

## **DISCLAIMER**

### Forward-Looking Statements.

Certain statements contained herein or in connection with this presentation are "forward-looking statements" within the meaning of applicable securities laws and regulations. These forward-looking statements can generally be identified by the use of words such as "anticipate," "expect," "believe," "could," "estimate," "feel," "forecast," "goal", "intend," "may," "plan," "potential," "project," "should," "target," "will," "would," and similar words, phrases or expressions and variations or negatives of these words, although not all forward-looking statements contain these identifying words. Forward-looking statements by their nature address matters that are, to different degrees, uncertain, such as statements regarding the estimated or anticipated future results of Albertsons Companies, Inc. ("Albertsons Companies"), achieving our strategic transformation, our future environmental commitments, anticipated productivity savings, guidance, and levels of food inflation and other statements that are not historical facts. These statements are based on the current expectations of Albertsons Companies management and are not predictions of actual performance. These forward-looking statements are subject to a number of risks and uncertainties regarding the company's business and the industries in which it operates and actual results may differ materially. These risks and uncertainties, as well as other risks and uncertainties, are more fully discussed in the sections entitled "Risk Factors" of Albertsons Companies' Annual Report on Form 10-K for the fiscal year ended February 27, 2021 (as filed with the SEC on April 28, 2021).

#### Non-GAAP Measures and Identical Sales.

This presentation or any statements made in connection with this presentation may include certain non-GAAP measures, including EBITDA (Earnings before interest, tax, depreciation, and amortization), Adjusted EBITDA, Adjusted EBITDA margin, adjusted free cash flow and adjusted free cash flow conversion ratio (collectively, the "Non-GAAP Measures"). These Non-GAAP Measures are performance measures that provide supplemental information that Albertsons Companies believes is useful to analysts and investors to evaluate ongoing results of operations, when considered alongside other GAAP measures such as net income, operating income and gross profit. These Non-GAAP Measures exclude the financial impact of items management does not consider in assessing the ongoing operating performance of Albertsons Companies, and thereby facilitate review of its operating performance on a period-to-period basis. As a result of the effects of these factors and factors specific to other companies, Albertsons Companies believes these Non-GAAP measures provide helpful information to analysts and investors to facilitate a comparison of their operating performance to that of other companies. Additional information regarding these Non-GAAP measures are available in Albertsons Companies' previously disclosed SEC filings. The appearance of Non-GAAP Measures in this presentation should not be construed as an inference that Albertsons Companies' future results will be unaffected by unusual or non-recurring items. Except as otherwise noted herein, a reconciliation of each Non-GAAP Measure has not been provided herein because such reconciliation could not be produced without unreasonable effort.

As used in this presentation, the term "identical sales includes stores operating during the same period in both the current fiscal year and the prior fiscal year, comparing sales on a daily basis. Direct to consumer internet sales are included in identical sales and fuel sales are excluded from Albertsons Companies' identical sales.



## ALBERTSONS COMPANIES AT A GLANCE

2,277
store
locations

**1,727** in-store pharmacies

**~\$70B** sales in FY 2020

25M+
registered loyalty
members

**400** fuel stations

**~\$15B**Own Brands

portfolio

+258%
digital sales
growth in FY 2020

~300K associates

**20+** Iconic Banners Averaging **85** Years Of Operating History

































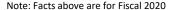






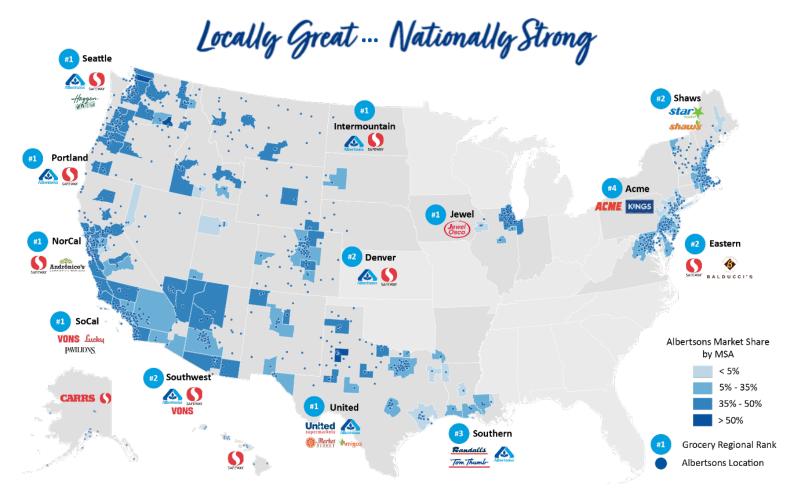






## WELL POSITIONED IN ATTRACTIVE MARKETS NATIONALLY

We rank #1 or #2 in 67% of the 121 MSAs in which we operate





## DIVERSE AND EXPERIENCED LEADERSHIP TEAM



Vivek Sankaran\* President & Chief Executive Officer





**Bob Dimond** EVP & Chief Financial Officer







**Susan Morris** EVP & Chief Operations Officer





**Geoff White\*** EVP & Chief Merchandising Officer





Chris Rupp\* EVP & Chief Customer & Digital Officer





**Anuj Dhanda** EVP & Chief Information Officer







Mike Theilmann\* EVP & Chief Human Resources Officer







Juliette Pryor\* **EVP & General Counsel** 















**Justin Ewing** EVP & Real Estate/ Corporate Development





<sup>\*</sup> Denotes management team members that are new to Albertsons or in a new role since the beginning of 2019.

## EARLY INNINGS OF OUR STRATEGIC TRANSFORMATION

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	FY 2020 Accomplishments	<b>Current Plans</b>
Driving Growth Through In-Store Excellence	<ul> <li>✓ Fresh identical sales outpaced center store by 300 bps in Q4 2020</li> <li>✓ Launched 1,200+ Own Brands products</li> <li>✓ Completed 409 store remodels</li> </ul>	<ul> <li>Enhancing the customer experience</li> <li>Expanding rollout of Meal Solutions</li> <li>Innovating in Own Brands, adding</li> <li>800+ new items per year</li> </ul>
Accelerating our Omnichannel Capabilities	<ul> <li>✓ Invested \$300MM in digital</li> <li>✓ Expanded Drive Up &amp; Go (DUG) to</li> <li>1,400+ locations</li> </ul>	Advancing our digital capabilities and profitability  ~ ~2,000 DUG stores by FYE 2021  • 9 MFCs by FYE 2021
Driving Productivity	<ul> <li>✓ Achieved \$500MM in productivity savings</li> <li>✓ Leveraged technology to improve efficiency, drive automation, and enable more targeted promotions</li> </ul>	Modernizing technology infrastructure and driving COGS and Supply Chain savings  Targeting \$1.5B in gross savings by FY 2022
Strengthening our Talent and Culture	<ul> <li>✓ Added key talent with skills aligned with our strategic goals</li> <li>✓ Contributed \$260MM in food and cash donations to our communities</li> </ul>	Fostering a supportive and inclusive culture  Advancing our ESG strategy Elevating diversity, equity and

**Executing on our strategic priorities with significant progress in FY 2020** 



inclusion

## DEEP AND LASTING CUSTOMER RELATIONSHIPS



# **Engaged Customers Create** a Perpetual Growth Engine

- Actively engaged customers increased almost 10% in FY2020 vs. FY2019
- ✓ 11 million additional identified customers at FYE 2020 vs. prior year
- ✓ Increased omnichannel households 3x in FY2020 vs. prior year with 20% increase in household spend
- Harness rich data set:
   150 million data points per day

**Result: Higher Lifetime Value** 



# PRODUCTS AND PLANET

# MAKING A DIFFERENCE WHERE IT MATTERS MOST: OUR PLANET, OUR PEOPLE AND OUR COMMUNITIES

169

electric vehicle chargers enabled

~126K+

charging sessions





2M+

CO2e saved\*

metric tons of

50+

solar sites



#### 880M+ lbs 26M+ lbs

recycled cardboard

recycled plastic film

\*through 650 energy efficiency projects in 2020



COMMUNITY EFFORTS



**Committed to Setting Science-Based Targets** 

to Reduce Carbon **Emissions** 

## 100%

Own Brands packaging will be recyclable, reusable or compostable by 2025



Conducted 120+ interactive "Leading With Inclusion," discussions focused on building an inclusive leadership team for 4K+ leaders



Our stores donated more than 83 million pounds of food, making us a Visionary Partner for Feeding America®



Administered 3.9M+ vaccinations through May 10, 2021



in cash and food donations

37.5M

breakfasts for kids

We are committed to help feed our neighbors in need

**13M** 

individuals reached



"We must continue to set the example of Courtesy, Dignity, and Respect towards everyone who walks through our doors."

- Vívek Sankaran





## ALBERTSONS COMPANIES IS WELL POSITIONED TO DRIVE LONG-TERM GROWTH AND SHAREHOLDER VALUE

- National scale with density and local market strength where we operate
- Early innings of a transformation to strengthen our foundation and deliver a superior customer experience
- Growth anchored in fresh, own brands, digital, variety and execution excellence
- Deepening customer relationships through personalization enabled by our loyalty programs
- Robust productivity program to offset inflation and fund growth initiatives
- Balanced capital allocation strategy prioritizing reinvestments in the business, returning cash to shareholders, and improving the strength of our balance sheet
- Strong management team with diverse backgrounds and unique expertise
- Entrepreneurial and nimble culture locally great and nationally strong



# Q&A

