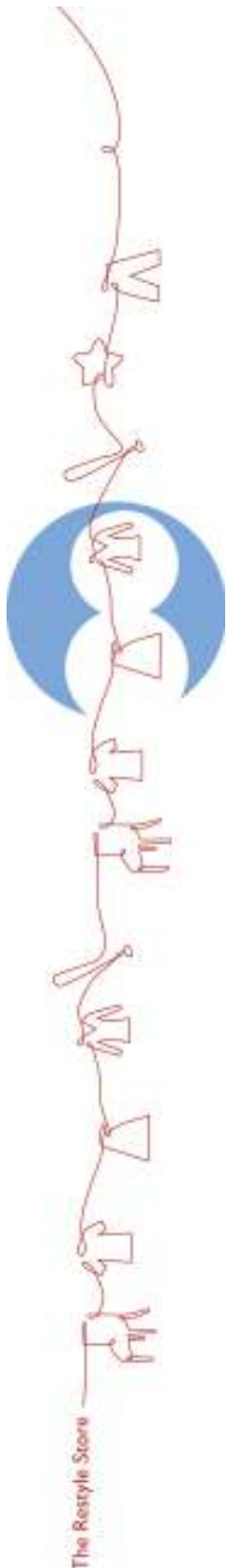


Savers Fact Sheet

- OVERVIEW:** Savers, Inc., headquartered in Bellevue, Wash., is a privately held for-profit thrift store chain offering the best in secondhand shopping. An international company, Savers has more than 210 locations throughout the United States, Canada and Australia, and receives its merchandise by paying cash to non-profit partners for donated clothing and household items. Savers is online at www.savers.com.
- OPERATES:** Savers (*throughout the United States*)
Value Village (*in Canada, Oregon, Washington and Alaska*)
Village des Valeurs (*in Quebec*)
- STORES:** 109 stores in 23 U.S. States
101 stores in 10 Canadian Provinces
5 stores in Victoria, Australia
- FOUNDED:** By Bill Ellison in 1954 under the name of Salvage Management Corporation
- MERCHANDISE:** Clothing; shoes; kitchenware; accessories; books; electronics; toys; infant goods; sporting goods; home décor; furniture and more
- BUSINESS:** Under Savers' unique business model, the company partners with local non-profits by purchasing and reselling donated items. The charity partners collect and deliver donated goods to Savers, who pays the organization a bulk rate for the items regardless of whether or not they ever make it to the sales floor. Reusable items are displayed for purchase in stores, while unsuitable items are shipped to developing countries and material wholesalers for recycling.
- CHARITY:** 120 charity partners throughout the United States, Canada and Australia
More than \$117 million is paid annually to non-profit partners
- RECYCLING:** As nearly half of all donations are unsuitable for retail sale, roughly 262 million pounds of clothing, shoes, toys, books and other items are sold and shipped to developing nations each year, keeping those goods from landfills
- EXECUTIVES:** Ken Alterman, President and Chief Executive Officer
Don Gorski, Chief Financial Officer
Shannon Vernerey, Vice President of Canadian Operations
Chad Buscho, Vice President of US Operations
- EMPLOYS:** More than 10,000 employees throughout the Savers network



Savers Winning Business Model

The world's largest for-profit thrift store chain, Savers, Inc. has flourished for more than 50 years through their successful "everyone wins" business model. Founded in 1954, Savers pioneered the concept of partnering with local non-profits by purchasing and reselling donated items. Under this model, charities and the communities they support win by receiving a sustainable funding source; the environment wins through the implementation of recycling; and Savers wins by managing a thriving business that provides strong career tracks to thousands of individuals.

COMMUNITY & CHARITABLE PARTNERSHIPS

Savers provides benefits for local communities by purchasing goods collected by local non-profit organizations. Here's how it works:

- **Charity partners collect reusable clothing** and household items and deliver them to Savers
- **Savers pays the non-profit a bulk rate** based on the volume of goods delivered; Savers also compensates charities for donated items delivered directly to the stores by individuals
- **Savers sorts through the donations for reusable items** suitable for the retail floor, which are then value priced and displayed for purchase

Through this business model, Savers **has paid more than one billion dollars to charitable organizations in their 53-years of operation**, allowing the non-profits to concentrate on the core needs of their organizations while leaving the complex retail operation to Savers. Currently, Savers partners with 120 charity organizations throughout the United States, Canada and Australia.

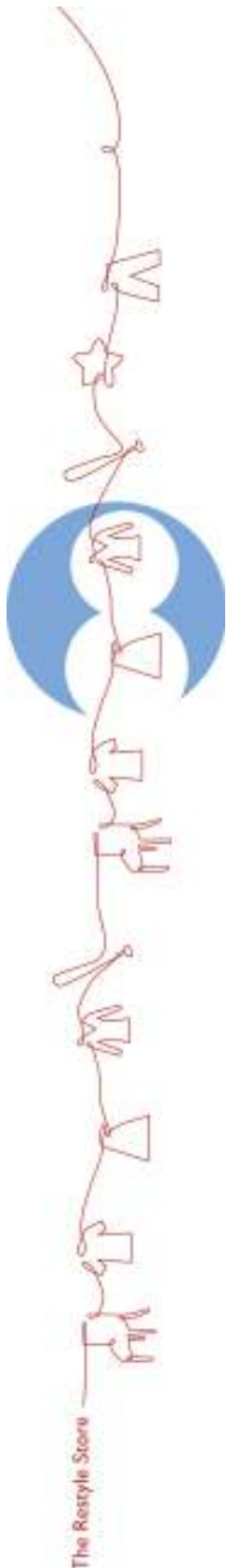
ENVIRONMENT

The Savers business model helps protect the environment by promoting the reuse of household goods and clothing which otherwise may end up in landfills. Beyond that, roughly 50 percent of donated goods are unsuitable for the retail floor, and are shipped to developing countries and material wholesalers for reuse. **Savers sells and ships 262 million pounds of reusable goods to developing nations annually**, which are then sold at local markets or shredded and recycled into rags.

COMPANY AND EMPLOYEE GROWTH

Through strong non-profit partnerships and a commitment to recycling, **Savers has grown from a single store in 1954 to more than 210 retail outlets** throughout North America and Australia in 2007. **More than 10,000 individuals are employed** throughout the Savers network, and because the business operates as a for-profit organization, employees enjoy a promising career track, full benefits and entry into the retail market. From training store managers to managing regional teams, Savers career tracks exceed positions typically found in the resale environment.

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Savers and Recycling

Did you know that every year, the average American throws away 67.9 pounds of used clothing and rags? In the U.S alone, this translates to *twenty billion pounds* of used clothing and textiles tossed into landfills each year!

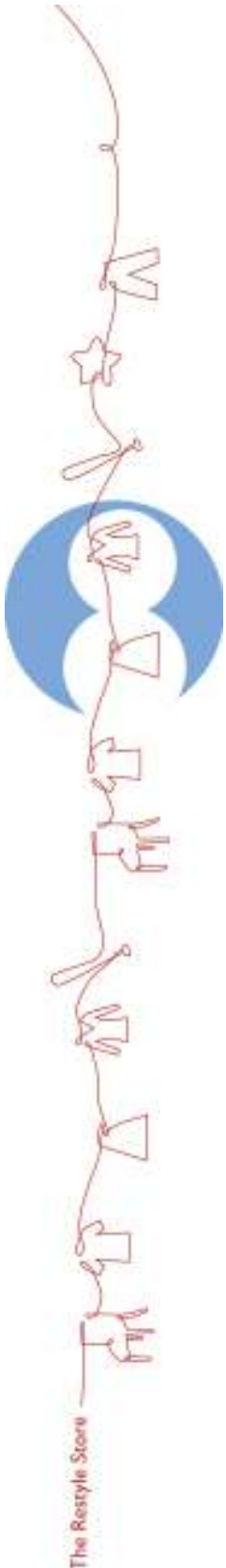
Savers' commitment to giving back is built seamlessly into many aspects of its business practices. In 2006 alone, Savers **recycling program** prevented **262 million pounds** of its unsold merchandise from ending up in landfills by reselling domestically and internationally where the goods could benefit people in need.

The Benefits of “Thrift-Cycling”

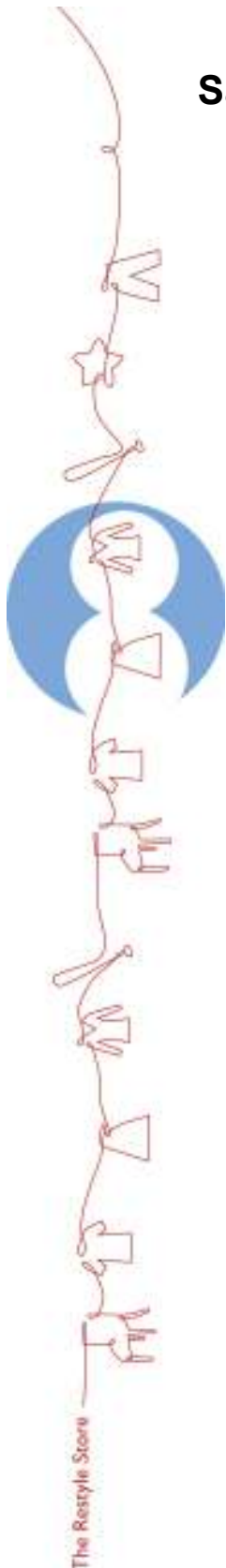
Consuming reusable products or donating used clothing encompasses a “full circle effect” of benefits:

- You **save money**: buying reusable, quality products is typically less expensive than buying new items, using them once and then discarding them.
- You help **conserve our planet’s natural resources** – energy and raw material consumption is reduced because the need to manufacture is directly tied to our consumption habits.
- You help **eliminate waste** by consuming sensibly. This frees up natural resources for other worthwhile purposes.
- Recycled clothing and household items can mean a **world** of difference to people in developing countries who rely on such items to improve their **quality of life**.

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Savers Timeline



1930's and 1940's – Ben and Orlo Ellison are instrumental in building the Salvation Army's thrift store organization.

1954-1966 – Bill continues to open and manages thrift stores for charities under Salvage Management Corporation.

1971 – Bill moves the company headquarters to Renton and changes the corporate name from Salvage Management Corporation to Thrift Village, Inc.

1980 – Thrift Village, Inc. is operating fifteen stores and opens its first Canadian store in Vancouver, B.C. under the name Value Village.

1987 – Now operating 35 stores, Bill Ellison transitions to Chairman of the company and Tom Ellison becomes President of TVI Inc.

1990 – TVI Inc. is operating roughly 60 stores and begins enjoying a rapid growth rate.

1997 – With a new store in Melbourne, TVI Inc. successfully enters the Australian market, adding four more stores to the region over the next two years.

2003 – Savers, Inc. acquires the 9-store chain of Shop & Save thrift stores in the Pacific Northwest.

Aug. 2006 – Freeman Spogli & Co. investment firm retains 50 percent ownership, replacing Berkshire Partners.

1954 – Ben Ellison convinces his son, Bill Ellison, to join the thrift industry and he subsequently opens Value Village in San Francisco under "Salvage Management Corporation;" the new store rings up \$448 in gross sales on opening day.

1966 – Bill opens his own thrift store in Redwood City, Calif., followed shortly by a store in Renton, Wash. named Value Village.

1974 – Thrift Village, Inc. is operating eight stores in three states; Bill's son, Tom Ellison, graduates from Newport High School and joins the company as a truck driver.

1984 – Thrift Village, Inc. adopts the shortened corporate name TVI Inc. and moves its headquarters to Bellevue, Wash. a year later.

1988 – The Savers name is introduced to the thrift chain family because Value Village, or similarly named thrift stores, already exist in other states.

1995 – The company reaches the 100th store milestone.

2000 – TVI Inc. sells 50 percent stake to Berkshire Partners LLC of Boston; Tom Ellison owns the remaining 50 percent of the company. Savers, Inc. becomes the name of the corporation in 2000.

2006 – TVI Inc. now operates under Savers, Inc. and manages nearly 200 stores throughout the United States, Canada and Australia, with more than 9,000 employees.

Savers Merchandise

Customers shop Savers and Value Village for a huge volume of value priced items. With something for everyone, it's the ultimate treasure hunt!

CLOTHING – Brand name bargains from the likes of Calvin Klein and Armani are mixed among vintage jackets, everyday outfits and period pieces to create a fashionable trunk of treasures.

SHOES – Need a pair of white sandals for your trip to the beach? Want cowboy boots for your line dancing class? Savers rescues soles in need for pennies on the dollar.

KITCHENWARE – Excellent for first-time renters, new homeowners and dorm dwellers, Savers has everyday kitchenware, special food accessories, cookware and plastics for shabby chic kitchens.

ACCESSORIES – Hats, gloves, purses, sunglasses and jewelry add finishing touches to original outfits. Antique jewelry is a thrift store favorite!

BOOKS – Hard cover classics and today's best sellers are value priced for the bargain book lover (and cheaper than a well-overdue library fine!).

ELECTRONICS – Replace a missing remote, get a new phone or carry out a keyboard; and for the technologically inclined, Savers is a haven for electronic odds and ends for any mechanical project.

TOYS – Board games, stuffed animals and educational playthings keep shopping frugally fun.

INFANT GOODS – With babies growing quickly, thrifty parents can easily donate the outgrown and take home a closet full of new outfits and products for the little one.

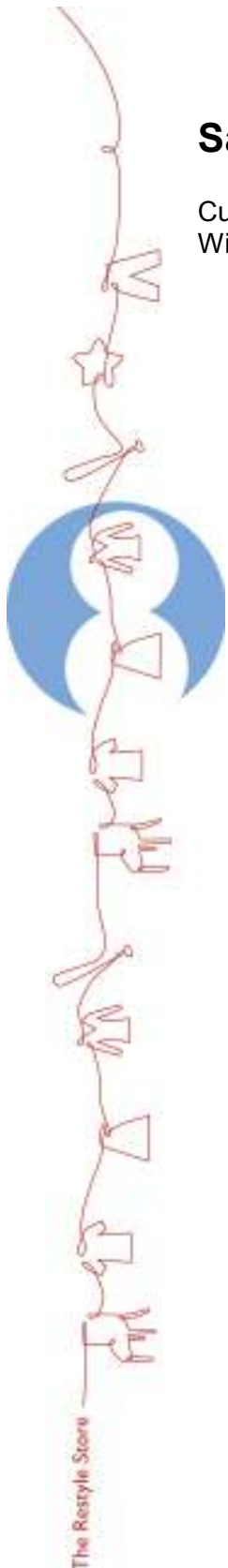
SPORTING GOODS – Pick up antique water skis for the rec room, a tennis racket for tots or in-line skates to get in shape. With Savers' low prices, there's no guilt if a newfound interest in a sport turns out to be short-lived!

LINENS, ETC. – Sheets, curtains, table cloths, placemats and fabric remnants are great for the home, or craft project scraps.

FURNITURE – Do-it-yourselfers have a field day purchasing old furniture for a brand-new makeover, while many items are perfect as is, from desks to comfy living room chairs.

HOME DÉCOR – Paintings are enjoyed even more when the frame doesn't cost a fortune, and bargain bric-a-brac clings to every display.

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Savers Customers

Savers, Inc. is redefining second-hand retail shopping by making it the ultimate treasure hunt for consumers of all types. A retail melting pot; customers range from urban hipsters, to moms on a budget, to six-figure professionals who flock to Savers and Value Village stores to seek the best bargains and value for their money. Drawn to the “thrill of the hunt,” customers from all economic backgrounds spend time scouring the predictably unpredictable sales floor where bargains abound. Frequent shoppers include:

- **Young adults and teens** looking to express individuality through clothing
- **Families** on a budget
- **Costume designers**
- **Ebay sellers** looking for stock
- Penny-pinched **college students** in need of dress and décor
- **Garage-sale lovers**
- Creative **costume shoppers**
- **Antique enthusiasts**
- **Do-It-Yourselfers** who want to make the old look new again
- **Vintage aficionados**
- **Thrifty moms** with quickly growing children
- **Arts & craft fans**

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