



Q3 2022 RESULTS SUMMARY
(FOR THE 12 AND 36 WEEK PERIODS ENDED SEPTEMBER 03, 2022)

COLABOR GROUP INC.
(TSX: GCL)

OCTOBER 13, 2022

FORWARD LOOKING STATEMENT

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Forward Looking Statement

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Content

- 1. About Colabor**
- 2. Achievements**
- 3. Q3 2022 Events**
- 4. Q3 2022 Financial Results**
- 5. Share Information**

ABOUT US

Founded in 1962, Colabor is the largest Quebec based distributor and wholesaler of food and related products, serving the hotel, restaurant and institutional markets « HRI ».

DISTRIBUTION

68% of revenues

Broadline Distribution:

- 3 distribution centers in Eastern Québec serving Eastern Québec and New Brunswick

Specialty Distribution:

- 2 distribution centers in Montreal in the greater metropolitan region
- Seafood and meat distributed to premium clients



WHOLESALE

32% of revenues

Boucherville (Québec):

- A 371,000 sq. ft warehouse
- 80+ distributors are clients and serving the HRI and retail market in Québec and the Atlantic provinces

ACHIEVEMENTS

2020

SALE OF ONTARIO
DISTRIBUTION ACTIVITIES

COVID-19 PANDEMIC:
DIVERSIFICATION IS KEY

2022

CAPITAL ALLOCATION:

- INVESTING IN GROWTH
- HEALTHY DEBT MANAGEMENT
- TWO ACQUISITIONS COMPLETED

2019

RATIONALIZATION PLAN

SALE OF NON-CORE ASSETS

NEW LEADERSHIP - CEO

2021

REFINANCING

Q2-Q4 BACK TO GROWTH

Q3 2022 EVENTS

Continuing revenue growth for a sixth consecutive quarter and highest Adjusted EBITDA in the last two years

Operating Environment:

- Increase in labor costs and other supply chain costs, in connection with the increase in inflation;
- Increased cash flows and Maintained leverage ratio.

Other:

- On September 29, 2022, announcement of the future relocation of its head office and warehouse located in Boucherville by the end of 2023 and the conclusion of a lease expiring on September 30, 2044.

Evolution of the Strategic Plan:

1. Grow Distribution Activities in Québec
2. Further Improve Operations

Focused on delivering results in 2022:

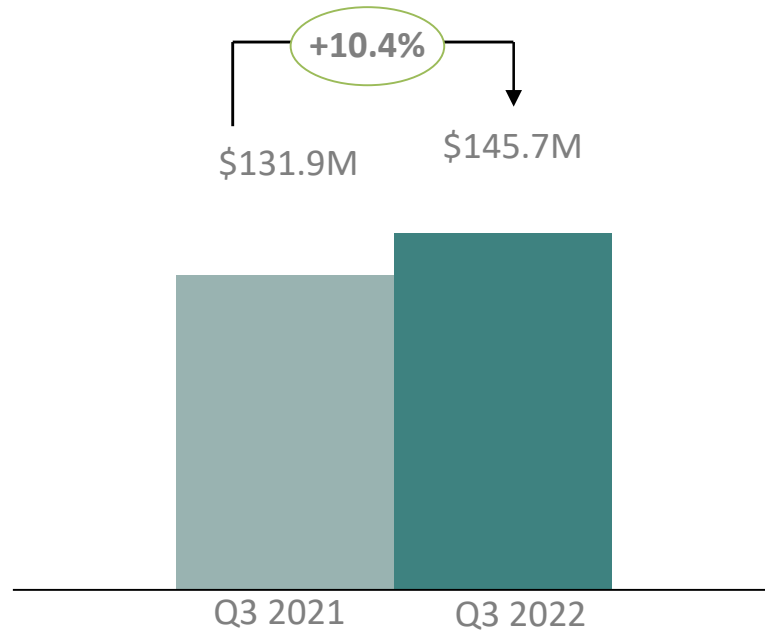
- Continue to develop new regions of Quebec;
- Continue our investments in our private label development;
- Investment in the development of the employer brand;
- Continue to maintain an appropriate cost structure and optimal cash flow management.



Q3 - 2022 Financial Results

Q3 SALES AND PROFITABILITY TREND

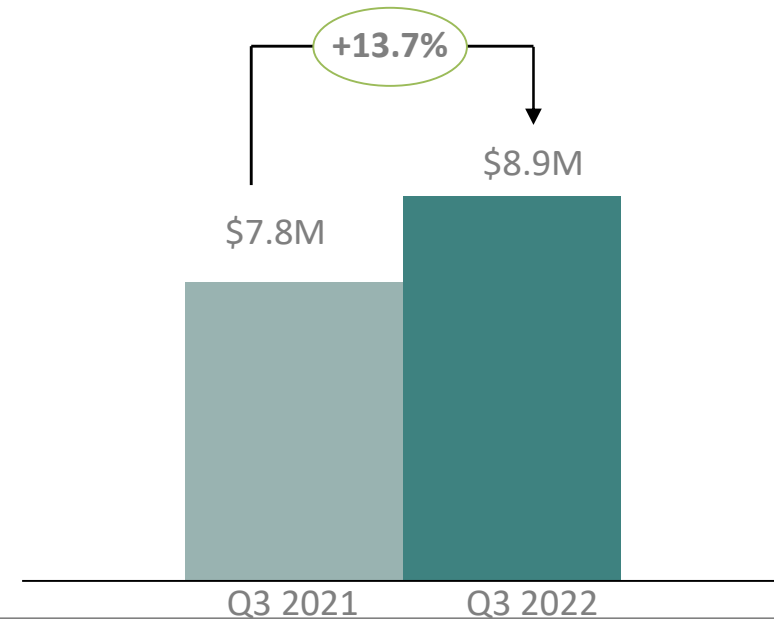
CONSOLIDATED SALES



Distribution sales up by 10.0%
Wholesale sales up by 10.7%

- Higher volume from restaurants;
- Impact of rising inflation;
- Business acquisitions.

ADJUSTED EBITDA⁽¹⁾



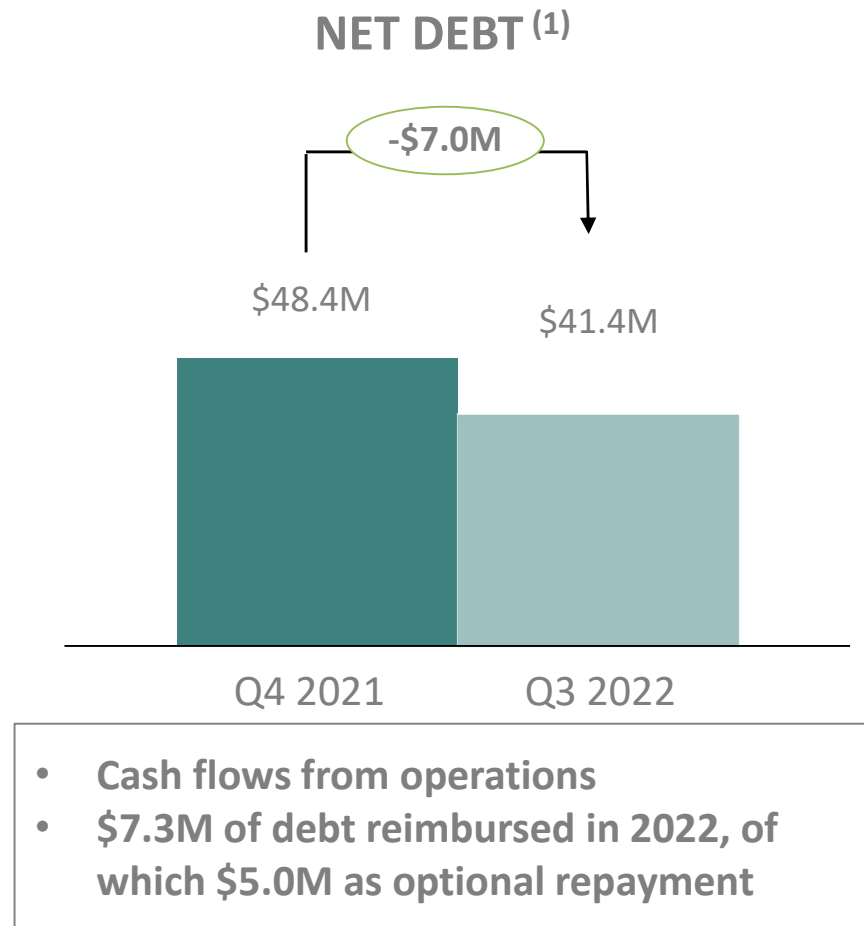
Higher adjusted EBITDA⁽¹⁾ in 2022 by \$1.1M.

- Increased sales and gross margin;
- Additional labor costs and other supply chain costs;
- Increase in investments for the repositioning of our private brand.

(1) Adjusted EBITDA is a non-IFRS measure. Refer to section 6 "Non-IFRS Performance Measures" of the MD&A for the period ended September 03, 2022.



NET DEBT TREND



⁽¹⁾ Non-IFRS measure. Refer to section 6 "Non-IFRS Performance Measures" of the MD&A for the period ended September 03, 2022.



Q3 2022

Financial highlights (in thousands of dollars, except percentages, per share data and financial leverage ratio)	12 weeks		36 weeks	
	2022 \$	2021 \$	2022 \$	2021 \$
Sales from continuing operations	145,670	131,889	380,825	325,990
Adjusted EBITDA ⁽¹⁾	8,894	7,821	19,213	18,340
Adjusted EBITDA ⁽¹⁾ margin (%)	6.1	5.9	5.0	5.6
Net earnings from continuing operations	2,832	2,288	2,869	2,917
Net earnings	2,832	2,038	2,802	2,703
Per share - basic and diluted (\$)	0.03	0.02	0.03	0.03
Cash flow from operating activities	8,757	7,448	19,962	9,717
Financial position			As at	As at
			September 3,	December 25,
			2022	2021
Net debt ⁽²⁾			41,360	48,366
Financial leverage ratio ⁽³⁾			1.6x	1.9x

(1) Excluding the impact of subsidies obtained, the Adjusted EBITDA⁽²⁾ margin would have been 5% in 2022 and 4,8% in 2021 for the 36- week periods .

(2) Non-IFRS measures. Refer to the table of reconciliation of Net Earnings to adjusted EBITDA in section 6 "Non-IFRS Performance Measures" in the MD&A for the period ended September 03, 2022. **Adjusted EBITDA** corresponds to net operating earnings before costs not related to current operations, depreciation and amortization and expenses for stock-based compensation plan, as shown in the Company's financial statements. **Net debt** corresponds to bank indebtedness, current portion of long-term debt and long-term debt, net of cash, as presented in Colabor's consolidated statements of financial position. **Financial leverage ratio** is defined as as net debt / adjusted EBITDA for the last four quarters.



SHARE INFORMATION (TSX: GCL)

STOCK PRICE (as at October 11, 2022)	\$0.75
52-week high-low	\$0.65 - \$1.12
Number of shares issued and outstanding	101,954,885
Average volume (30 days)	13.0 k
Market capitalization	\$76.5 M
Institutional and management ownership	≈ 34.6%





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