



COAST Wholesale
APPLIANCES

"Innovative Products for Builders, Designers & Home Owners"

*30
Years
of Success*

Coast Wholesale Appliances Income Fund Annual General Meeting

May 15, 2008



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R. Blain Lawson

President and CEO

Today's Presentation



- 2007 performance highlights
- Progress in implementing business strategy
- Positive growth fundamentals for 2008 and beyond
- Financial review
- Business outlook and plans

Forward-Looking Statements



This presentation may contain forward-looking statements relating to expected future events and financial and operating results of Coast that involve risks and uncertainties. The actual results may differ materially from management expectations as projected in such forward-looking statements for a variety of reasons. These include market and general economic conditions, and the risks and uncertainties detailed from time to time in Coast's continuous disclosure materials filed with Canadian securities regulatory authorities. These forward-looking statements are based on assumptions that management considered reasonable at the time they were prepared. Due to the potential impact of these factors, Coast disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by applicable law.

Another Strong Year for Coast



- Achieved record annual sales
- Expanded coverage of Western Canada, opening two new Alberta stores
- Increased monthly cash distributions to unitholders
- Performed particularly well in first half

Second Half Challenges






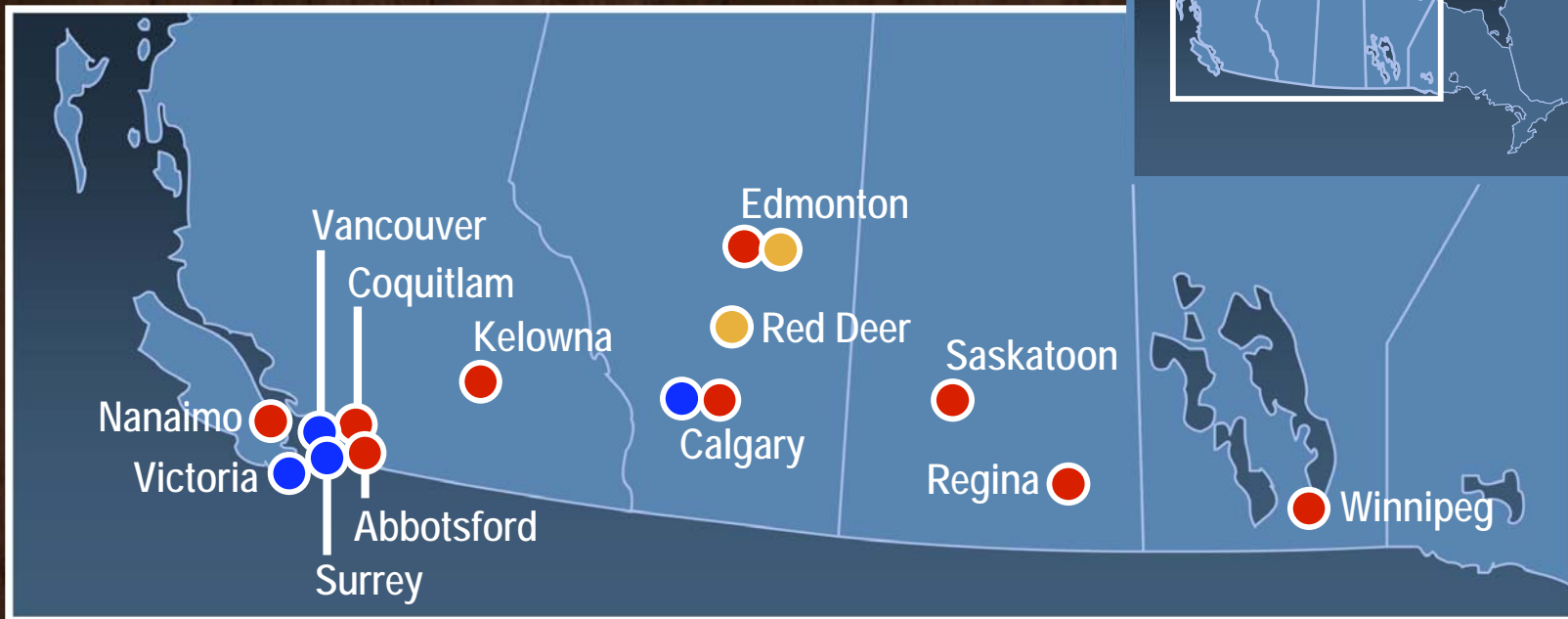
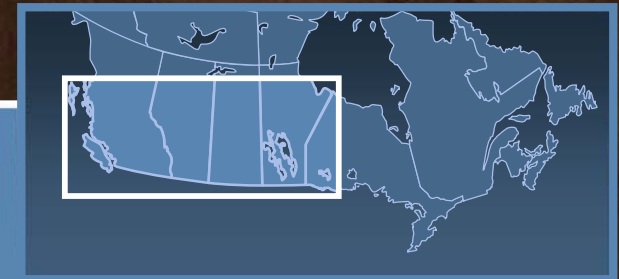
- Weaker US economy resulted in more cautious consumer spending in Canada
- Retail buyers expected lower pricing as C\$ strengthened but suppliers were slow to respond with price reductions
 - Sales and gross margins both impacted as products require 60 days in Coast's supply chain to see benefit of any supplier price reductions
- Retail slowing was more than offset by strong contract sales to developers and builders

Growth Strategy 1

Expand Geographic Coverage

- Opened two additional stores in Alberta

 Retail Store  Retail Store and Warehouse  New Stores



Strong Sales Performance






- New stores helped drive annual sales revenues to \$143 million, up 13.6% over 2006
- Comparable-store sales grew 8.7%

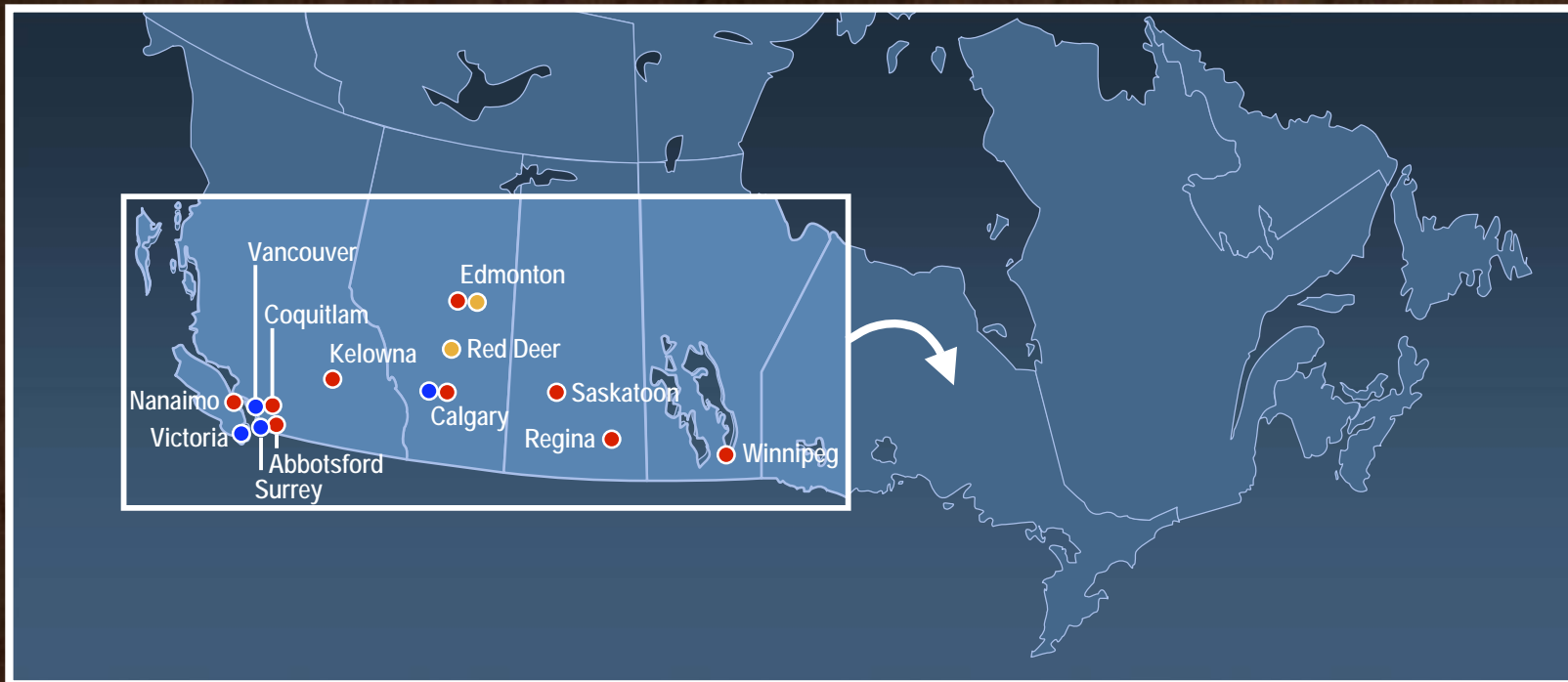


Growth Strategy 1

Expand Geographic Coverage

- Opened two additional stores in Alberta
- Possible eastern Canadian market entry via acquisition

 Retail Store  Retail Store and Warehouse  New Stores



Growth Strategy 2



Increase Sales From Existing Branches

- Enhance appeal of showrooms as a retail destination
- Capitalize on Coast's growing brand recognition
- Expand product offerings
- Build on strength of sales force
- Tailor product offerings to regional preferences



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Growth Strategy 3



Enhance Profitability

- Sharpen focus on higher-margin products
- Improve supply chain management
- Streamline non-selling functions



Positive Economic Growth Fundamentals



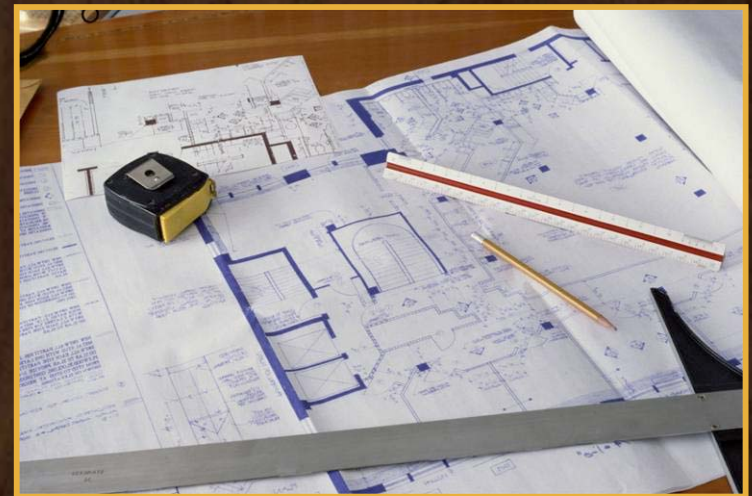
- Continued strong demand for major home appliances driven by favourable demographics and population growth
- Sales spurred by robust housing activity and increasing home renovation
- Sales growth also supported by new product innovations and increasing focus on home décor and energy efficiency



Balanced Revenue Stream



- A diversified business model driven by both new home construction and renovation market
- Balanced customer base
 - Sales approximately evenly split between contract sales to developers, builders and designers, and direct sales to retail customers



First Quarter 2008 Performance Highlights



- Sales up 8.7% over Q1 2007
- Comparable-store sales up 7.1% year-over-year
- Gross margin improved by 0.2% from Q1 2007





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Financial Review

Jack G. Peck

Vice President and CFO

2007 Revenue Growth



Overall Revenues



Comparable Store* Sales



*Locations open for more than a year

2007 Financial Results



In 000s except % and per-unit amounts	Year Ended Dec. 31, 2007	Year Ended Dec. 31, 2006
Sales	\$143,035	\$125,955
Gross profit	35,772	31,656
Gross margin	25%	25.1%
Net income before non-controlling interest	10,827	10,375
EBITDA	14,059	14,170
EBITDA margin	9.8%	11.3%

2007 Cash Distributions



In 000s except % and per-unit amounts	Year Ended Dec. 31, 2007	Year Ended Dec. 31, 2006
Adjusted distributable cash	\$12,428	\$12,771
Adjusted distributable cash per unit	1.24	1.27
Distributions declared	12,116	12,040
Distribution per unit	1.21	1.20
Adjusted distribution ratio	97.5%	94.3%

Q1 2008 Financial Results



In 000s except % and per-unit amounts	3 Months Ended Mar. 31, 2008	3 Months Ended Mar. 31, 2007
Sales	\$33,876	\$31,161
Gross profit	8,466	7,731
Gross margin	25.0%	24.8%
Net income before non-controlling interest	1,941	2,014
EBITDA	2,849	2,793
EBITDA margin	8.4%	9.0%

Q1 2008 Cash Distributions



In 000s except % and per-unit amounts	3 Months Ended Mar. 31, 2008	3 Months Ended Mar. 31, 2007
Adjusted distributable cash	\$2,415	\$2,555
Adjusted distributable cash per unit	0.24	0.25
Distributions declared	3,086	3,010
Distribution per unit	0.31	0.30
Adjusted distribution ratio	127.8%	117.8%

Pending Taxation Changes



- Fund continues to evaluate federal government's new taxation of income trusts
- Further information about transition process required before best course of action can be determined





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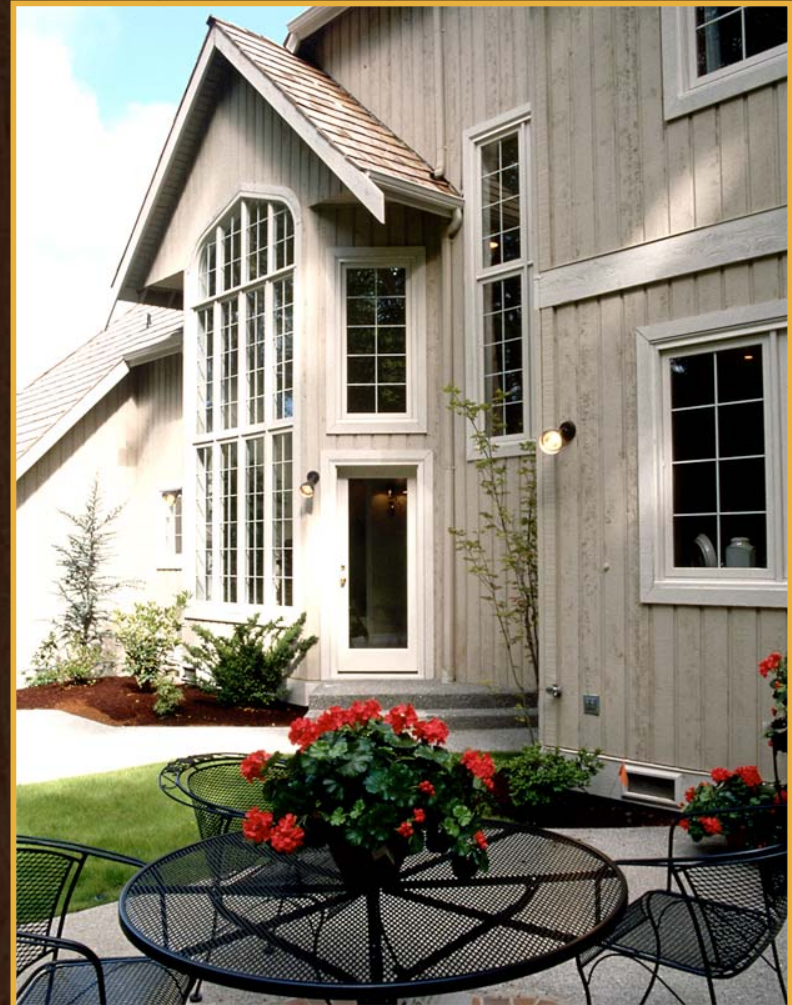
R. Blain Lawson

President and CEO

Cautiously Optimistic Business Outlook



- Slowing of single-family housing starts in Western Canada to be offset by robust multi-family market
- Total housing starts expected to near record levels of past two years
- Ongoing sales growth anticipated from existing stores



Priorities for 2008



- Enhance profitability
- Further improve supply chain management to reduce receivable and inventory
- Further reduce operating expenses





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