposes. Foreign exchange option contracts are considered, with maturities not exceeding three months. As at May 1, 2010, May 2, 2009 and January 30, 2010, the Company had no outstanding foreign exchange option contracts.

Included in the determination of the Company's net earnings for the first quarter of fiscal 2011 is a foreign exchange loss of \$1,192,000 (May 2, 2009 - loss of \$225,000).

### RELATED PARTY TRANSACTIONS

The Company leases two retail locations which are owned by a related party. The leases for such premises were entered into on commercial terms similar to those for leases entered into with third parties for similar premises. In the first quarter of fiscal 2011, the rent expense under these leases was, in the aggregate, approximately \$45,000 (May 2, 2009 - \$48,000).

The Company incurred \$142,000 in the first quarter of fiscal 2011 (May 2, 2009 - \$135,000) with a firm connected to outside directors of the Company for fees in conjunction with general legal advice. The Company believes that such remuneration was based on normal terms for business transactions between unrelated parties.

These transactions are recorded at the amount of consideration paid, as established and agreed to by the related parties.

### FINANCIAL INSTRUMENTS

The Company's significant financial instruments consist of cash and cash equivalents along with marketable securities. The Company uses its cash resources to fund ongoing store construction and renovations along with working capital needs. Financial instruments that are exposed to concentrations of credit risk consist primarily of cash and cash equivalents. The Company reduces its credit risks by investing available cash in bank bearer deposit notes and bank term deposits with major Canadian chartered banks. The Company closely monitors its risk with respect to short-term cash investments. Marketable securities consist primarily of preferred shares of Canadian public companies. The Company's investment portfolio is subject to stock market volatility and widespread declines in the stock market due to the economic recession resulted in a reduction in the market value of these securities. Due to market improvement, the market value of the Company's investment portfolio, for shares held continuously for the 12 months ended May 1, 2010, has recovered by approximately 120%. The Company is highly liquid with its cash and cash equivalents being invested on a short-term basis in bank bearer deposit notes and bank term deposits with major Canadian chartered banks and commercial paper rated not less than R1.

The volatility of the Canadian dollar impacts earnings and while the Company considers a variety of strategies designed to fix the cost of its continuing US dollar commitments, such as foreign exchange option contracts, this unpredictability can result in exposure to risk.

### CRITICAL ACCOUNTING ESTIMATES

#### INVENTORY VALUATION

The Company uses the retail inventory method in arriving at cost. Merchandise inventories are valued at the lower of cost and net realizable value. Excess or slow moving items are identified and a provision is taken using management's best estimate. In addition, a provision for shrinkage and sales returns are also recorded using historical rates experienced. Given that inventory and cost of sales are significant components of the financial statements, any changes in assumptions and estimates could have a material impact on the Company's financial position and results of operations.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## **STOCK-BASED COMPENSATION**

The Company accounts for stock-based compensation and other stock-based payments using the fair value method. Stock options granted result in an expense over their vesting period based on their estimated fair values on the date of grant, determined using the Black-Scholes option pricing model. In computing the compensation cost related to stock option awards granted during the year under the fair value approach, various assumptions are used to determine the expected option life, risk-free interest rate, expected stock price volatility and average dividend yield. The use of different assumptions could result in a stock compensation expense that differs from that which the Company has recorded.

## **PENSION**

The Company maintains a contributory, defined benefit pension plan and sponsors a SERP. The costs of the defined benefit pension plan and SERP are determined periodically by independent actuaries. Pension expense is included in the results of operations. Assumptions used in developing the pension expense and projected benefit obligation include a discount rate, rate of increase in salary levels and expected long-term rate of return on plan assets. Effective the beginning of the fiscal year ended January 30, 2010, due to the performance in the equity markets in North America, the Company reduced the expected long-term rate of return on plan assets from 7.5% to 7.0%. The use of different assumptions could result in a pension expense that differs from that which the Company has recorded. The defined benefit pension plan is fully funded and solvent, based on the actuarial valuation as at December 31, 2007, which was extrapolated to January 30, 2010, and the SERP is an unfunded pay as you go plan.

## **GOODWILL**

Goodwill is not amortized but rather is tested for impairment annually or more frequently if events or changes in circumstances indicate that the asset might be impaired. If the Company determines in the future that impairment has occurred, the Company would be required to write off the impaired portion of goodwill.

## **GIFT CARDS**

Gift cards sold are recorded as a liability and revenue is recognized when the gift card is redeemed. The Company, for each reporting period, reviews the gift card liability and assesses its adequacy. In its review, the Company estimates expected usages and evaluates specific trends and patterns, which can result in an adjustment to the liability for unredeemed gift cards.

## **ADOPTION OF NEW ACCOUNTING STANDARDS**

### **GOODWILL AND INTANGIBLE ASSETS**

In February 2008, the Canadian Institute of Chartered Accountants ("CICA") issued Handbook Section 3064, Goodwill and Intangible Assets, which replaces Section 3062, Goodwill and Other Intangible Assets, and amends Section 1000, Financial Statement Concepts. The new section establishes standards for the recognition, measurement, presentation and disclosure of goodwill and other intangible assets. Standards concerning goodwill are unchanged from the standards included in the previous Section 3062. This new standard is applicable to fiscal years beginning on or after October 1, 2008. The impact of adopting this standard was to reclassify the net book value of software of \$9,964,000 as at January 30, 2010 from property and equipment to intangible assets on the balance sheet. For comparative purposes, as at May 2, 2009, \$11,793,000 representing the net book value of software was reclassified from property and equipment to intangible assets.

### **FINANCIAL INSTRUMENTS – DISCLOSURES**

In June 2009, the CICA amended Handbook Section 3862, Financial Instruments – Disclosures, to enhance disclosures about fair value measurements and liquidity risk of financial instruments. The amendment applied to annual financial statements with fiscal years ending after September 30, 2009. The purpose of this amendment is to provide further convergence with International Financial Reporting Standards ("IFRS"). Financial instruments recognized at fair value on the balance sheet must be classified in fair value hierarchy levels as follows:

Level 1 – valuation based on quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 – valuation techniques based on inputs that are other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (prices) or indirectly (derived from prices);

Level 3 – valuation techniques with unobservable market inputs (involves assumptions and estimates by management of how market participants would price the assets or liabilities).

The amended section relates to disclosure only and did not impact the financial results of the Company. As at May 1, 2010, May 2, 2009 and January 30, 2010, the Company held no significant assets or liabilities required to be measured at fair value, except for cash and cash equivalents, and marketable securities, which were measured using Level 1 inputs in the fair value hierarchy.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## TRANSITION TO INTERNATIONAL FINANCIAL REPORTING STANDARDS

The Canadian Accounting Standards Board confirmed that publicly accountable enterprises will be required to adopt IFRS, for interim and annual reporting purposes, beginning on or after January 1, 2011, which for the Company will be the fiscal year ending January 28, 2012. The Company will be required to begin reporting under IFRS for the quarter ending April 30, 2011 and will be required to prepare an opening balance sheet and provide information that conforms to IFRS for comparative periods presented.

The Company began planning the transition from current Canadian GAAP to IFRS in 2008 by establishing a project plan and a project team. The project team is led by senior finance executives that provide overall project governance, management and support. Members also include representatives from various areas of the organization as necessary and external advisors that have been engaged to assist in the IFRS conversion project. The project team reports quarterly to the Audit Committee of the Company.

The project plan consists of three phases – the initial assessment, detailed assessment and design, and implementation for which details are outlined below:

PHASE 1: Initial Assessment	
Actions	<ul style="list-style-type: none"> <li>• High-level review of the major differences between current Canadian GAAP and IFRS.</li> <li>• Initial evaluation of the different IFRS 1 exemptions available at date of transition.</li> <li>• High-level assessment of potential consequences on financial reporting, business processes, internal controls and information systems.</li> <li>• Training sessions on IFRS for the various members of the IFRS project team.</li> </ul>
Timetable	Third quarter of fiscal 2009
Progress	Completed
PHASE 2: Detailed Assessment and Design	
Actions	<ul style="list-style-type: none"> <li>• Each area of accounting differences between Canadian GAAP and IFRS identified in the initial phase is assessed and an IFRS project team member dedicated to review these differences.</li> <li>• This review includes the changes required to existing accounting policies, information systems, and business processes, together with an analysis of policy alternatives allowed under IFRS and impacts on drafting of financial statements under IFRS.</li> <li>• The analysis on these differences are discussed by the Company's IFRS project team and decisions made, including the Company's selection of IFRS 1 exemptions at the date of transition, are included in IFRS memos and approved by the external auditors.</li> <li>• Developing draft IFRS financial statements and notes.</li> <li>• Presentation of major differences and impact to the Audit Committee on a quarterly basis.</li> </ul>
Timetable	Second quarter of fiscal 2011
Progress	<ul style="list-style-type: none"> <li>• A majority of the differences were analyzed and concluded on for accounting policy choices, changes to processes and selection of one-time transition choices.</li> <li>• The review of the remaining variances will be completed by the end of July 2010.</li> <li>• The Company is currently working on preliminary IFRS financial statements in accordance with IAS 1 Presentation of Financial Statements.</li> <li>• Periodic project status updates and information sessions are presented to Senior management and to the Audit Committee.</li> </ul>
PHASE 3: Implementation	
Actions	<ul style="list-style-type: none"> <li>• Embedding changes to systems, business processes and internal controls, as required.</li> <li>• Parallel accounting under Canadian GAAP and IFRS.</li> <li>• Preparation of detailed reconciliations of Canadian GAAP to IFRS financial statements.</li> <li>• Training programs for the Company's finance and other staff, as necessary.</li> <li>• Audit Committee approval of IFRS consolidated financial statements.</li> </ul>
Timetable	Third and fourth quarters of fiscal 2011
Progress	In progress

# MANAGEMENT'S DISCUSSION AND ANALYSIS

The Company's progress-to-date has resulted in the following conclusions:

## FIRST-TIME ADOPTION (IFRS 1)

IFRS 1 provides the framework for the first-time adoption of IFRS and outlines that, in general, an entity shall apply the principles under IFRS retrospectively and that adjustments arising on conversion to IFRS shall be directly recognized in retained earnings. IFRS 1 provides a number of optional and mandatory exemptions. The Company currently expects to apply the following exemptions:

Exemption	Application of exemption
Business combinations	The Company will not restate the accounting of past business combinations.
Employee benefits	The Company will elect to recognize all cumulative actuarial gains and losses arising from its defined benefit plan in opening retained earnings.

The remaining elective exemptions have limited or no applicability to the Company.

## ACCOUNTING POLICIES

Set out below are selected key areas of accounting differences where changes in accounting policies in conversion to IFRS may impact the Company's financial statements. The list should not be interpreted as a comprehensive list of changes; it highlights those areas of accounting differences the Company currently believes are to be most significant upon conversion to IFRS.

Key accounting area	Differences with potential impact for the Company
Presentation of Financial Statements (IAS 1)	<ul style="list-style-type: none"> <li>• Classification of the Statement of operations by function or nature.</li> <li>• Additional disclosures required in the notes to the financial statements.</li> <li>• The Company will address these presentation differences as it prepares its draft IFRS financial statements throughout fiscal 2011.</li> </ul>
Property, Plant and Equipment (IAS 16) Impairment of Assets (IAS 36)	<ul style="list-style-type: none"> <li>• Componentization of buildings for separate amortization over different useful lives.</li> <li>• Grouping of assets in cash generating units (CGU's) on the basis of independent cash inflows for impairment testing purposes, using a discounted cash flow method (DCF) in a single-step approach.</li> <li>• The Company has determined its cash generating units to be used for the purpose of impairment testing. Models are being developed, which will be used for the impairment testing at the date of transition to IFRS.</li> </ul>
Customer loyalty programmes (IFRIC 13)	<ul style="list-style-type: none"> <li>• Recognition of loyalty awards as a separate component of revenue and deferral of this revenue until the obligation towards the customer is fulfilled.</li> </ul>
Employee benefits	<ul style="list-style-type: none"> <li>• Immediate recognition of liabilities and expenses for vested past service costs under a defined benefit plan, to opening retained earnings at transition and to income subsequent to transition.</li> <li>• Recognition of actuarial gains and losses as they occur in other comprehensive income, with no impact on income.</li> </ul>

A number of other areas of IFRS will impact the Company to a lesser extent.

## IMPACT ON INFORMATION SYSTEMS AND TECHNOLOGY

At this time, the transition is expected to have minimal impact on information systems used by the organization.

## IMPACT ON INTERNAL CONTROLS AND DISCLOSURE CONTROLS AND PROCEDURES

The Company's internal controls will not be materially affected by the transition to IFRS. The IFRS differences may lead to presentation and process changes to report more detailed information in the notes to the financial statements, but it is not currently expected to lead to many differences in the accounting treatments used by the Company.

Disclosure controls and procedures may change due to the transition to IFRS, but the impact is expected to be minimal as well.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## **IMPACT ON FINANCIAL REPORTING EXPERTISE**

Training and education has been provided to all members of the finance team who are directly affected by the transition to IFRS. IFRS training to other financial staff will be done as deemed necessary. A review of the Audit Committee charter to reflect the requirements for IFRS financial expertise will be completed in the fourth quarter of fiscal 2011.

## **GENERAL**

At this time, the comprehensive impact of the changeover on the Company's future financial position and results of operations is not yet determinable. Management has implemented a system for the parallel recording of financial information in accordance with IFRS at the transition date and for each of the fiscal 2011 financial periods to be presented as comparative figures in the fiscal 2012 IFRS financial statements.

The Company continues to monitor and assess the impact of evolving differences between Canadian GAAP and IFRS, since the International Accounting Standards Board ("IASB") is expected to continue issuing new accounting standards during the transition period.

The Company's IFRS conversion project is progressing according to schedule. As the project advances, the Company could alter its intentions and the milestones communicated at the time of reporting as a result of changes to international standards currently in development, or in light of new information or other external factors that could arise between now and when the changeover is completed.

## **OUTSTANDING SHARE DATA**

At June 2, 2010, 13,440,000 Common shares of the Company and 54,267,206 Class A non-voting shares of the Company were issued and outstanding. Each Common share entitles the holder thereof to one vote at meetings of shareholders of the Company. The Company has 3,199,500 options outstanding at an average exercise price of \$14.32. Each stock option entitles the holder to purchase one Class A non-voting share of the Company at an exercise price established based on the market price of the shares at the date the option was granted.

In November 2009, the Company received approval from the Toronto Stock Exchange to proceed with a normal course issuer bid. Under the bid, the Company may purchase up to 2,728,972 Class A non-voting shares of the Company, representing 5% of the issued and outstanding Class A non-voting shares as at November 23, 2009. The average daily trading volume for the six-month period preceding November 1, 2009 was 84,048 shares. In accordance with the Toronto Stock Exchange rules, a maximum daily repurchase of 25% of this average may be made, representing 21,012 shares. The bid commenced on November 28, 2009 and may continue to November 27, 2010. The shares will be purchased on behalf of the Company by a registered broker through the facilities of the Toronto Stock Exchange. The price paid for the shares will be the market price at the time of acquisition, and the number of shares purchased and the timing of any such purchases will be determined by the Company's management. All shares purchased by the Company will be cancelled. In the first quarter of fiscal 2011, no shares were purchased by the Company.

## **INTERNAL CONTROLS OVER FINANCIAL REPORTING**

The Company has designed disclosure controls and procedures to provide reasonable assurance that material information related to the Company is included in the annual and quarterly filings. In addition, the Company evaluated the effectiveness of the disclosure controls and procedures as of January 30, 2010 and concluded that these controls were effective.

The Company, under the supervision of the Chief Executive Officer and Chief Financial Officer, has designed internal controls over financial reporting, as defined by National Instrument 52-109, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. The Company evaluated the effectiveness of the internal controls over financial reporting as of January 30, 2010 and concluded that these controls were effective.

There have been no changes in the Company's internal controls over financial reporting during the first quarter ended May 1, 2010 that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

## OUTLOOK

Signs of an economic recovery are emerging as key economic indicators show improvements. Employment levels in Canada have shown gradual improvement, retail trade sales reports are more favorable while the inflation level has remained stable with projections that it will remain low. The strength of the Canadian dollar favours importers, however, it creates a drag on the economic activity of other sectors in Canada. The Bank of Canada, in its April 2010 Monetary Policy Report, has projected that the economy will grow by 3.7% in 2010 before slowing to 3.1% in 2011. The Bank expects the economy to return to full capacity in the second quarter of calendar 2011. However, the Company believes that consumer demand will remain weak into fiscal 2011 with modest improvement as consumers remain cautious. We are being guided by these expectations in conducting all facets of our business. On the positive side, we believe that we remain poised to strengthen the Company's market position in all of our market niches by offering a broad assortment of quality merchandise at affordable prices. The Company has virtually no debt and has liquid cash reserves which provide us with the ability to act when opportunities present themselves in whatever format including merchandising, store acquisition/construction, system replacements/upgrading or expansion by acquisition.

The Company's Hong Kong office continues to serve the Company well, with over 110 full-time employees dedicated to seeking out the highest quality, affordable and fashionable apparel for all our banners. On an annual basis, the Company directly imports approximately 80% of its merchandise, largely from China.

We believe that, in general, our merchandise offerings will continue to remain attractive values to the consumer, even in these difficult times. The Company has a strong balance sheet, with excellent liquidity and borrowing capacity. Its systems, including merchandise procurement, inventory control, planning, allocation and distribution, distribution centre management, point-of-sale, financial management and information technology are fully integrated. The Company is committed to continue to invest in training for all levels of its employees.

# BALANCE SHEETS

(UNAUDITED)  
(IN THOUSANDS)

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	May 1, 2010	May 2, 2009	Audited January 30, 2010
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents (note 9)	<b>\$ 209,148</b>	\$ 150,395	\$ 228,577
Marketable securities (note 9)	<b>48,783</b>	32,216	48,026
Accounts receivable	<b>3,765</b>	4,561	2,926
Income taxes recoverable	<b>8,540</b>	9,495	-
Merchandise inventories	<b>81,858</b>	99,751	63,127
Prepaid expenses	<b>12,808</b>	25,572	11,873
Future income taxes	<b>2,552</b>	3,810	2,395
Total Current Assets	<b>367,454</b>	325,800	356,924
<b>CAPITAL ASSETS</b>			
Property and equipment	<b>209,517</b>	230,827	210,612
Intangibles	<b>8,455</b>	11,793	9,964
Total Capital Assets	<b>217,972</b>	242,620	220,576
GOODWILL	<b>42,426</b>	42,426	42,426
FUTURE INCOME TAXES	<b>11,995</b>	9,428	11,466
	<b>\$ 639,847</b>	\$ 620,274	\$ 631,392
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Accounts payable and accrued items	<b>\$ 84,614</b>	\$ 74,382	\$ 77,766
Income taxes payable	<b>-</b>	-	4,677
Current portion of long-term debt (note 7)	<b>1,320</b>	1,240	1,300
Total Current Liabilities	<b>85,934</b>	75,622	83,743
DEFERRED LEASE CREDITS	<b>20,245</b>	21,579	20,609
LONG-TERM DEBT (note 7)	<b>11,093</b>	12,413	11,431
ACCRUED PENSION LIABILITY	<b>5,759</b>	4,240	5,443
<b>SHAREHOLDERS' EQUITY</b>			
Share capital (note 5)	<b>27,524</b>	23,807	25,888
Contributed surplus	<b>5,296</b>	4,426	5,164
Retained earnings	<b>484,906</b>	485,870	480,622
Accumulated other comprehensive loss	<b>(910)</b>	(7,683)	(1,508)
Total Shareholders' Equity	<b>483,996</b>	478,187	479,114
	<b>\$ 639,847</b>	\$ 620,274	\$ 631,392

The accompanying notes are an integral part of these financial statements.



# STATEMENTS OF EARNINGS

(UNAUDITED)  
(IN THOUSANDS EXCEPT PER SHARE AMOUNTS)

	For the three months ended	
	May 1, 2010	May 2, 2009
Sales	\$ 238,978	\$ 231,652
Cost of goods sold and selling, general and administrative expenses (note 4)	201,418	206,192
	<b>37,560</b>	25,460
Depreciation and amortization	14,780	14,646
Operating earnings before the undernoted	<b>22,780</b>	10,814
Investment income (note 9)	810	727
Interest on long-term debt	199	219
Earnings before income taxes	<b>23,391</b>	11,322
Income taxes:		
Current	7,695	4,846
Future	(775)	(1,325)
	<b>6,920</b>	3,521
Net earnings	\$ <b>16,471</b>	\$ 7,801
Earnings per share (note 8):		
Basic	\$ 0.24	\$ 0.11
Diluted	0.24	0.11

The accompanying notes are an integral part of these financial statements.

# STATEMENTS OF COMPREHENSIVE INCOME

(UNAUDITED)  
(IN THOUSANDS)

	For the three months ended	
	May 1, 2010	May 2, 2009
Net earnings	\$ 16,471	\$ 7,801
Other comprehensive income:		
Net unrealized gain on available-for-sale financial assets arising during the period (net of tax of \$89; for the three months ended May 2, 2009 - \$76)	598	447
Reclassification of losses on available-for-sale financial assets to net earnings (net of tax of \$9 for the three months ended May 2, 2009)	-	60
	<b>598</b>	507
Comprehensive income	\$ <b>17,069</b>	\$ 8,308

The accompanying notes are an integral part of these financial statements.

# STATEMENTS OF CASH FLOWS

(UNAUDITED)  
(IN THOUSANDS)

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	For the three months ended	
	May 1, 2010	May 2, 2009
CASH FLOWS (USED IN) FROM OPERATING ACTIVITIES		
Net earnings	\$ 16,471	\$ 7,801
Adjustments for:		
Depreciation and amortization	14,780	14,646
Future income taxes	(775)	(1,325)
Stock-based compensation	454	97
Amortization of deferred lease credits	(1,269)	(1,278)
Deferred lease credits	905	732
Pension contribution	(155)	(128)
Pension expense	471	450
Loss on sale of marketable securities	-	69
Foreign exchange loss	490	18
Changes in non-cash working capital relating to operations	(25,959)	(51,242)
	<b>5,413</b>	<b>(30,160)</b>
CASH FLOWS (USED IN) FROM INVESTING ACTIVITIES		
Purchases of marketable securities	(70)	-
Proceeds on sale of marketable securities	-	1,125
Additions to capital assets	(13,091)	(9,784)
	<b>(13,161)</b>	<b>(8,659)</b>
CASH FLOWS (USED IN) FROM FINANCING ACTIVITIES		
Dividends paid	(12,187)	(12,550)
Purchase of Class A non-voting shares for cancellation	-	(12,174)
Repayment of long-term debt	(318)	(298)
Proceeds from issue of share capital	1,314	200
	<b>(11,191)</b>	<b>(24,822)</b>
FOREIGN EXCHANGE LOSS ON CASH HELD IN FOREIGN CURRENCY	(490)	(18)
NET DECREASE IN CASH AND CASH EQUIVALENTS	<b>(19,429)</b>	<b>(63,659)</b>
CASH AND CASH EQUIVALENTS, BEGINNING OF THE PERIOD	<b>228,577</b>	214,054
CASH AND CASH EQUIVALENTS, END OF THE PERIOD	<b>\$ 209,148</b>	\$ 150,395

Supplemental disclosure of cash flow information (note 9)

The accompanying notes are an integral part of these financial statements.

# STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(UNAUDITED)  
(IN THOUSANDS)

	For the three months ended	
	May 1, 2010	May 2, 2009
<b>SHARE CAPITAL</b>		
Balance, beginning of the period	\$ 25,888	\$ 23,830
Cash consideration on exercise of stock options	1,314	200
Ascribed value credited to share capital from exercise of stock options	322	209
Cancellation of shares pursuant to stock repurchase program	-	(432)
Balance, end of the period	<b>27,524</b>	23,807
<b>CONTRIBUTED SURPLUS</b>		
Balance, beginning of the period	5,164	4,538
Stock option compensation costs	454	97
Ascribed value credited to share capital from exercise of stock options	(322)	(209)
Balance, end of the period	<b>5,296</b>	4,426
<b>RETAINED EARNINGS</b>		
Balance, beginning of the period	480,622	502,361
Net earnings	16,471	7,801
Dividends	(12,187)	(12,550)
Premium on repurchase of Class A non-voting shares (note 5)	-	(11,742)
Balance, end of the period	<b>484,906</b>	485,870
<b>ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)</b>		
Balance, beginning of the period	(1,508)	(8,190)
Net unrealized gain on available-for-sale financial assets arising during the period (net of tax of \$89; for the three months ended May 2, 2009 - \$76)	598	447
Reclassification of losses on available-for-sale financial assets to net earnings (net of tax of \$9 for the three months ended May 2, 2009)	-	60
Balance, end of the period <sup>1</sup>	(910)	(7,683)
<b>Total Shareholders' Equity</b>	<b>\$ 516,816</b>	<b>\$ 506,420</b>

<sup>1</sup> Marketable securities are classified as available-for-sale financial investments and constitute the sole item in accumulated other comprehensive income (loss).

The accompanying notes are an integral part of these financial statements.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS

(UNAUDITED)

(ALL AMOUNTS IN THOUSANDS EXCEPT PER SHARE AMOUNTS)

# NOTES

## 1. BASIS OF PRESENTATION

These unaudited interim financial statements (the “financial statements”) have been prepared in accordance with Canadian generally accepted accounting principles for interim financial information and include all normal and recurring entries that are necessary for a fair presentation of the statements. Accordingly, they do not include all of the information and footnotes required by Canadian generally accepted accounting principles for annual financial statements. These financial statements should be read in conjunction with the most recently prepared annual financial statements for the 52 week period ended January 30, 2010. The Company applied the same accounting policies in the preparation of the financial statements as disclosed in note 4 of its annual financial statements in the Company’s fiscal 2010 Annual Report except as described below in note 2 – Adoption of New Accounting Standards.

The Company’s business is seasonal and due to the geographical spread of the Company’s stores and range of products it offers, the Company has experienced quarterly fluctuations in operating results. The business seasonality results in performance for the 13 weeks ended May 1, 2010, which is not necessarily indicative of performance for the balance of the year.

All amounts in the attached footnotes are unaudited unless specifically identified.

## 2. ADOPTION OF NEW ACCOUNTING STANDARDS

### a) Goodwill and Intangible Assets

In February 2008, the Canadian Institute of Chartered Accountants (“CICA”) issued Handbook Section 3064, Goodwill and Intangible Assets, which replaced Section 3062, Goodwill and Other Intangible Assets, and amended Section 1000, Financial Statement Concepts. The new section establishes standards for the recognition, measurement, presentation and disclosure of goodwill and other intangible assets. Standards concerning goodwill are unchanged from the standards included in the previous Section 3062. This new standard is applicable to fiscal years beginning on or after October 1, 2008. The impact of adopting this standard was to reclassify the net book value of software of \$9,964 as at January 30, 2010 from property and equipment to intangible assets on the balance sheet. For comparative purposes, as at May 2, 2009, \$11,793 representing the net book value of software was reclassified from property and equipment to intangible assets.

### b) Financial Instruments – Disclosures

In June 2009, the CICA amended Handbook Section 3862, Financial Instruments – Disclosures, to enhance disclosures about fair value measurements and liquidity risk of financial instruments. The amendment applied to annual financial statements with fiscal years ending after September 30, 2009. The purpose of this amendment is to provide further convergence with IFRS. Financial instruments recognized at fair value on the balance sheet must be classified in fair value hierarchy levels as follows:

Level 1 – valuation based on quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 – valuation techniques based on inputs that are other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (prices) or indirectly (derived from prices);

Level 3 – valuation techniques with unobservable market inputs (involves assumptions and estimates by management of how market participants would price the assets or liabilities).

The amended section relates to disclosure only and did not impact the financial results of the Company. As at May 1, 2010, May 2, 2009 and January 30, 2010, the Company held no significant assets or liabilities required to be measured at fair value, except for cash and cash equivalents and marketable securities, which were measured using Level 1 inputs in the fair value hierarchy.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS

## 3. RECENT ACCOUNTING PRONOUNCEMENTS

The Canadian Accounting Standards Board has confirmed that the use of International Financial Reporting Standards ("IFRS") will be required for publicly accountable profit-oriented enterprises. IFRS will replace Canada's current GAAP for those enterprises. These new standards are applicable to fiscal years beginning on or after January 1, 2011. Companies will be required to provide comparative IFRS information for the previous fiscal year. The Company will implement this standard in its first quarter of fiscal year ending January 28, 2012 and is currently evaluating the impact of the transition to IFRS and will continue to invest in training and resources throughout the transition to facilitate a timely conversion.

## 4. INVENTORY

The cost of inventory recognized as an expense and included in cost of goods sold and selling, general and administrative expenses for the three months ended May 1, 2010 was \$75,972 (May 2, 2009 - \$84,042). During the quarter, the Company recorded \$1,510 (May 2, 2009 - \$1,626) of write-downs of inventory as a result of net realizable value being lower than cost and no inventory write-downs recognized in previous periods were reversed.

## 5. SHARE CAPITAL

- a) The Class A non-voting shares and the Common shares of the Company rank equally and pari passu with respect to the right to receive dividends and upon any distribution of the assets of the Company. However, in the case of stock dividends, the holders of Class A non-voting shares shall have the right to receive Class A non-voting shares and the holders of Common shares shall have the right to receive Common shares.
- b) The Company has authorized an unlimited number of Class A non-voting shares.

The following table summarizes Class A non-voting shares issued for each of the periods listed:

	May 1, 2010	May 2, 2009	Audited January 30, 2010
Balance at beginning of period	<b>54,160</b>	56,864	56,864
Shares issued pursuant to exercise of stock options	<b>107</b>	47	277
Shares purchased under issuer bid	<b>-</b>	(1,098)	(2,981)
Balance at end of period	<b>54,267</b>	55,813	54,160

The Company has authorized an unlimited number of Common shares. At May 1, 2010, there were 13,440 common shares issued (May 2, 2009 - 13,440; January 30, 2010 - 13,440) with a value of \$482 (May 2, 2009 - \$482; January 30, 2010 - \$482).

The Company received, in November 2009, approval from the Toronto Stock Exchange to proceed with a normal course issuer bid. Under the bid, the Company may purchase up to 2,729 Class A non-voting shares of the Company, representing 5% of the issued and outstanding Class A non-voting shares as at November 23, 2009. The bid commenced on November 28, 2009 and may continue to November 27, 2010. No shares were purchased during the three months ended May 1, 2010.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS

## 6. STOCK-BASED COMPENSATION

The Company has a share option plan as described in note 11 c) to the financial statements contained in the 2010 Annual Report.

Changes in outstanding stock options were as follows:

	May 1, 2010		May 2, 2009	
	Options	Weighted Average Exercise Price	Options	Weighted Average Exercise Price
Outstanding, at beginning of period	3,207	\$ 14.14	1,594	\$ 12.84
Granted	100	18.00	-	-
Exercised	(107)	12.23	(47)	4.25
Forfeited	-	-	(18)	12.23
Outstanding, at end of period	3,200	\$ 14.32	1,529	\$ 13.11
Options exercisable, at end of period	1,064	\$ 13.22	1,080	\$ 12.51

Compensation cost related to stock option awards granted during the quarter under the fair value based approach was calculated using the following assumptions:

Expected option life	6.5 years
Risk-free interest rate	3.59%
Expected stock price volatility	47.18%
Average dividend yield	4.00%
Weighted average fair value of options granted	\$6.22

## 7. LONG-TERM DEBT

	May 1, 2010	May 2, 2009	Audited January 30, 2010
	Mortgage bearing interest at 6.40%, payable in monthly instalments of principal and interest of \$172, due November 2017 and secured by the Company's distribution centre	\$ 12,413	\$ 13,653
Less current portion	1,320	1,240	1,300
	\$ 11,093	\$ 12,413	\$ 11,431

# NOTES TO THE INTERIM FINANCIAL STATEMENTS

## 8. EARNINGS PER SHARE

The number of shares used in the earnings per share calculation is as follows:

	May 1, 2010	May 2, 2009
Weighted average number of shares for basic earnings per share calculations	<b>67,631</b>	70,124
Effect of dilutive options outstanding	<b>277</b>	33
Weighted average number of shares for diluted earnings per share calculations	<b>67,908</b>	70,157

As at May 1, 2010, 2,243 (May 2, 2009 - 1,477) stock options were excluded from the calculation of diluted earnings per share as these were deemed to be anti-dilutive.

## 9. OTHER INFORMATION

- a) Included in determination of the Company's net earnings is a foreign exchange loss of \$1,192 (May 2, 2009 - loss of \$225).
- b) Supplementary cash flow information:

	May 1, 2010	May 2, 2009	Audited January 30, 2010
Balance with banks	<b>\$ 13,472</b>	\$ 5,119	\$ 4,677
Short-term deposits, bearing interest at 0.3% (May 2, 2009 - 0.3%; January 30, 2010 - 0.3%)	<b>195,676</b>	145,276	223,900
Cash and cash equivalents	<b>\$ 209,148</b>	\$ 150,395	\$ 228,577
Marketable securities:			
Fair value	<b>\$ 48,783</b>	\$ 32,216	\$ 48,026
Cost	<b>49,193</b>	40,466	49,123
Non-cash transactions:			
Capital asset additions included in accounts payable and accrued items	<b>\$ 493</b>	\$ 880	\$ 1,408
Ascribed value credited to share capital from exercise of stock options	<b>322</b>	209	655
Cash paid during the period for:			
Income taxes	<b>\$ 20,912</b>	\$ 10,907	\$ 31,164
Interest	<b>199</b>	219	850
Investment income:			
Available-for-sale financial assets:			
Dividends	<b>\$ 671</b>	\$ 510	\$ 2,109
Realized loss on disposal	<b>-</b>	(69)	(794)
Held-for-trading financial assets:			
Interest income	<b>139</b>	286	677
	<b>\$ 810</b>	\$ 727	\$ 1,992

# NOTES TO THE INTERIM FINANCIAL STATEMENTS

## 10. FINANCIAL INSTRUMENTS

### a) Fair Value Disclosure

Fair value estimates are made at a specific point in time, using available information about the financial instrument. These estimates are subjective in nature and often cannot be determined with precision.

The Company has determined that the carrying value of its short-term financial assets and liabilities approximates fair value at the period-end dates due to the short-term maturity of these instruments. The fair values of the marketable securities are based on published market prices at period-end, which are considered Level 1 inputs in the fair value hierarchy.

The fair value of long-term debt is \$12,711 (May 2, 2009 - \$12,507; January 30, 2010 - \$13,045) compared to its carrying value of \$12,413 (May 2, 2009 - \$13,653; January 30, 2010 - \$12,731).

The fair value of the Company's long-term debt bearing interest at a fixed rate was calculated using the present value of future payments of principal and interest discounted at the current market rates of interest available to the Company for the same or similar debt instruments with the same remaining maturities.

### b) Risk Management

Disclosures relating to exposure to risks, in particular credit risk, liquidity risk, foreign currency risk, interest rate risk and equity price risk were provided in the January 30, 2010 financial statements contained in the 2010 Annual Report and there have been no significant changes in the Company's risk exposures in the first three months of fiscal 2011 with the exception of foreign currency risk as described below.

#### Foreign Currency Risk

The Company purchases a significant amount of its merchandise with US dollars. The Company considers a combination of foreign exchange option contracts and spot purchases to manage its foreign exchange exposure on cash flows related to these purchases. These option contracts generally do not exceed three months. A foreign exchange option contract represents an option to buy a foreign currency from a counterparty to meet its obligations. Credit risks exist in the event of failure by a counterparty to fulfill its obligations. The Company reduces this risk by dealing only with highly-rated counterparties, normally major Canadian financial institutions. For the first quarter of fiscal 2011, the Company satisfied its US dollar requirements through spot rate purchases.

As at May 1, 2010, May 2, 2009 and January 30, 2010, there were no outstanding foreign exchange option contracts.

The Company has performed a sensitivity analysis on its US dollar denominated financial instruments, which consist principally of cash and cash equivalents of \$28,652 and accounts payable of \$3,309 to determine how a change in the US dollar exchange rate would impact net earnings. On May 1, 2010, a 10% rise or fall in the Canadian dollar against the US dollar, assuming that all other variables, in particular interest rates, had remained the same, would have resulted in a \$1,812 decrease or increase, respectively, in the Company's net earnings for the three months ended May 1, 2010.



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## STORES ACROSS CANADA

	REITMANS	SMART SET	RW & CO.	THYME	CASSIS	PENNINGTONS	ADDITION ELLE	TOTAL
NEWFOUNDLAND	14	3	1	-	-	4	2	24
PRINCE EDWARD ISLAND	3	3	-	-	-	1	-	7
NOVA SCOTIA	20	6	1	2	-	10	2	41
NEW BRUNSWICK	16	6	3	1	1	4	5	36
QUÉBEC	84	38	16	19	8	25	34	224
ONTARIO	117	64	25	29	8	58	43	344
MANITOBA	14	5	1	2	-	6	4	32
SASKATCHEWAN	11	3	-	2	-	8	3	27
ALBERTA	46	18	8	12	2	24	16	126
BRITISH COLUMBIA	42	17	11	9	-	25	15	119
NORTHWEST TERRITORIES	1	-	-	-	-	-	-	1
YUKON	1	-	-	-	-	-	-	1
	<b>369</b>	<b>163</b>	<b>66</b>	<b>76</b>	<b>19</b>	<b>165</b>	<b>124</b>	<b>982</b>

Inspired by role models not supermodels, **REITMANS** offers affordable, stylish fashions designed to fit everybody and every body. Operating **369 STORES**, Reitmans, Canada's largest women's apparel specialty chain and leading fashion brand, has developed strong customer loyalty through superior service, insightful marketing and quality merchandise. "Reitmans, designed for real life".

With **163 STORES**, **SMART SET** is Canada's fashion destination for style savvy women aged 25 to 35. Averaging 3,400 sq.ft., SmartSet's energetic and fun "fashion workshop" environment provides our customer with the tools she needs to create her own lifestyle wardrobe. SmartSet offers great value in a wide assortment of styles from workwear essentials and accessories, to activewear and city casual clothing.

Operating **66 STORES**, which average 4,500 sq. ft. in major malls, **RW & CO.** caters to junior (18 to 30) ladies and men, featuring fashionable, original and quality urban and casual wear at moderate prices. A unique and comfortable store environment, genuine customer care and exceptional marketing support distinguish the RW & CO. lifestyle brand.

**THYME**, Canada's leading maternity fashion brand, offers all pregnant women current maternity styles with expert and friendly staff. Thyme caters to all pregnant women who want to stay fun-loving and stylish throughout their pregnancy. Thyme operates **76 STORES** averaging 2,400 sq.ft. in major malls and power centres.

The newest of the Reitmans (Canada) Limited retail banners, **CASSIS** has **19 STORES** averaging 3,600 sq.ft., which are located in major regional malls. Cassis features urban casual and career clothing that reflects the personality of our customer: charismatic and youthful. We offer styles, cuts and fabrics that flatter the figure of the forty-something woman, while showcasing the energy and attitude of her 35-year-old mindset.

With **165 STORES** across the country, **PENNINGTONS** offers its plus-size customers a great selection of career, casual, intimate apparel and accessories that fit her lifestyle. Featuring an assortment of classic, as well as contemporary styling, Penningtons has affordable fashions that fit, with sizes ranging from 14 to 32 and 1X to 6X. Also, available in all Penningtons locations is our MXM line catering to the younger, trendy plus-size customer. Stores average 6,000 sq.ft. and are situated in power centres and strip malls. Penningtons fashions can also be purchased online at [penningtons.com](http://penningtons.com).

Operating in **124 STORES** across Canada, **ADDITION ELLE** invites its customers to "Make a Statement" with their exciting array of body-confident contemporary and classic fashions that are both stylish and affordable. In addition to unique collections of work to weekend styles, AdditionElle carries a selection of intimate apparel, sleepwear, active wear, outerwear and accessories, as well as offering a more junior line for young, trendy customers called MXM. Averaging 6,100 sq.ft., AdditionElle stores are located in power centres and malls across Canada. AdditionElle fashions can also be purchased online at [additionelle.com](http://additionelle.com).



# CORPORATE INFORMATION

## REITMANS (CANADA) LIMITED

### ADMINISTRATION OFFICE

250 Sauvé Street West

Montreal, Québec H3L 1Z2

Telephone: **(514) 384-1140**

Fax: **(514) 385-2669**

E-mail: **info@reitmans.com**

Corporate Website: **reitmans.ca**

### REGISTERED OFFICE

3300 Highway #7 West, Suite 702

Vaughan, Ontario L4K 4M3

Telephone: **(905) 761-2830**

Fax: **(905) 761-8922**

### TRANSFER AGENT AND REGISTRAR

Computershare Investor Services Inc.

Halifax, Montreal, Toronto, Calgary, Vancouver

### STOCK SYMBOLS

THE TORONTO STOCK EXCHANGE

**Common** **RET**

**Class A non-voting** **RET.A**



**REITMANS**

**SMART SET**

**RW & CO.**

**THYME**

**CASSIS**

**PENNINGTONS**

**ADDITION ELLE**

Reitmans