Albertsons Ecosystem

Albertsons Companies, Inc.
250 Parkcenter Blvd.
Boise, Idaho, 83706
Phone: (208) 395-6200 www.albertsons.com

Outside Relationships

Regulators | Capital | Suppliers | Customers

Public Debt Holders
Commercial Banks

Selected US and Foreign Regulators

- Federal Trade Commission
- Food and Drug Administration
- Drug Enforcement Administration
- Bureau of Alcohol, Tobacco, Firearms and Explosives
- US Environmental Protection Agency
- U.S. Department of Agriculture
- Federal Communications Commission
- National Labor Relations Board
- Equal Employment Opportunity Commission
- Consumer Product Safety Commission
- Medicare, Medicaid, and the Patient Protection and Affordable Care Act (Obamacare)
- Health Insurance Portability and Accountability Act
- Energy Regulators
- Foreign Corrupt Practices Act
- State and Local Governments
- European Union General Data Protection Regulation
- California Consumer Protection Act

Key Producers and Distributors

- Grimmway Farms (Produce)
- McKesson (Branded and Generic Drugs)
- Philips 66 (Fuel)
- KeHE, Food Distributors

Leading Third Party Brands

- **Beverages**: Coca Cola, Dr. Pepper, Gatorade, Tropicana
- **Grains, Pasta, Sides**: StoveTop, Palmini, Miracle Noodle, Mina
- **Canned Goods & Soups**: Hormel, Dole, Campbell, Maruchan, Lotus Foods, Signature, Ortega
- **Condiments, Spice, Bake**: Old Bay, McCormick, Heinz, Bertolli
- **Cookies, Snacks, and Candy**: Cracker Jack, Tostitos, Hershey, Cheetos
- **Dairy, Eggs, & Cheese**: Oatly, Dannon, Starbucks, Chobani, Coffee-mate, Yoplait, Silk, Lucerne
- **International Cuisine**: Taco Bell, Twin Dragon, Kikkoman, Maggi

Bond Financing
Working Capital Financing
Supplies of Produce, Canned Goods, Snacks, Beverages, Meat and Seafood, Pharmaceuticals, Fuel, and General Merchandise
Business Regulation
Retail and eCommerce Grocery and General Merchandise, Prescription Drugs, and Fuel Sales

Customers: Individuals | Businesses

Albertsons Companies, Inc. (Delaware Corporation)

Debt Structure

Debt ($8.7B @ 2/39/20) | Credit Ratings for Long-Term Debt: Moody's (Ba3) and S&P (B+)

- $6.9B in Senior Unsecured Notes (from 3.50% to 6.625%)
- $642.1M Safeway Inc. Notes (from 3.95% to 7.45%)
- $466M New Albertsons L.P. Notes
- $3.1B Albertsons Term Loans (from 4.45% to 5.69%)
- $18.2 Securied Mortgage Notes
- $37.2M Other Notes, unsecured
- $666.7M Finance lease obligations

Equity Structure

Equity

- Preferred Stock: Shares Authorized: 30M; Issued: None; Outstanding: None
- Common Stock: Shares Authorized: 1B; Issued: 579.3M; Outstanding: 575.8M

Governance

Board of Directors

- Vivek Sankaran
- James L. Donald
- Leonard Laufer (T)
- Scott Wille (F,G)
- Shant Babikian (F)
- Steven A. Davis (A,F)
- Sharon L. Allen (C,G)
- Allen M. Gibson (F,G)
- Hersch Klaff (F)
- Mary Beth West (C,G)
- Alan H. Schumacher (A,T)
- Jay L. Schottenstein (A,G)
- B. Kevin Turner (C,T)
- Kim Fennebresque (A,C)

Audit & Risk (A); Compensation Committee (C); Finance Committee (F); Governance, Compliance and ESG Committee (G); Technology Committee (T)

Management Team

- President, Chief Executive Officer: Vivek Sankaran
- EVP, Chief Financial Officer: Bob Dimond
- EVP, Chief Operating Officer: Susan Morris
- EVP, Chief Customer & Digital Officer: Chris Rupp
- EVP, Chief Human Resources Officer: Mike Theilmann
- EVP, Supply Chain & Manufacturing: Evan Rainwater
- EVP, Retail Operations: Shane Dorcheus
- EVP, Real Estate & Corporate Development
- EVP, Chief Merchandising Officer: Geoff White
- EVP, Chief Information Officer: Anuj Dhanda
- EVP, General Counsel: Juliette Pryor

Corporate Matters

Operations
- Retail Operations Supervision
- Supply Chain & Manufacturing Supervision

Customer & Digital
- In-Store Customer Experience
- Online Store Customer Experience

Information
- IT Infrastructure and Applications
- Pricing and Planning
- Customer Insights
- Online Operations
- Data Science

Human Resources
- Diversity and Inclusion
- Talent Development
- Acquisition and Engagement
- Leadership Development
- Learning and Capability Development
- Compensation and Benefits
- Organizational Effectiveness
- HR Operations
- Labor Relations
- Communications and Public Affairs

Retail Operations
- Strategy
- Physical Stores
- Digital Stores & Pick-Up Service
- Creative

Finance
- Accounting
- Tax
- Treasury
- Internal Audit
- Financial Planning
- Investor Relations

Legal Compliance & Ethics
- Commercial Contracting
- Compliance
- Governance
- Litigation Management
- Intellectual Property Management
- Labor and Employment Law

Merchandising & Online Operations
- Buying
- Planning
- Pricing
- Replenishment
- Modular Development
- Business Analytics

Real Estate & Corporate Development
- Facilities Management
- Field Project Supervisor
- Research & Strategy
- Maintenance
- Project Management

Supply Chain & Manufacturing
- Product Placement
- Budgetary, Quality and Service Levels
- Creates and Executes Key Strategies
- Enterprise Sourcing

Operations

Grocery Stores (2020 Net Sales and Other Revenue: $62.5B)

Stores
- 2,252 Stores: 204 less than 30,000ft; 784 30,000-50,000ft; 1,264 more than 50,000ft
- 1,726 Pharmacies
- 1,290 In-store branded Coffee Shops
- 402 Adjacent Fuel Centers
- 34 states and the District of Columbia Divided into 13 geographic divisions
- 39% of stores are owned or ground-leased properties

Employees
- 270,000 Full and part-time employees
- 185,000 covered by collective bargaining agreements

Facilities
- 23 Distribution Centers
- 20 Manufacturing Facilities/Food and Beverage Plants

eCommerce
- Grocery Delivery
- Same Day Delivery
- Recipes
- Order Cakes & Deli Trays Online
- Mobile App: Albertsons Deals & Rewards
- Home Deliveries
- "Drive Up & Go" curbside pickup
- Online prescription refills
- Wedding Flowers
- Mobile App: Albertsons Delivery & Pick Up
- Albertsons.com
- Order Ahead
- Unlimited Delivery Club
- Baking at Home
- Mobile App: Albertsons Rush Delivery

Products & Services

Grocery Products
- International Cuisine
- Beverages
- Breakfast & Cereal
- Nuts & Seeds
- Condiments, Spice & Bake
- Crackers & Cookies
- Fruits & Vegetables
- Snacks & Granola Bars
- Grains, Pasta & Sides
- Cheese
- Bakeware & Mixes
- Meat
- Bread & Bakery
- Canned Goods
- Soups
- Dairy
- Ice Cream & Sherbet
- Service Deli
- Frozen Foods
- Seafood
- Eggs
- Wine, Beer & Spirits

Health and Beauty Care Products
- Suntan & Sun Protection
- Baby Care
- Hair Care
- Fragrance
- Personal Care & Health
- Skin Care
- Feminine Care
- Cosmetics
- Oral Care
- Health Care
- Shaving Products
- Eye Care

General Merchandise
- Flowers
- Pet Care
- Gift Cards
- Pest Control
- Paper Products
- Fabric Care
- Home Care
- Cleaning Products
- Kitchenware
- Scented Products
- Office & School Supplies

Pharmacy
- Prescriptions
- Pharmacy Services
- Refills
- Immunizations
- Specialty Care
- COVID-19
- Mobile App: Albertsons Pharmacy

Fuel
- Mobile App: OneTouch Fuel - Albertsons
- Automobile Fluids/Antifreeze
- Motor Oil

Other Items and Services
- Tobacco
- Firelog/Firestarter/Firewood
- Starbucks Cafe
- Shop Play Win! MONOPOLY
- Western Union
- Bank
- Redbox
- Coinstar
- *Just for U* loyalty program: 20.7M registered households
- Sweepstakes

Key Store Banners

United Supermarkets, Amigos, star market, CARRS, Albertsons, Jewel Osco, Haggen, Market STREET, VONS, Randalls, shaw's, United EXPRESS, Tom Thumb, ACME, SAFEWAY, Andrónico's COMMUNITY MARKETS

Brands

12,000 Products | $13.1B Sales | 25.4% Sales Penetration

organics, OPEN NATURE, EATING RIGHT, BRIGHT GREEN, Signature HOME

Competitors

- H-E-B
- Wegmans
- Hy-Vee
- New Seasons
- Market Basket
- Lidl
- Winco Foods
- Trader Joe's
- Publix Super Markets, Inc.
- Costco
- Walmart, Inc.
- The Kroger Co.
- Ahold Delhaize USA
- H.E. Butt Grocery Co.
- Meijer, Inc.
- Wakefern Food Corp.
- Aldi, Inc.
- Whole Foods Market
- Target
- The Fresh Market

Outside Relationships

Customers | Suppliers | Capital | Regulators

Securities Regulation and Stock Exchange Listing Rules
Dividends and Common Stock Repurchases
Equity Capital
Professional Services
Stop-Loss Self Insurance Coverage for Property and Common Area Maintenance, Cyber, Terrorism, Workers' Compensation, and General Liability
Property, Casualty, Directors and Officers, Cyber Risk, Employment Practices, Excess Workers' Compensation, General Liability, and Auto Liability Insurance
Retail and eCommerce Grocery and General Merchandise, Prescription Drugs,and Fuel Sales

Customers: Individuals | Businesses

Professional Services
- Audit (Deloitte)
- Lobbying (National Assn of Realtors; U.S. Chamber of Commerce)
- Legal (Kirkland & Ellis, Schulte Roth & Zabel, Littler Mendelson, Holland & Hart, Barnes & Thornburg)

Insurance Services
- Albertsons Self-Insurance (Two Safeway Captive Insurance Companies, Managed by Aon)
- Insurance Providers (Zurich Insurance-Property, D&O, and Excess Workers Compensation; Ace-Casualty and Cyber; Employment Practices-Alterra Capital Holdings)
- Insurance Brokers (Aon-Casualty,, D&O, Workers Compensation, Cyber, and Employment Practices; Marsh-Property and Stock Throughput)
- Information and Administration (Claims Management Services-Third Party Administrators; Aon-Risk Management Information System; Computer Sciences-Claims Management System

Significant Shareholders
- Massachusetts Financial Services (1.28%)
- Private Management Group, Inc. (0.48%)
- BlackRock Fund Advisors (0.34%)
- Olympus Peak Asset Management LP (0.34%)
- Polar Asset Management Partners (0.31%)
- BMO Asset Management, Inc. (0.26%)
- Seizert Capital Partners LLC (0.26%)
- DePrince, Race & Zollo, Inc. (0.25%)
- The Vanguard Group, Inc. (0.24%)
- Mellon Investments Corp. (0.22%)

Securities Regulators
- US Securities and Exchange Commission
- New York Stock Exchange

Key Company Data (as of May 13, 2020)

Financial Highlights

Results of Operations
- Revenues: $62.455 Billion
- Cost of Sales: $44.861 Billion
- Operating Income: $1.437 Billion
- Net Income: $466.40 Million

Net Cash Flows
- From Operations: $1.904 Billion
- From Investing: ($378.5) Million
- From Financing: ($2.014 Billion)

Financial Condition
- Total Assets: $24.735 Billion
- Total Liabilities: $22.457 Billion
- Long Term Debt: $8.493 Billion
- Total Stockholders' Equity: $2.278 Billion

Share Data
- Stock Exchange: NYSE
- Ticker Symbol: ACI
- Share Price: $18.22 (as of 04/26/21)
- Earnings Per Share: None (trailing 12 months)
- Forward Annual Dividend: $0.40
- Market Capitalization: $8.64 Billion

Resources
- 23 Distribution Centers
- 2,277 Grocery Stores
- Manufacturing Facilities: 20
- Employees: 270,000

Recent Developments

Acme Acquires Kings Food Markets and Balducci's Food Lovers Markets: On January 26, 2021, Alberstons announced the closure of its transaction to acquire multiple Kings Food Market and Balducci's Food Lovers Market stores, integrating them into Albertsons' Mid-Atlantic Division.

Albertsons Companies Announces Common Stock Dividend: On January 12, 2021, Albertsons announced that its Board of Directors declared a cash dividend for the fourth quarter of 2020 of $0.10 per share of Class A common stock and Class A-1 common stock. The cash dividend was payable on February 10, 2021.

Albertsons Companies Debuts Automated Grocery Pickup Kiosk at Jewel-Osco Store In Chicago: On January 7, 2021, Albertsons announced that it is the first American grocer to pilot an automated and contactless grocery PickUp kiosk. This is part of the company's expansion of its eCommerce business.

Albertsons Companies Administers First COVID-19 Vaccines: On December 23, 2020, Albertsons announced that the Pharmacy & Health team had administered its first doses of the Covid-19 vaccine and is preparing for high consumer demand by: adding more employees, a new website, and high safety standards.

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