



Aritzia Inc.

Condensed Interim Consolidated  
Financial Statements  
First Quarter of Fiscal 2018

For the 13-week periods ended  
May 28, 2017 and May 29, 2016

# Aritzia Inc.

## Condensed Interim Consolidated Statements of Financial Position

As at May 28, 2017 and February 26, 2017

(Unaudited, in thousands of Canadian dollars)

	Note	May 28, 2017	February 26, 2017
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents		\$ 57,847	\$ 79,527
Accounts receivable		2,711	2,624
Income taxes recoverable		2,979	-
Prepaid expenses and other current assets		12,493	12,743
Inventory	5	74,403	74,184
<b>Total current assets</b>		<b>150,433</b>	<b>169,078</b>
Property and equipment	6	105,308	95,695
Intangible assets		59,269	58,484
Goodwill		151,682	151,682
Other assets		1,975	2,052
Deferred tax assets		9,735	9,854
<b>Total assets</b>		<b>\$ 478,402</b>	<b>\$ 486,845</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Accounts payable and accrued liabilities	7	\$ 44,779	\$ 50,484
Income taxes payable		673	19,222
Current portion of lease obligations		456	766
Current portion of long-term debt	9	15,292	15,288
Deferred revenue		15,483	15,749
<b>Total current liabilities</b>		<b>76,683</b>	<b>101,509</b>
Other non-current liabilities	8	50,961	47,711
Deferred tax liabilities		16,667	16,555
Lease obligations		283	983
Long-term debt	9	118,510	118,479
<b>Total liabilities</b>		<b>263,104</b>	<b>285,237</b>
<b>Shareholders' equity</b>			
Share capital	11	134,634	131,853
Contributed surplus		91,282	88,612
Retained earnings (deficit)		(10,351)	(18,480)
Accumulated other comprehensive loss		(267)	(377)
<b>Total shareholders' equity</b>		<b>215,298</b>	<b>201,608</b>
<b>Total liabilities and shareholders' equity</b>		<b>\$ 478,402</b>	<b>\$ 486,845</b>

Commitments and contingencies (note 17)

Subsequent events (note 17)

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

# Aritzia Inc.

## Condensed Interim Consolidated Statements of Operations

For the 13-week periods ended May 28, 2017 and May 29, 2016

(Unaudited, in thousands of Canadian dollars, except number of shares and per share amounts)

	Note	May 28, 2017	May 29, 2016
Net revenue		\$ 145,046	\$ 126,407
Cost of goods sold	14	<u>87,508</u>	<u>75,196</u>
Gross profit		57,538	51,211
Operating expenses			
Selling, general and administrative		40,843	34,427
Stock-based compensation expense	12	<u>4,667</u>	<u>3,720</u>
Income from operations		12,028	13,064
Finance expense	14	1,266	2,284
Other (income) expenses, net		<u>(2,226)</u>	<u>33</u>
Income before income taxes		12,988	10,747
Income tax expense	15	<u>4,859</u>	<u>2,999</u>
Net income		<u>\$ 8,129</u>	<u>\$ 7,748</u>
Net income per share			
Basic	13	\$ 0.07	\$ 0.08
Diluted	13	<u>0.07</u>	<u>0.08</u>
Weighted average number of shares outstanding ( <i>thousands</i> )			
Basic	13	108,883	103,046
Diluted	13	<u>116,375</u>	<u>103,046</u>

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

# Aritzia Inc.

## Condensed Interim Consolidated Statements of Comprehensive Income

For the 13-week periods ended May 28, 2017 and May 29, 2016

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(Unaudited, in thousands of Canadian dollars)

	May 28, 2017		May 29, 2016
Net income	\$ 8,129	\$	7,748
Other comprehensive income (loss)			
Items that are or may be reclassified subsequently to net income:			
Foreign currency translation adjustment	110		(61)
Comprehensive income	<u>\$ 8,239</u>	<u>\$</u>	<u>7,687</u>

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

# Aritzia Inc.

## Condensed Interim Consolidated Statements of Changes in Shareholders' Equity

For the 13-week periods ended May 28, 2017 and May 29, 2016

(Unaudited, in thousands of Canadian dollars, except number of shares)

	Class A common shares		Class C common shares		Multiple voting shares		Subordinate voting shares		Contributed surplus	Retained earnings (deficit)	Accumulated other comprehensive loss	Total shareholders' equity
	Shares	Amounts	Shares	Amounts	Shares	Amounts	Shares	Amounts				
Balance, February 28, 2016	110,987,688	\$ 66,507	62,781,263	\$ 8,864	-	\$ -	-	\$ -	-	\$ 37,629	\$ (318)	\$ 112,682
Net income	-	-	-	-	-	-	-	-	-	7,748	-	7,748
Foreign currency translation adjustment	-	-	-	-	-	-	-	-	-	-	(61)	(61)
Balance, May 29, 2016	110,987,688	\$ 66,507	62,781,263	\$ 8,864	-	\$ -	-	\$ -	-	\$ 45,377	\$ (379)	\$ 120,369
Balance, February 26, 2017	-	\$ -	-	\$ -	55,756,002	\$ 72,343	53,016,459	\$ 59,510	\$ 88,612	\$ (18,480)	\$ (377)	\$ 201,608
Net income	-	-	-	-	-	-	-	-	-	8,129	-	8,129
Foreign currency translation adjustment	-	-	-	-	-	-	-	-	-	-	110	110
Options exercised (note 12)	-	-	-	-	-	-	271,312	2,781	(1,917)	-	-	864
Stock-based compensation expense (note 12)	-	-	-	-	-	-	-	-	4,587	-	-	4,587
Balance, May 28, 2017	-	\$ -	-	\$ -	55,756,002	\$ 72,343	53,287,771	\$ 62,291	\$ 91,282	\$ (10,351)	\$ (267)	\$ 215,298

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

# Aritzia Inc.

## Condensed Interim Consolidated Statements of Cash Flows

For the 13-week periods ended May 28, 2017 and May 29, 2016

(Unaudited, in thousands of Canadian dollars)

	Note	May 28, 2017	May 29, 2016
<b>Operating activities</b>			
Net income for the period		\$ 8,129	\$ 7,748
Adjustments for:			
Depreciation and amortization		5,475	4,575
Finance expense		1,266	2,284
Stock-based compensation expense	12	4,667	3,720
Amortization of deferred rent		2,108	889
Amortization of deferred lease inducements		(734)	(571)
Unrealized foreign exchange gain on forward contracts	10	(804)	(1,179)
Other		(199)	-
Income tax expense	15	4,859	2,999
Proceeds from deferred lease inducements		1,207	1,431
Cash generated before non-cash working capital balances and interest and income taxes		25,974	21,896
Net change in non-cash working capital balances	19	(4,547)	1,846
Cash generated before interest and income taxes		21,427	23,742
Interest paid		(1,193)	(2,035)
Income taxes paid		(25,869)	(8,046)
Net cash (used in) generated from operating activities		(5,635)	13,661
<b>Financing activities</b>			
Repayment of lease obligations		(541)	(165)
Proceeds from options exercised	12	864	-
Net cash generated from (used in) financing activities		323	(165)
<b>Investing activities</b>			
Purchase of property and equipment	6	(15,425)	(7,080)
Purchase of intangible assets		(1,025)	-
Net cash used in investing activities		(16,450)	(7,080)
Effect of exchange rate changes on cash and cash equivalents		82	(10)
(Decrease) increase in cash and cash equivalents		(21,680)	6,406
Cash and cash equivalents - Beginning of period		79,527	3,586
Cash and cash equivalents - End of period		\$ 57,847	\$ 9,992
Supplemental cash flow information (note 19)			

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

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### 1 Nature of operations and basis of presentation

#### a) Nature of operations

Aritzia Inc. and its subsidiaries (collectively referred to as the "Company") is a design house and fashion retailer. The Company designs apparel and accessories for its collection of exclusive brands and sells them under the Aritzia banner. The Company's range of women's fashion apparel and accessories addresses a range of style preferences and lifestyle requirements. There were 81 and 74 retail stores as at May 28, 2017 and May 29, 2016, respectively.

Aritzia Inc. is a corporation governed by the Business Corporations Act (British Columbia). The address of its registered office is 666 Burrard Street, Suite 1700, Vancouver, B.C., Canada, V6C 2X8. On August 10, 2016, the Company changed its name from Aritzia Capital Corporation to Aritzia Inc.

On October 3, 2016, the Company completed an initial public offering (the "IPO") of its subordinate voting shares through a secondary sale of shares by its principal shareholders.

The IPO of 25,000,000 subordinate voting shares at \$16.00 per subordinate voting share raised gross proceeds of \$400.0 million for the selling shareholders. In addition, such shareholders of the Company granted the underwriters an over-allotment option to purchase from the selling shareholders an additional 3,750,000 subordinate voting shares at an exercise price of \$16.00 per subordinate voting share. The over-allotment option was fully exercised after the IPO and raised additional gross proceeds of \$60.0 million for the selling shareholders. Underwriting fees were paid by the selling shareholders, and other expenses related to the IPO of approximately \$7.7 million were incurred and are being paid by the Company.

On January 26, 2017, the Company completed a secondary offering (the "Secondary Offering") on a bought deal basis of its subordinate voting shares through a secondary sale of shares by certain shareholders, as well as a concurrent block trade by a group of employees of the Company (the "Concurrent Block Trade").

The Secondary Offering of 20,100,000 subordinate voting shares and the sale of 1,788,366 subordinate voting shares through the Concurrent Block Trade raised gross proceeds of \$382.0 million for the selling shareholders, at a price of \$17.45 per subordinate voting share. Underwriting fees were paid by the selling shareholders, and other expenses related to the Secondary Offering of approximately \$0.8 million were incurred and are being paid by the Company.

The Company's subordinate voting shares are listed on the Toronto Stock Exchange under the stock symbol "ATZ".

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### b) Basis of preparation

These unaudited condensed interim consolidated financial statements have been prepared under International Financial Reporting Standards ("IFRS") in accordance with International Accounting Standards ("IAS") 34, "Interim Financial Reporting", as issued by the International Accounting Standards Board ("IASB"), on a basis consistent with those accounting policies followed by the Company in the most recent audited annual consolidated financial statements except where noted below. Certain information, in particular the accompanying notes, normally included in the audited annual consolidated financial statements prepared in accordance with IFRS has been omitted or condensed. Accordingly, these unaudited condensed interim consolidated financial statements do not include all the information required for full annual financial statements, and, therefore, should be read in conjunction with the audited annual consolidated financial statements and the notes thereto for the year ended February 26, 2017 ("Fiscal 2017").

These unaudited condensed interim consolidated financial statements were authorized for issue by the Company's Board of Directors on July 12, 2017.

### c) Seasonality of interim operations

The Company's business is affected by the pattern of seasonality common to most retail apparel businesses. Historically, the Company has recognized a significant portion of its operating profit in the third and fourth fiscal quarters of each year as a result of increased net revenue during the back-to-school and holiday seasons.

## 2 Summary of significant accounting policies

These unaudited condensed interim consolidated financial statements have been prepared using the accounting policies as outlined in note 2 of the Fiscal 2017 audited consolidated financial statements.

## 3 Significant new accounting standards

### *Standards recently adopted*

In December 2014, the IASB issued amendments to IAS 1, "Presentation of Financial Statements", as part of its major initiative to improve presentation and disclosure in financial reports (the "Disclosure Initiative"). These amendments will not require any significant change to current practice, but should facilitate improved financial statement disclosures. The amendments are effective for annual periods beginning on or after January 1, 2016. The Company adopted IAS 1 on its condensed interim consolidated financial statements for the 13-week period ended May 29, 2016, and no material changes were made as a result of this amendment to IAS 1.

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

*Standards not yet adopted*

In May 2014, the IASB issued IFRS 15, "Revenue from Contracts with Customers". The new standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. IFRS 15 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. The Company is currently evaluating the impact of IFRS 15 on its consolidated financial statements and expects to apply the standard in accordance with its future mandatory effective date.

In July 2014, the IASB issued the final version of IFRS 9, "Financial Instruments", which reflects all phases of the financial instruments project and replaces IAS 39, "Financial Instruments: Recognition and Measurement", and all previous versions of IFRS 9. The new standard introduces new requirements for classification and measurement, impairment and hedge accounting. IFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. The Company is currently evaluating the impact of IFRS 9 on its consolidated financial statements and expects to apply the standard in accordance with its future mandatory effective date.

In January 2016, the IASB issued IFRS 16, "Leases", which sets out a new model for lease accounting replacing IAS 17. The standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. Lessors continue to classify leases as finance and operating leases. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided. IFRS 16 is effective for annual periods beginning on or after January 1, 2019, and is to be applied retrospectively. Early adoption is permitted if IFRS 15 has been adopted. While the Company is currently evaluating the impact this new guidance will have on its consolidated financial statements, the recognition of certain leases is expected to increase the assets and liabilities on the consolidated statements of financial position upon adoption. As a result, the Company expects IFRS 16 to have a fundamental change to the consolidated statements of financial position. The Company expects to apply the standard in accordance with its future mandatory effective date.

In June 2016, the IASB issued amendments to IFRS 2, "Share-based Payment", clarifying how to account for certain types of share-based payment transactions. The amendments provide requirements on the accounting for: the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments; share-based payment transactions with a net settlement feature for withholding tax obligations; and a modification to the terms and conditions of a share-based payment that changes the classification from cash-settled to equity-settled. The amendments to IFRS 2 are effective prospectively for annual periods beginning on or after January 1, 2018, with early application permitted. The Company is currently evaluating the impact of IFRS 2 on its consolidated financial statements and expects to apply the standard in accordance with its future mandatory effective date.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### 4 Critical accounting estimates and judgments

The preparation of unaudited condensed interim consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Estimates and assumptions are continuously evaluated and are based on management's best judgments and experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected. Actual results may differ from these estimates.

In preparing these unaudited condensed interim consolidated financial statements, the significant judgments made by management in applying the Company's accounting policies and key sources of estimation of uncertainty were the same as those applied and described in note 4 of the Fiscal 2017 audited consolidated financial statements.

### 5 Inventory

	May 28, 2017	February 26, 2017
Finished goods	\$ 65,323	\$ 68,620
Finished goods in transit	9,080	5,564
	<u>\$ 74,403</u>	<u>\$ 74,184</u>

The Company recorded inventory write-downs as a result of net realizable value being lower than cost, which were recognized in cost of goods sold, of \$416 and \$867 for the 13-week periods ended May 28, 2017 and May 29, 2016, respectively. No inventory write-downs recorded in previous periods were reversed.

All of the Company's inventory is pledged as security for the credit facilities.

### 6 Property and equipment

During the 13-week period ended May 28, 2017, the Company had additions of \$13.9 million, the majority of which were related to leasehold improvements made to its retail stores and the purchase of furniture and equipment for such stores.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### 7 Accounts payable and accrued liabilities

	May 28, 2017	February 26, 2017
Trade accounts payable	\$ 21,998	\$ 30,028
Other non-trade payables	9,873	6,182
Employee benefits payable	12,908	14,274
	<u>\$ 44,779</u>	<u>\$ 50,484</u>

### 8 Other non-current liabilities

	May 28, 2017	February 26, 2017
Deferred lease liability	\$ 32,698	\$ 29,970
Deferred lease inducements	17,097	16,675
Asset retirement obligations	909	889
Director Deferred Share Unit Program liability (note 12)	257	177
	<u>\$ 50,961</u>	<u>\$ 47,711</u>

### 9 Bank indebtedness and long-term debt

Concurrent with the closing of the IPO, the Company amended its term loan and revolving credit facility (collectively the "Credit Facilities") with its syndicate of lenders. The amendments included allowing the Company to enter into bilateral letters of credit agreements of up to \$75.0 million within different lenders, lowering the applicable margin on interest rates and amending other terms and conditions. During the 13-week period ended May 28, 2017, the Company entered into a \$50.0 million trade finance agreement for letters of credit, secured pari passu with the Credit Facilities.

a) Long-term debt outstanding consists of the following as at:

	May 28, 2017	February 26, 2017
Term loan	\$ 134,059	\$ 134,059
Less: Deferred financing fees	(257)	(292)
	<u>133,802</u>	<u>133,767</u>
Term loan, net of deferred financing fees	133,802	133,767
Less: Current portion	(15,292)	(15,288)
	<u>\$ 118,510</u>	<u>\$ 118,479</u>

The term loan matures on May 13, 2019 and requires mandatory loan prepayments by the Company of principal and interest if certain events occur. At May 28, 2017 and February 26, 2017, the Company was not required to make a mandatory loan prepayment.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### b) Bank indebtedness

The Company has a revolving credit facility for operations of \$70.0 million (February 26, 2017 - \$70.0 million). The amount available under the credit facility was reduced by open letters of credit to \$49.9 million and \$50.7 million at May 28, 2017 and February 26, 2017, respectively. Up to \$5.0 million of the facility can be drawn upon by way of a swingline loan.

At May 28, 2017 and February 26, 2017, no advances were made under this facility.

These Credit Facilities are collateralized by a first priority lien on all assets, leased real property interests and inventory. In addition, the Company is to maintain certain financial covenants. At May 28, 2017 and February 26, 2017, the Company was in compliance with all financial covenants.

## 10 Derivative financial instruments

The Company uses foreign currency forward contracts to manage its exposure to fluctuations with respect to the U.S. dollar for U.S. dollar merchandise purchases sold in Canada. The fair value of the forward contracts is included in prepaid expenses and other current assets or in accounts payable and accrued liabilities in the consolidated statements of financial position, depending on whether they represent assets or liabilities to the Company.

The amount recorded in the condensed interim consolidated statements of operations in other income, net relates to the change in fair value of foreign currency forward contracts during the 13-week periods ended May 28, 2017 and May 29, 2016 which were gains of approximately \$0.8 million and \$1.2 million, respectively.

The forward contracts generally have a term of no more than 12 months. The notional amount of these contracts outstanding at May 28, 2017 was USD\$30.5 million (February 26, 2017 - USD\$27.5 million) at an average forward rate of 1.3121 (February 26, 2017 - 1.3026). The forward contracts had a positive fair value of \$1.0 million as at May 28, 2017 (February 26, 2017 - positive fair value of \$0.2 million).

## 11 Share capital

Prior to the IPO, the Company's authorized share capital consisted of an unlimited number of Class A, Class B, Class C, Class D common shares and preferred shares. There were 110,987,688 Class A common shares and 62,781,263 Class C common shares issued and outstanding.

Immediately prior to the closing of the IPO, all of the outstanding Class A and Class C common shares were exchanged for either one multiple voting share or one subordinate voting share. The Company's Class B and Class D common shares and preferred shares were removed from the Company's authorized share capital. The Company's authorized share capital consists of (i) an unlimited number of subordinate voting shares, (ii) an unlimited number of multiple voting shares and (iii) an unlimited number of preferred shares, issuable in series. Each subordinate voting share is entitled to one vote and each multiple voting share is entitled to 10 votes on all matters upon which holders are entitled to vote.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

Following the foregoing share exchanges, all of the Company's issued and outstanding multiple voting shares and subordinate voting shares were consolidated on a one-to-0.5931691091 basis.

Concurrent with the IPO and Secondary Offering, the selling shareholders exchanged a certain number of their multiple voting shares for subordinate voting shares.

As at May 28, 2017, there were 55,756,002 multiple voting shares and 53,287,771 subordinate voting shares issued and outstanding. There were no preferred shares issued and outstanding as at May 28, 2017.

### 12 Stock options

The Company has a legacy Equity Incentive Plan (the "Legacy Plan") pursuant to which it has granted stock options to directors, employees, consultants and advisors. Concurrent with the IPO, the Company amended and restated the Legacy Plan to comply with public company provisions as required by the Toronto Stock Exchange and implemented a new stock option plan (the "2016 Option Plan").

#### Legacy Plan

Prior to the IPO, the Company had both time-based and performance-based options to acquire Class A or Class D common shares. Time-based and performance-based options annually vest pro rata on the anniversary of the grant date for a period of up to five years. Vested performance-based options become earned and exercisable upon a liquidation event based upon the majority shareholder's achievement of a certain internal rate of return. As a result of the IPO, a liquidation event was triggered and, as such, certain performance-based options under the Legacy Plan became earned and exercisable.

In connection with the IPO, options to acquire Class A and Class D common shares were also consolidated on a one-to-0.5931691091 basis for options exercisable to acquire subordinate voting shares at a post-consolidated exercise price such that the in-the-money value of such options remained unchanged.

Following completion of the IPO, no additional options will be granted under the Legacy Plan, and the outstanding options under the Legacy Plan are exercisable for subordinate voting shares of the Company. In addition, the expiration date of certain options under the Legacy Plan was extended from June 1, 2017 to April 4, 2018. Outstanding stock options have a term of 10 years to 15 years.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

Transactions for stock options granted under the Legacy Plan post share consolidation for the periods ended on the dates indicated below were as follows:

	For the 13-week periods ended			
	May 28, 2017		May 29, 2016 <sup>(1)</sup>	
	Number of stock options	Weighted average exercise price	Number of stock options	Weighted average exercise price
Outstanding, at beginning of period	11,288,672	\$ 3.82	16,766,534	\$ 2.83
Exercised	(271,312)	3.19	-	-
Forfeited	(23,726)	6.30	(29,658)	5.36
Outstanding, at end of period	10,993,634	\$ 3.83	16,736,876	\$ 2.83

<sup>(1)</sup> This table reflects the options and exercise price after the one-to-0.5931691091 share consolidation which took effect immediately prior to the closing of the IPO.

### a) Time-based options

The Legacy Plan in effect prior to the IPO provided that the Board of Directors, at its sole discretion, could elect to settle vested time-based options in cash upon the request of an option holder under certain circumstances. As a result of the Company having historically cash-settled vested time-based options for certain option holders prior to the IPO, the Company was considered to have a cash-settled plan. As a cash-settled plan, the Company was required to record a liability for the potential future settlement of the vested time-based options at each reporting date by reference to the fair value of the liability. Concurrent with the IPO, the Company amended the Legacy Plan to remove the cash settlement feature as of September 30, 2016. As a result of this modification, the Company accounts for the time-based options as an equity-settled plan from the date of modification.

The fair value of the recorded liability in relation to the time-based options at the date of modification, September 30, 2016, was \$107.2 million. This amount has been reclassified to contributed surplus on the consolidated statements of financial position.

The weighted average fair value of the time-based stock options at the date of modification was estimated based on the Black-Scholes option pricing model using the following assumptions:

Dividend yield	0.0%
Expected volatility	44.0%
Risk-free interest rate	1.0%
Expected life	1.2 to 5.7 years
Exercise price (post share consolidation)	\$0.01 to \$7.09

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

The computation of expected volatility was based on the historical volatility of comparable companies from a representative peer group of publicly traded retail apparel companies. The expected life estimate was determined by management based on a number of factors including vesting terms, exercise behaviour and the contractual term of the options.

Stock-based compensation expense in relation to the time-based options for the 13-week periods ended May 28, 2017 and May 29, 2016 was \$1.8 million and \$3.7 million, respectively. Included in the expense for the 13-week period ended May 29, 2016 was an adjustment for the fair value of the options based on an updated estimated share price of the Company of \$3.2 million when the Legacy Plan was a cash-settled plan.

### b) Performance-based options

The performance-based options are equity-settled. As such, the expense associated with performance-based options is recorded as stock-based compensation expense with a corresponding entry made to contributed surplus on the consolidated statements of financial position.

During August 2016, the Company concluded that it is probable that the performance conditions will be achieved and recognized stock-based compensation expense in relation to the performance-based options of \$0.5 million during the 13-week period ended May 28, 2017.

The weighted average fair value of the performance-based stock options at the date of grant was estimated based on the Black-Scholes option pricing model using the following assumptions:

Dividend yield	0.0%
Expected volatility	43.1% to 54.8%
Risk-free interest rate	1.0% to 3.5%
Expected life	0.8 to 10.0 years
Exercise price (post share consolidation)	\$0.01 to \$7.09

### 2016 Option Plan

Concurrent with the IPO, the Company adopted the 2016 Option Plan pursuant to which it can grant share options to acquire subordinate voting shares to directors, executive officers, employees and consultants. The options vest annually pro rata on the anniversary of the grant date over a period of five years.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

Transactions for stock options granted under the 2016 Option Plan for the 13-week period ended May 28, 2017 were as follows:

	Number of stock options	Weighted average exercise price
Outstanding, at beginning of period	3,263,759	\$ 16.12
Granted	454,226	14.20
Forfeited	(36,607)	16.29
Outstanding, at end of period	<u>3,681,378</u>	<u>\$ 15.88</u>

The weighted average fair value of the time-based stock options granted during the 13-week period ended May 28, 2017 was estimated at the date of grant based on the Black-Scholes option pricing model using the following assumptions:

Dividend yield	0.0%
Expected volatility	42.0%
Risk-free interest rate	1.1%
Expected life	6 years
Exercise price	\$14.20

Stock-based compensation expense in relation to the time-based options under the 2016 Option Plan for the 13-week period ended May 28, 2017 was \$2.3 million.

### Director Deferred Share Unit Program

The Director Deferred Share Unit Program was adopted in conjunction with the IPO for non-employee board members. Each eligible director receives a portion of his or her annual director retainer in deferred share units ("DSUs").

The grant of DSUs does not entitle any eligible director to dividends or other distributions on the Company's subordinate voting shares, or to exercise voting rights or any other rights attaching to the ownership of the subordinate voting shares, provided that the Board may determine if and when DSUs are to be credited with dividend equivalents based on the dividend policy of the Company at the relevant time.

DSUs vest when granted, but are not redeemable for cash settlement until the eligible director ceases to be a member of the Board. DSUs are granted quarterly and the Company is required to record a liability for the potential future settlement of the DSUs at each reporting date by reference to the fair value of the liability. The fair value of the recorded liability in relation to the DSUs was \$0.3 million at May 28, 2017, with the expense for the 13-week period ended May 28, 2017 of \$0.1 million recorded as stock-based compensation expense.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### 13 Net income per share

#### a) Basic

Basic net income (loss) per share is calculated by dividing the income (loss) attributable to shareholders of the Company by the weighted average number of multiple voting shares and subordinate voting shares outstanding during the periods ended on the dates provided below, after giving effect, on a retrospective basis, to a one-to-0.5931691091 share consolidation that occurred in connection with the IPO. As all the classes of shares are subject to the same distribution rights, the Company performs the net income (loss) per share calculations as if all shares are a single class.

	13-week periods ended	
	May 28, 2017	May 29, 2016
Net income attributable to shareholders of the Company	\$ 8,129	\$ 7,748
Weighted average number of shares outstanding during the period ( <i>thousands</i> )	108,883	103,046
Basic net income per share	\$ 0.07	\$ 0.08

#### b) Diluted

In calculating net income (loss) per diluted share for options that can be settled in either shares or cash, the more dilutive of the cash-settled and equity-settled method is used. Accordingly, stock options that are accounted for as cash-settled will require adjustments to the numerator and denominator if the equity-settled method is determined to have a more dilutive effect. The cash-settled method was more dilutive up to the date of modification for the 13-week period ended May 29, 2016. The weighted average number of shares outstanding was adjusted after giving effect, on a retrospective basis, to a one-to-0.5931691091 share consolidation that occurred in connection with the IPO.

	13-week periods ended	
	May 28, 2017	May 29, 2016
Net income attributable to shareholders of the Company	\$ 8,129	\$ 7,748
Weighted average number of shares for net income per diluted share ( <i>thousands</i> )	116,375	103,046
Net income per diluted share	\$ 0.07	\$ 0.08

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### 14 Expenses by nature

	Cost of goods sold	
	13-week periods ended	
	May 28, 2017	May 29, 2016
Inventory and product-related costs and occupancy costs	\$ 83,199	\$ 71,693
Depreciation expense	4,309	3,503
	<u>\$ 87,508</u>	<u>\$ 75,196</u>
	Personnel expenses	
	13-week periods ended	
	May 28, 2017	May 29, 2016
Salaries, wages and employee benefits	\$ 35,518	\$ 28,714
Stock-based compensation expense	4,667	3,720
	<u>\$ 40,185</u>	<u>\$ 32,434</u>
	Finance expense	
	13-week periods ended	
	May 28, 2017	May 29, 2016
Interest expense and banking fees	\$ 1,218	\$ 1,960
Amortization of deferred financing fees	48	324
	<u>\$ 1,266</u>	<u>\$ 2,284</u>

### 15 Income taxes

The income tax expense is recognized based on management's best estimate of the weighted average annual income tax rate expected for the full fiscal year. To the extent that forecasts differ from actual results, adjustments are recognized in subsequent periods. The statutory income tax rate for the 13-week periods ended May 28, 2017 and May 29, 2016 is 26.4% and 26.4%, respectively. The Company's effective income tax rate for the 13-week periods ended May 28, 2017 and May 29, 2016 is 37.4% and 27.9%, respectively.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

### 16 Segment information

The Company defines an operating segment on the same basis that it uses to evaluate performance internally and to allocate resources by the Chief Operating Decision Maker (the "CODM"). The Company has determined that the Chief Executive Officer is its CODM and there is one operating segment. Therefore, the Company reports as a single segment. This includes all sales channels accessed by the Company's customers, including sales through the Company's eCommerce website and sales at the Company's stores.

The following table summarizes revenue by geographic location of customers:

	13-week periods ended	
	May 28, 2017	May 29, 2016
Canada	\$ 99,693	\$ 88,840
United States	45,353	37,567
	<u>\$ 145,046</u>	<u>\$ 126,407</u>

The Company's non-current, non-financial assets (property and equipment, intangible assets and goodwill) are geographically located as follows:

	May 28, 2017	February 26, 2017
Canada	\$ 278,988	\$ 274,502
United States	37,271	31,359
	<u>\$ 316,259</u>	<u>\$ 305,861</u>

### 17 Commitments and contingencies

#### a) Operating leases

The Company conducts operations from leased stores, distribution centres and administrative offices.

Leases for certain of the Company's premises include renewal options, rent escalation clauses, and free-rent periods. Minimum annual commitments for the Company's operating leases for its premises, excluding other occupancy charges and additional rent based on a percentage of sales, are as follows:

Less than 1 year	\$ 76,920
Between 1 and 5 years	323,015
More than 5 years	322,146
Total	<u>\$ 722,081</u>

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

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(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

Subsequent to period end, the Company entered into additional operating leases, increasing the total minimum lease commitments by \$4.6 million (excluding other occupancy charges and additional rent based on percentage of sales).

b) Purchase obligations

At May 28, 2017 and February 26, 2017, the Company had purchase obligations of \$20.3 million and \$24.8 million, respectively, which represent commitments for fabric expected to be used during upcoming seasons, made in the normal course of business.

c) Letters of credit

At May 28, 2017 and February 26, 2017, the Company had open letters of credit of \$20.1 million and \$19.3 million, respectively.

### 18 Related party transactions

The Company is ultimately controlled by Canada Retail Holdings, L.P., also being the Company's ultimate parent. During the 13-week periods ended May 28, 2017 and May 29, 2016, the Company entered into the following transactions with related parties:

- a) Berkshire Partners LLC ("Berkshire") is the investment manager to private equity funds that indirectly hold an ultimate controlling interest in the Company. Berkshire provided consulting and management advisory services to the Company pursuant to a Management Agreement dated December 19, 2005. Concurrent with the closing of the IPO, the Company terminated the Management Agreement with Berkshire.

During the 13-week period ended May 29, 2016, the Company incurred management fees of \$82 for services rendered. Total reimbursements to Berkshire for travel, lodging and other costs for the 13-week periods ended May 28, 2017 and May 29, 2016 were \$21 and \$22, respectively. At May 28, 2017 and February 26, 2017, \$16 and \$nil, respectively, was included in accounts payable and accrued liabilities.

- b) In connection with the IPO and Secondary Offering, the Company reimbursed in aggregate \$1.4 million in professional fees and other costs to the principal selling shareholders in accordance with the Company's obligations under the registration rights agreement. At May 28, 2017 and February 26, 2017, \$918 and \$948, respectively, was included in accounts payable and accrued liabilities.

- c) During the 13-week periods ended May 28, 2017 and May 29, 2016, the Company purchased \$3.9 million and \$5.2 million, respectively, of merchandise from a company partially owned by private equity funds managed by Berkshire. At May 28, 2017 and February 26, 2017, \$208 and \$47, respectively, was included in accounts payable and accrued liabilities.

# Aritzia Inc.

## Notes to Condensed Interim Consolidated Financial Statements

May 28, 2017

(Unaudited, in thousands of Canadian dollars, unless otherwise noted)

- d) During the 13-week periods ended May 28, 2017 and May 29, 2016, the Company paid \$746 and \$488, respectively, for rent of premises partially owned by a company that is owned by a director and officer of the Company.
- e) Key management includes the Company's directors and executive team. Compensation awarded to key management includes:

	13-week periods ended	
	May 28, 2017	May 29, 2016
Salaries, directors' fees and short-term benefits	\$ 763	\$ 652
Stock-based compensation expense <sup>(1)</sup>	1,512	130
	<u>\$ 2,275</u>	<u>\$ 782</u>

- (1) Stock-based compensation expense for the 13-week period ended May 28, 2017 includes stock-based compensation expense for the Company's time-based and performance-based options under the Legacy Plan, plus stock-based compensation expense for the Company's time-based options under the 2016 Option Plan (note 12).

### 19 Supplemental cash flow information

	13-week periods ended	
	May 28, 2017	May 29, 2016
Net change in non-cash working capital balances		
Accounts receivable	\$ (209)	\$ (348)
Prepaid expenses and other current assets	1,129	(593)
Inventory	300	5,549
Other assets	96	(745)
Accounts payable and accrued liabilities	(5,461)	(1,393)
Deferred revenue	(402)	(624)
	<u>\$ (4,547)</u>	<u>\$ 1,846</u>
Supplemental cash flow information		
Accrued purchases of property and equipment	\$ 4,439	\$ 1,844
Accrued purchases of intangible assets	984	-