

LFL, Canada's Largest Home Retailer, Releases Results for the Quarter Ended March 31, 2024; Same-Store Sales Increase of 9.0%

Toronto, Ontario--(Newsfile Corp. - May 8, 2024) - Leon's Furniture Limited (**TSX: LNF**) ("**LFL**" or the "**Company**"), today announced financial results for the quarter ended March 31, 2024.

Financial Highlights - Q1-2024

These comparisons are with the 2023 first quarter unless stated otherwise.

- System-wide sales for the first quarter 2024 were \$677.7 million, an increase of 8.3%.
- Revenue for the first quarter 2024 was \$562.3 million, an increase of 9.6%.
- Same store sales increase⁽¹⁾ of 9.0%.
- Gross profit margin in the quarter increased 52 basis points to 43.87%.
- Adjusted net income⁽¹⁾ for the quarter totaled \$16.4 million, an increase of 27.1%.
- Adjusted diluted earnings per share⁽¹⁾ of \$0.24, an increase of 26.3%.
- On March 31, 2024, unrestricted liquidity was \$374.2 million, comprised of cash, cash equivalents, debt and equity instruments and the undrawn revolving credit facility.



First Quarter - 6 Year Financial Performance of LFL

To view an enhanced version of this graphic, please visit:

https://images.newsfilecorp.com/files/4576/208307_leonstable1.jpg

⁽¹⁾ For a full explanation of the Company's use of non-IFRS and supplementary financial measures, please refer to the sections of this press release with the headings "Non-IFRS Financial Measures" and "Supplementary Financial Measures".

Mike Walsh, President and CEO of LFL commented, "I am immensely proud of our team's performance in the first quarter. In an environment that is proving challenging for many organizations in our sector, LFL generated outstanding top and bottom-line results, with system-wide sales up 8.3%, and adjusted diluted EPS growing by 26.3%. Our success at retail during the quarter was a direct result of the strategic decisions we made over a year ago to position the company for a value-focused environment. This further validates our consistent strategy to concentrate on driving higher returns on our existing assets, through four-wall execution, omnichannel, and ancillary businesses, while only growing square footage where it truly makes sense to do so. With unmatched scale in our sector across omnichannel and distribution, underpinned by a rock-solid balance sheet with \$374 million in unrestricted liquidity, LFL is positioned to continue gaining market share and driving results for shareholders."

Summary financial highlights for the three months ended March 31, 2024 and March 31, 2023

For the	Three months ended			
(C\$ in millions except %, share and per share amounts)	March 31, 2024	March 31, 2023	\$ Increase (Decrease)	% Increase (Decrease)
Total system-wide sales ⁽¹⁾	677.7	625.6	52.1	8.3%
Franchise sales ⁽¹⁾	115.4	112.6	2.8	2.5%
Revenue	562.3	513.0	49.3	9.6%
Cost of sales	315.5	290.6	24.9	8.6%
Gross profit	246.7	222.4	24.3	10.9%
Gross profit margin as a percentage of revenue	43.87%	43.35%		
Selling, general and administrative expenses ⁽²⁾	221.1	200.9	20.2	10.1%
SG&A as a percentage of revenue	39.32%	39.16%		
Income before net finance costs and income tax expense	25.6	21.5	4.1	19.1%
Net finance costs	(4.6)	(5.1)	(0.5)	(9.8%)
Income before income taxes	21.0	16.3	4.7	28.8%
Income tax expense	4.6	3.4	1.2	35.3%
Adjusted net income ⁽¹⁾	16.4	12.9	3.5	27.1%
Adjusted net income as a percentage of revenue ⁽¹⁾	2.92%	2.52%		
After-tax mark-to-market gain on financial derivative instruments ⁽¹⁾	(2.4)	-	(2.4)	(100.0%)
Net income	18.8	12.9	5.9	45.7%
Basic weighted average number of common shares	68,051,318	67,878,902		
Basic earnings per share	\$ 0.28	\$ 0.19	\$ 0.09	47.4%
Adjusted basic earnings per share ⁽¹⁾	\$ 0.24	\$ 0.19	\$ 0.05	26.3%
Diluted weighted average number of common shares	68,646,657	68,663,089		
Diluted earnings per share	\$ 0.27	\$ 0.19	\$ 0.08	42.1%
Adjusted diluted earnings per share ⁽¹⁾	\$ 0.24	\$ 0.19	\$ 0.05	26.3%
Common share dividends declared	\$ 0.18	\$ 0.16	\$ 0.02	12.5%

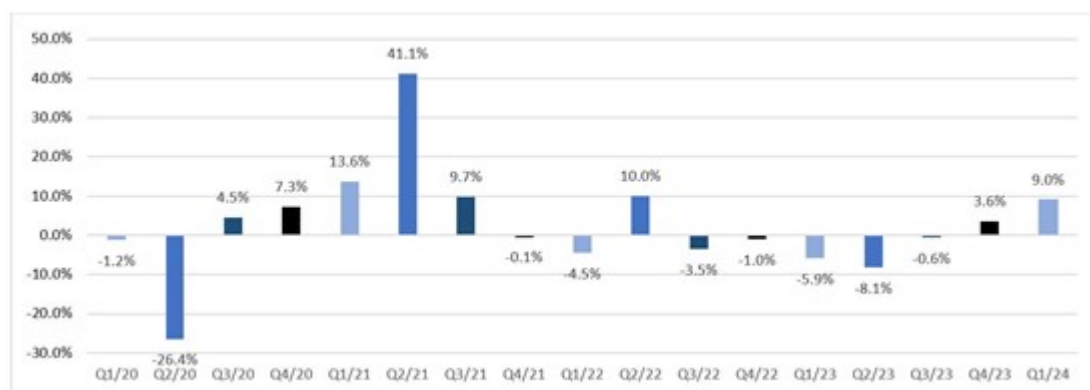
(1) Refer to the non-IFRS financial measures section for additional information.

(2) Selling, general and administrative expenses ("SG&A").

Same Store Sales⁽¹⁾

For the	Three months ended			
(C\$ in millions, except %)	March 31, 2024	March 31, 2023	\$ Increase	% Increase
Same store sales ⁽¹⁾	545.1	500.1	45.0	9.0%

(1) Refer to the supplementary financial measures section for additional information.



Historical Same Store Sales⁽¹⁾ as previously reported based on comparable quarters

To view an enhanced version of this graphic, please visit:
https://images.newsfilecorp.com/files/4576/208307_leonstable2.jpg

(1) Please refer to the sections of this press release with the headings "Non-IFRS Financial Measures" and "Supplementary Financial Measures".

Revenue

For the three months ended March 31, 2024, revenue was \$562.3 million compared to \$513.0 million in the first quarter of 2023. Revenue increased \$49.3 million or 9.6% as compared to the prior year quarter. The Company has seen continued momentum in both retail and commercial sales in the current quarter. The improvement was driven by strong growth in the furniture and appliance categories, which were supported by strong inventory positions and effective promotions.

Same Store Sales ⁽¹⁾

Same store sales in the quarter increased by 9.0% compared to the prior year's first quarter, driven by factors discussed in the revenue section.

Gross Profit

The gross profit margin for the first quarter 2024 was 43.87% compared to 43.35% for the first quarter 2023, an increase of 52 basis points. This increase in gross margin percentage during the quarter was primarily driven by a more favorable business mix, improved furniture margin due to lower inventory and freight costs, and optimized promotional initiatives.

Selling, General and Administrative Expenses ("SG&A")

The Company's SG&A as a percentage of revenue for the first quarter of 2024 was 39.32%, an increase of 16 basis points over the first quarter 2023. The Company's SG&A as a percentage of revenue for the current quarter increased primarily because of higher point-of-sale retail financing fees due to the higher Bank of Canada interest rates as compared to same quarter last year and provincial minimum wage increases.

Adjusted Net Income ⁽¹⁾ and Adjusted Diluted Earnings Per Share ⁽¹⁾

Adjusted net income for the quarter totaled \$16.4 million, which represents an increase of \$3.5 million over the prior year's quarter. The improvement is driven by strong sales and gross profit margin as outlined above.

The adjusted diluted earnings per share in the first quarter of 2024 was \$0.24 per share, an increase of 26.3% over the prior year's quarter.

Net Income and Diluted Earnings Per Share

Net income for the first quarter 2024 was \$18.8 million, or \$0.27 per diluted earnings per share as compared to \$0.19 per diluted earnings per share recorded in the prior year's quarter, an increase of \$0.08 per share or 42.1%, driven primarily by strong operational results and a mark-to-market gain on financial derivative instruments.

Dividends

As previously announced, the Company paid a quarterly dividend of \$0.18 per common share on 8th day of April 2024. Today the Directors have declared a quarterly dividend of \$0.18 per common share payable on the 8th day of July 2024 to shareholders of record at the close of business on the 10th day of June 2024. As of 2007, dividends paid by Leon's Furniture Limited are "eligible dividends" pursuant to the changes to the Income Tax Act under Bill C-28, Canada.

(1) Please refer to the sections of this press release with the headings "Non-IFRS Financial Measures" and "Supplementary Financial Measures".

Outlook

Given the Company's strong and continuously improving financial position, our principal objective is to increase our market share and profitability. We remain focused on our commitment to effectively manage our costs but to also continuously invest in the business to drive growth initiatives that will drive more customers to both our online eCommerce sites and our 302 store locations across Canada.

Non-IFRS Financial Measures

The Company uses financial measures that do not have standardized meaning under IFRS and may not be comparable to similar measures presented by other entities. The Company calculates the non-IFRS financial measures by adjusting certain IFRS measures for specific items the Company believes are significant, but not reflective of underlying operations in the period, as detailed below:

Non-IFRS Measure	IFRS Measure
Adjusted net income	Net income
Adjusted income before income taxes	Income before income taxes
Adjusted earnings per share - basic	Earnings per share - basic
Adjusted earnings per share - diluted	Earnings per share - diluted
Adjusted EBITDA	Net income

Adjusted Net Income

The Company calculates comparable measures by excluding the effect of changes in fair value of derivative instruments, related to the net effect of USD-denominated forward contracts. The Company uses derivative instruments to manage its financial risk in accordance with the Company's corporate treasury policy. Management believes excluding from income the effect of these mark-to-market valuations and changes thereto, until settlement, better aligns the intent and financial effect of these contracts with the underlying cash flows.

Adjusted EBITDA

Adjusted earnings before interest, income taxes, depreciation and amortization, mark-to-market adjustment due to the changes in the fair value of the Company's financial derivative instruments and any non-recurring charges to income ("Adjusted EBITDA") is a non-IFRS financial measure used by the Company. The Company considers adjusted EBITDA to be an effective measure of profitability on an operational basis and is commonly regarded as an indirect measure of operating cash flow, a significant indicator of success for many businesses. The Company's Adjusted EBITDA may not be comparable to the Adjusted EBITDA measure of other companies, but in management's view appropriately reflects the Company's specific financial condition. This measure is not intended to replace net income, which, as determined in accordance with IFRS, is an indicator of operating performance.

The following is a reconciliation of reported net income to adjusted EBITDA:

For the	Three months ended	
	March 31, 2024	March 31, 2023
(C\$ in millions)		
Net income	18.8	12.9
Income tax expense	5.5	3.4
Net finance costs	4.6	5.1
Depreciation and amortization	27.2	26.7
Mark-to-market gain on financial derivative instruments	(3.2)	-
Adjusted EBITDA	52.9	48.1

Total System Wide Sales

Total system wide sales refer to the aggregation of revenue recognized in the Company's consolidated financial statements plus the franchise sales occurring at franchise stores to their customers which are not included in the revenue figure presented in the Company's consolidated financial statements. Total system wide sales is not a measure recognized by IFRS and does not have a standardized meaning prescribed by IFRS, but it is a key indicator used by the Company to measure performance against prior period results. Therefore, total system wide sales as discussed in this MD&A may not be comparable to similar measures presented by other issuers. We believe that disclosing this measure is meaningful to investors because it serves as an indicator of the strength of the Company's overall store network, which ultimately impacts financial performance.

Franchise Sales

Franchise sales figures refer to sales occurring at franchise stores to their customers which are not included in the revenue figures presented in the Company's consolidated financial statements, or in the same store sales figures in this MD&A. Franchise sales is not a measure recognized by IFRS, and does not have a standardized meaning prescribed by IFRS, but it is a key indicator used by the Company to measure performance against prior period results. Therefore, franchise sales as discussed in this MD&A may not be comparable to similar measures presented by other issuers. Once again, we believe that disclosing this measure is meaningful to investors because it serves as an indicator of the strength of the Company's brands, which ultimately impacts financial performance.

Supplementary Financial Measures

The Company uses supplementary financial measures to disclose financial measures that are not (a) presented in the financial statements and (b) is, or is intended to be, disclosed periodically to depict the historical or expected future financial performance, financial position or cash flow, that is not a non-IFRS financial measure as detailed above.

Same Store Sales

Same store sales are defined as sales generated by stores, both in store and through online transactions, that have been open for more than 12 months on a fiscal basis. Same store sales as discussed in this MD&A may not be comparable to similar measures presented by other issuers, however this measure is commonly used in the retail industry. We believe that disclosing this measure is meaningful to investors because it enables them to better understand the level of growth of our business.

About Leon's Furniture Limited

Leon's Furniture Limited is the largest retailer of furniture, appliances and electronics in Canada. Our retail banners include: Leon's; The Brick; Brick Outlet; and The Brick Mattress Store. Finally, with The Brick's Midnorthern Appliance banner alongside with Leon's Appliance Canada banner, this makes the Company the country's largest commercial retailer of appliances to builders, developers, hotels and property management companies. The Company has 302 retail stores from coast to coast in Canada under various banners. The Company operates six websites: leons.ca, thebrick.com, furniture.ca, midnorthern.com, transglobalservice.com and appliancecanada.com.

Cautionary Statement

This press release may contain forward-looking statements that are subject to known and unknown risks and uncertainties that could cause actual results to vary materially from targeted results. Such risks and uncertainties include those described in Leon's Furniture Limited's periodic reports including the annual report or in the filings made by Leon's Furniture Limited from time to time with securities regulatory authorities.

This News Release may include certain "forward-looking statements" which are not comprised of historical facts. Forward-looking statements include estimates and statements that describe the

Company's future plans, objectives or goals, including words to the effect that the Company or management expects a stated condition or result to occur. Forward-looking statements may be identified by such terms as "believes", "anticipates", "expects", "estimates", "may", "could", "would", "will", or "plan". Since forward-looking statements are based on assumptions and address future events and conditions, by their very nature they involve inherent risks and uncertainties. Although these statements are based on information currently available to the Company, the Company provides no assurance that actual results will meet management's expectations. Risks, uncertainties and other factors involved with forward-looking information could cause actual events, results, performance, prospects and opportunities to differ materially from those expressed or implied by such forward-looking information. Forward looking information in this news release includes, but is not limited to, the Company's objectives, goals or future plans, and estimates of market conditions. Factors that could cause actual results to differ materially from such forward-looking information include, but are not limited to failure to identify beneficial business opportunities, failure to convert the potential in the pursued business opportunities to tangible benefits to the Company or its shareholders, the ability of the Company to counteract the potential impact of the COVID-19 coronavirus on factors relevant to the Company's business, delays in obtaining or failures to obtain required shareholder and TSX approvals, changes in equity markets, inflation, changes in exchange rates, fluctuations in commodity prices, delays in the development of projects, and those risks set out in the Company's public documents filed on SEDAR. Although the Company believes that the assumptions and factors used in preparing the forward-looking information in this news release are reasonable, undue reliance should not be placed on such information, which only applies as of the date of this news release, and no assurance can be given that such events will occur in the disclosed time frames or at all. The Company disclaims any intention or obligation to update or revise any forward-looking information, whether as a result of new information, future events or otherwise, other than as required by law.

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