

le château



FACT SHEET

APRIL 2009

PROFILE

Le Château is a leading Canadian brand in specialty retailing, offering a broad array of contemporary fashion apparel, accessories and footwear for style-conscious women and men. The Le Château brand is synonymous with ageless fashion at accessible prices and is sold exclusively through the Company's 222 retail locations, of which 218 are located in Canada and 4 in the New York City area. The Company's outlets are primarily found in major urban shopping malls, complemented with high pedestrian-traffic, street-front locations. In addition, the Company has 9 stores under license in the Middle East.

The Company's 49-year tradition of vertical integration, a design and manufacturing approach to retailing, makes it unique among Canadian fashion merchants.



HIGHLIGHTS Fourth Quarter & Fiscal Year 2009

(In thousands of dollars, unless otherwise indicated)

	For the three months ended			For the year ended		
	January 31, 2009 (14 weeks)	January 26, 2008 (13 weeks)	Change (%)	January 31, 2009 (53 weeks)	January 26, 2008 (52 weeks)	Change (%)
Sales	102,555	99,973	2.6	345,614	336,070	2.8
EBITDA	23,907	23,154	3.3	74,495	68,192	9.2
as a % of sales	23.3	23.2		21.6	20.3	
Net earnings	13,167	12,359	6.5	38,621	32,596	18.5
Net earnings per share (\$)						
Basic	0.54	0.49	10.2	1.56	1.30	20
Diluted	0.54	0.49	10.2	1.55	1.29	20.2
Weighted average number of shares outstanding (in '000)	24,355	25,036		24,796	24,978	
Comparable store sales growth (%)	(5.4)	2.4		(2.7)	5.6	

Fourth Quarter Highlights

- Sales rose 2.6% to \$102.6 million for the 14-week period ended January 31, 2009, compared to \$100.0 million for the 13-week period ended January 26, 2008. Comparable store sales decreased 5.4% versus the same period a year ago.
- Net earnings increased 6.5% to \$13.2 million for the 14-week period ended January 31, 2009 from \$12.4 million for the 13-week period ended January 26, 2008. Earnings per share (basic) for the period increased 10.2% to \$0.54 per share from \$0.49 per share last year. Earnings before interest, income taxes, depreciation and amortization (EBITDA) increased 3.0% to \$23.9 million or 23.3% of sales, compared to \$23.2 million or 23.2% of sales a year ago.

Fiscal Year 2009 Highlights

- Net earnings reached a record level of \$38.6 million or \$1.56 per share (basic) for fiscal year 2009 compared to \$32.6 million or \$1.30 per share for fiscal year 2008. Earnings before interest, income taxes, depreciation and amortization (EBITDA) for the year increased 9.2% to \$74.5 million or 21.6% of sales, compared to \$68.2 million or 20.3% of sales last year.
- During the year, Le Château opened twelve new stores and expanded nine existing stores, resulting in the addition of 83,000 square feet or 8.6% to the Le Château network, bringing the total floor space at end of year to 1,048,000 square feet.

FIVE YEAR HIGHLIGHTS

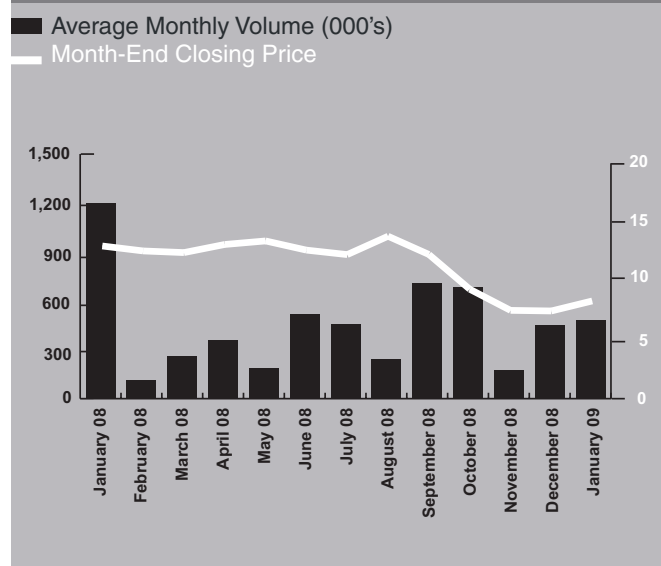
	For the fiscal years ended				
	January 31, 2009 (53 weeks)	January 26, 2008	January 27, 2007	January 28, 2006	January 29, 2005
Sales (\$ millions)	345.6	336.1	303.9	279.1	241.1
Net earnings (\$ millions)	38.6	32.6	24.8	23.5	15.9
Net earnings per share (\$)					
Basic	1.56	1.30	1.02	0.99	0.74
Diluted	1.55	1.29	1.00	0.96	0.71
Net earnings margin (%)	11.2	9.7	8.2	8.4	6.6
Dividends per share (\$)					
Ordinary	0.625	0.50	0.28	0.20	0.16
Special	0.25	—	0.75	—	—
Comparable store sales growth (%)	(2.7)	5.6	3.8	11.2	4.9
Number of stores at year-end	221	209	195	185	174
Square footage	1,047,529	965,077	853,767	762,093	686,830
Sales per square foot (\$) ⁽¹⁾	385	408	407	416	394

⁽¹⁾ Excluding Le Château outlet stores.

OUTLOOK

The Company believes it is well positioned to compete effectively in the specialty retail apparel market with its vertically integrated approach to retailing. The Company continues to expand its customer base and remains committed to enhancing the customer experience by elevating its service standards and by focusing on product innovation. Le Château will remain centered on improving all aspects of its business through ongoing brand-building efforts, better inventory management, tighter cost controls, and continued investments in research, design and development, renovations, and new technologies. The Company will also continue to study and draw on opportunities for revenue generation through foreign licensing of its offering and brand.

STOCK Performance



le château

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Market Information

Symbol & Exchange TSX: CTU.A
Price Range:
 High/Low (Q4'08) \$9.99 - \$6.31
 High/Low (53 weeks) \$14.24 - \$6.31
Number of Shares Outstanding
(January 31, 2009) 24,223,464

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