



Our  
Heroes

Quarterly Report  
For the First Quarter ended August 1, 2020

# QUARTERLY REPORT TO SHAREHOLDERS

Empire Company Limited (“Empire” or the “Company”) is a Canadian company headquartered in Stellarton, Nova Scotia. Empire’s key businesses are food retailing and related real estate. With approximately \$27.2 billion in annual sales and \$14.8 billion in assets, Empire and its subsidiaries, franchisees and affiliates employ approximately 127,000 people.

The Company operates and reports on two business segments: (i) Food retailing and (ii) Investments and other operations. Empire’s food retailing segment is carried out through its wholly-owned subsidiary, Sobeys Inc. (“Sobeys”), which as of August 1, 2020, owns, affiliates or franchises more than 1,500 stores in all 10 provinces under retail banners that include Sobeys, Safeway, IGA, Foodland, FreshCo, Thrifty Foods, Farm Boy and Lawtons Drugs as well as more than 350 retail fuel locations. Investments and other operations segment, which as of August 1, 2020, included: (i) a 41.5% equity accounted interest in Crombie Real Estate Investment Trust (“Crombie REIT”), an Ontario registered, unincorporated, open-ended real estate investment trust. Crombie REIT is one of the country’s leading national retail property landlords with a strategy to own, operate and develop a portfolio of high quality grocery and drug store anchored shopping centres, freestanding stores and mixed use developments primarily in Canada’s top urban and suburban markets; and ii) various equity accounted interests in real estate partnerships (collectively referred to as “Genstar”). Genstar is a residential property developer with operations in select markets in Ontario, Western Canada and the United States.

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Copies of this report are available on the Company’s website ([www.empireco.ca](http://www.empireco.ca)) or by contacting Investor Relations at (902) 752-8371. A copy has also been filed on SEDAR.

The Company provided additional details concerning its second quarter results in a conference call held on Thursday, September 10, 2020. Replay of the call is available on the Company’s website ([www.empireco.ca](http://www.empireco.ca)).

## Forward-Looking Statements

This document contains forward-looking statements which are presented for the purpose of assisting the reader to contextualize the Company’s financial position and understand management’s expectations regarding the Company’s strategic priorities, objectives and plans. These forward-looking statements may not be appropriate for other purposes. Forward-looking statements are identified by words or phrases such as “anticipates”, “expects”, “believes”, “estimates”, “intends”, “could”, “may”, “plans”, “predicts”, “projects”, “will”, “would”, “foresees” and other similar expressions or the negative of these terms.

For additional information and a caution on the use of forward-looking information, see the section in the Management’s Discussion and Analysis (“MD&A”) entitled “Forward-Looking Information”.

# LETTER TO SHAREHOLDERS

## Empire Delivers Strong First Quarter Fiscal 2021 Earnings, Market Share Growth Continues

### First Quarter Summary

- Same-store sales excluding fuel increased by 11.0%
- Earnings per share of \$0.71 compared to \$0.48 last year
  - Gain on sale from a significant real estate transaction of \$0.08 per share
  - Collective Bargaining Agreement ratified in Alberta; lump sum payment of \$0.04 per share
  - Store closure and conversion costs of \$0.03 per share (last year – \$0.06 per share)
- Project Horizon growth plan underway
- Sobeys Inc. debt upgraded to investment grade
- First 4 FreshCo stores open in Saskatchewan; 22 stores now open with 8 in development
- Launched *Voilà by Sobeys* online grocery delivery service in the GTA and started testing curbside pickup services in Nova Scotia

Stellarton, NS – Empire Company Limited (“Empire” or the “Company”) (TSX: EMP.A) today announced its financial results for the first quarter ended August 1, 2020. For the quarter, the Company recorded net earnings of \$191.9 million (\$0.71 per share) compared to \$130.6 million (\$0.48 per share) last year, an increase of 47%.

The Board of Directors declared a quarterly dividend of \$0.13 per share on both the Non-Voting Class A shares and the Class B common shares that will be payable on October 30, 2020 to shareholders of record on October 15, 2020. These dividends are eligible dividends as defined for the purposes of the Income Tax Act (Canada) and applicable provincial legislation.

The momentum at Empire – at all levels of the Company – is remarkable. The team is moving with velocity and is laser-focused on our Project Horizon goals. Since fiscal 2021 started, we launched Project Horizon, our new three-year strategy for growth, *Voilà by Sobeys* went live in the GTA, our Farm Boy and FreshCo expansions continued, we ratified a key labour agreement in the West, launched a new national brand campaign for our Compliments private label lineup, and our debt was upgraded to investment grade. On top of that, we continue to see strong market share growth.

In the first quarter of fiscal 2021, the Company launched its new three-year strategy, Project Horizon, a growth plan focused on core business expansion and e-commerce acceleration. The Company is targeting an incremental \$500 million in annualized EBITDA and an improvement in EBITDA margin of 100 basis points by fiscal 2023 by (i) growing market share and (ii) building on its cost and margin discipline.

The Company also announced today the next two locations for the expansion of its FreshCo discount banner in Western Canada. With this announcement, the Company has now confirmed 30 of approximately 65 locations in Western Canada.

The Alberta FreshCo store location announced today is a new site located in Grand Prairie. The store is expected to open in the winter of fiscal 2022. The second FreshCo location announced today is located in Saskatchewan and will be converting from a Regina Sobeys store. The Sobeys store will close for renovation in the winter of fiscal 2022 and will re-open as FreshCo that summer.

Costs related to the Sobeys store closure and conversion to FreshCo will be charged to earnings in the second quarter of fiscal 2021 and are estimated to be approximately \$1.3 million before tax.

Sincerely,

(Signed) “*Michael Medline*”

Michael Medline  
President and Chief Executive Officer  
September 10, 2020

# EMPIRE

COMPANY LIMITED

## MANAGEMENT'S DISCUSSION AND ANALYSIS FOR THE FIRST QUARTER ENDED AUGUST 1, 2020

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# MANAGEMENT'S DISCUSSION AND ANALYSIS

The following is Management's Discussion and Analysis ("MD&A") of the consolidated financial results of Empire Company Limited ("Empire" or the "Company") (TSX: EMP.A) and its subsidiaries, including wholly-owned Sobeys Inc. ("Sobeys") for the first quarter ended August 1, 2020 compared to the first quarter ended August 3, 2019. The MD&A should be read in conjunction with the Company's unaudited interim condensed consolidated financial statements and notes thereto for the first quarter ended August 1, 2020 and the audited annual consolidated financial statements and the related MD&A for the fiscal year ended May 2, 2020. Additional information about the Company can be found on SEDAR at [www.sedar.com](http://www.sedar.com) or on the Company's website at [www.empireco.ca](http://www.empireco.ca).

The unaudited interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard ("IAS") 34 "Interim financial reporting" as issued by the International Accounting Standards Board ("IASB") and are reported in Canadian dollars. The unaudited interim condensed consolidated financial statements should be read in conjunction with the Company's annual consolidated financial statements for the year ended May 2, 2020, which have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the IASB. The unaudited interim condensed consolidated financial statements include the accounts of Empire and its subsidiaries and structured entities which the Company is required to consolidate.

The information contained in this MD&A is current to September 9, 2020 unless otherwise noted. There have been no material changes to disclosures as contained in the "Critical Accounting Estimates", "Contingencies" or "Risk Management" sections of the Company's MD&A for the fiscal year ended May 2, 2020 other than as noted in this MD&A.

## FORWARD-LOOKING INFORMATION

This document contains forward-looking statements which are presented for the purpose of assisting the reader to contextualize the Company's financial position and understand management's expectations regarding the Company's strategic priorities, objectives and plans. These forward-looking statements may not be appropriate for other purposes. Forward-looking statements are identified by words or phrases such as "anticipates", "expects", "believes", "estimates", "intends", "could", "may", "plans", "predicts", "projects", "will", "would", "foresees" and other similar expressions or the negative of these terms.

These forward-looking statements include, but are not limited to, the following items:

- The Company's expectations regarding the financial impact of Project Horizon and its underlying initiatives, including expected growth in market share, cost and margin savings resulting from this strategy, and the expected timing of the realization of incremental benefits, which could be impacted by several factors, including the time required by the Company to complete the initiatives, impacts of the novel coronavirus ("COVID-19" or "pandemic") including changes in customer behaviour;
- The FreshCo expansion in Western Canada and Farm Boy expansion in Ontario, including the Company's expectations regarding future operating results and profitability, the amount and timing of expenses, the projected number of store openings, and the location, feasibility and timing of construction and conversions, all of which may be impacted by COVID-19, construction schedules and permits, the economic environment and labour relations;
- The Company's expectations regarding the implementation its online grocery home delivery service and the expected dilutive effect on Empire's earnings per share of approximately \$0.20 per share in fiscal 2021, which may be impacted by COVID-19, future operating and capital costs, the customer response to the service and the performance of its business partner, Ocado Group plc ("Ocado");

- The Company's anticipation that a percentage of food consumption that has shifted from restaurants and hospitality businesses to grocery stores will remain in grocery stores, which may be impacted by the duration of the shutdown due to COVID-19, the severity of the pandemic on people's health across Canada, the ability for restaurants and hospitality businesses to re-open and resume operations as well as the ongoing demand for restaurants and hospitality services in the near term;
- The Company's expectation that it will continue to incur approximately \$15 million to \$20 million per quarter in selling and administrative expenses due to additional investments and expenses required to respond to COVID-19, which may be impacted by the duration of the shutdown due to COVID-19, the severity of the pandemic on people's health across Canada, and safety precautions required;
- The Company's plans to further grow sales and profitability of its private label brands, which may be impacted by future operating and capital costs, and customer response;
- The Company's estimates regarding future capital expenditures which includes renovations and new stores, spending on advanced analytics technology and other technology systems, acquisitions of property, equipment and investment properties as well as additions to intangibles, which may be impacted by operating results, impacts of the pandemic and the economic environment;
- The Company's expected contributions to its registered defined benefit plans, which could be impacted by fluctuations in capital markets;
- The Company's expectation that it will refinance its credit facilities before their expiry which may be impacted by availability of debt in the market and the Company's liquidity position;
- The Company's plans to purchase for cancellation Non-Voting Class A shares under the normal course issuer bid which may be impacted by market and economic conditions, availability of sellers, changes in laws and regulations, and the results of operations; and
- The Company's expectation that its cash and cash equivalents on hand, unutilized credit facilities and cash generated from operating activities will enable the Company to fund future capital investments, pension plan contributions, working capital, current funded debt obligations and ongoing business requirements, and its belief that it has sufficient funding in place to meet these requirements and other short and long-term obligations, all of which could be impacted by changes in the economic environment.

By its nature, forward-looking information requires the Company to make assumptions and is subject to inherent risks, uncertainties and other factors which may cause actual results to differ materially from forward-looking statements made. For more information on risks, uncertainties and assumptions that may impact the Company's forward-looking statements, please refer to the Company's materials filed with the Canadian securities regulatory authorities, including the "Risk Management" section of the fiscal 2020 annual MD&A.

Although the Company believes the predictions, forecasts, expectations or conclusions reflected in the forward-looking information are reasonable, it can provide no assurance that such matters will prove correct. Readers are urged to consider the risks, uncertainties and assumptions carefully in evaluating the forward-looking information and are cautioned not to place undue reliance on such forward-looking information. The forward-looking information in this document reflects the Company's current expectations and is subject to change. The Company does not undertake to update any forward-looking statements that may be made by or on behalf of the Company other than as required by applicable securities laws.

## OVERVIEW OF THE BUSINESS

Empire's key businesses and financial results are segmented into two reportable segments: (i) Food retailing; and (ii) Investments and other operations. With approximately \$27.2 billion in annual sales and \$14.8 billion in assets, Empire and its subsidiaries, franchisees and affiliates employ approximately 127,000 people.

Empire's Food retailing segment is carried out through Sobeys, a wholly-owned subsidiary. Proudly Canadian, with headquarters in Stellarton, Nova Scotia, Sobeys has been serving the food shopping needs of Canadians since 1907. Sobeys owns, affiliates or franchises more than 1,500 stores in all 10 provinces under retail banners that include Sobeys, Safeway, IGA, Foodland, FreshCo, Thrifty Foods, Farm Boy, and Lawtons Drugs, and operates grocery e-commerce under banners *Voilà by Sobeys*, IGA.net, and ThriftyFoods.com, and more than 350 retail fuel locations.

### COVID-19

COVID-19 began to impact the Company in February and resulted in restrictions by government authorities and the encouragement for Canadians to stay at home. This led to increased safety protocols in stores and distribution centres, shifts in consumer demand and consumption, and volatile financial markets. The Company has taken a proactive approach, mobilizing a cross-functional pandemic planning task force with a mandate to monitor, and effectively mitigate, risks posed to employees, customers and communities while maintaining a resilient supply chain to meet the needs of Canadians and supporting charitable organizations. The Company continues to invest in increased safety and sanitization products and procedures to ensure customers and employees are protected while shopping and working in stores. Management is closely monitoring the impact of the pandemic on food retail around the world and continues to learn from best practices.

The future impact of COVID-19 is uncertain and dependent on the duration, the spread and intensity of the virus, and ultimately, when a vaccine is widely accessible. The Company's balance sheet and cash flow remain strong. As of August 1, 2020, the Company had \$1,077 million in cash and cash equivalents, and had access to approximately \$770 million in unutilized, aggregate credit facilities that do not expire until fiscal 2023. In addition, non-revolving credit facilities of approximately \$525 million expire at the end of calendar 2020, and the Company anticipates refinancing these facilities before their expiry.

The pandemic has fundamentally impacted how Canadians shop for food. Canadians are shopping less frequently and with larger basket sizes. With this shift in shopping behaviour, many are gravitating to one-stop-shop grocery stores that meet all their household needs and online grocery.

In Canada, online grocery sales have continued to grow, although at a slower pace than when COVID-19 began. The Company's e-commerce businesses in Quebec and British Columbia ("B.C.") experienced sales growth of approximately 370% in the first quarter.

As Canada and the world adapt and progress in these unprecedented times, it is too early to forecast sales in the medium term. Over the past 14 weeks ended September 5, 2020, the Company's same-store sales growth, excluding fuel, averaged approximately 8% to 10%. Management continues to anticipate that even as Canadians return to work and school, that a percentage of the consumption that has shifted from restaurants and hospitality businesses to grocery stores will remain in grocery stores.

The investment in Hero Pay for the first part of the first quarter combined with the cost of maintaining sanitization and safety measures increased selling and administrative expenses by approximately \$67 million. It is expected that the Company will continue to incur approximately \$15 million to \$20 million in selling and administrative expenses per quarter related to the increased cost of maintaining sanitization and safety measures and other COVID-19 related costs.

## **Strategic Focus**

In the first quarter of fiscal 2021, the Company launched its new three-year strategy, Project Horizon, a growth plan focused on core business expansion and e-commerce acceleration. The Company is targeting an incremental \$500 million in annualized EBITDA and an improvement in EBITDA margin of 100 basis points by fiscal 2023 by (i) growing market share and (ii) building on its cost and margin discipline.

### **Growth in Market Share**

Growth in market share is expected from supporting and investing further in the store network, improving store productivity, scaling up grocery e-commerce, growing the private label portfolio, continuing the Western discount business expansion, and increasing the Farm Boy footprint in Ontario.

#### *Invest in the Company's Store Network*

The Company will accelerate investment in physical assets, through renovations and conversions, and store processes, communications, training, technology and tools. This will provide the Company's store teammates with further capabilities and tools to better serve customers. Re-investment in the Company's stores was a key priority toward the end of Project Sunrise. These continuing re-investments, coupled with powerful refreshed brand marketing strategies and the expansion of the Farm Boy and FreshCo banners, are reflected in the Company's estimates of future capital spending, averaging \$700 million annually over the next three years.

#### *Improve Store Space Productivity*

During Project Sunrise, the Company began building the foundation of its advanced analytics capabilities. Analytics will drive improvements in customer facing elements such as store footprints, customer promotions and availability of product on shelf. With category resets complete, which provides an improved and simplified product assortment for customers, the Company is able to further improve the customer experience by leveraging advanced analytics to optimize category and product adjacencies to tailor its assortment for each store format.

#### *Win Canadian Grocery E-Commerce*

The Company is accelerating its plans for the remaining two Voilà e-commerce Customer Fulfilment Centres ("CFCs") – for a total of four CFCs across Canada – and introducing Ocado's proven store pick solution. This store pick solution will serve customers in areas where the CFCs will not deliver, or are not yet built, and will begin in Nova Scotia at the end of the summer, before expanding and moving West. Ocado's store pick solution is live and successful in various cities across the world.

#### *Grow the Company's Private Label Portfolio*

The Company has improved its private brands' positioning and branding. The Company will review the specific role of private brands in each category and determine in which categories and banners to expand based on consumer needs. Working closely with its supplier partners, the Company plans to further grow sales and profitability of its private label brands through increased distribution, shelf placement and product innovation.

#### *Provide Best in Class Customer Personalization*

The Company is moving forward aggressively with investments in analytics and technology to better identify customer preferences and support direct, personalized communication – evolving from mass communications to personalized connections with its customers. The goal is to deploy world-class personalized communications and offers to inspire customers and improve the experience and relevance of promotions.



## **Building on Cost and Margin Discipline**

The Company has significantly improved its efficiency and cost competitiveness over the past three years through Project Sunrise. Further opportunity still remains to remove non-value added costs, contain costs as the top line grows and optimize margins.

### *Drive Non-Merchandising Sourcing Efficiencies*

The strategic sourcing team, established in Project Sunrise, will continue to build further efficiencies and cost reductions in all indirect spend.

### *Continue to Build Merchandising Sourcing Efficiencies*

The Company continues to invest in advanced data and analytics to support its category planning process. Merchants will continue to work with both national and private brand suppliers to sustain gains made through category by category reviews in Project Sunrise, while continuing to partner on new opportunities to ensure the Company brings the best value and offers to its customers.

### *Invest in Best in Class Analytics to Enable Effective Promotions*

Pricing tools will help the Company shift pricing investment to products customers care most about with the goal of improving value for customers.

Advanced analytic tools will be leveraged by category merchants nationally across formats to improve the Company's net cost of promotions, while improving value for customers.

### *Optimize Supply Chain Productivity*

The Company will optimize its supply chain and logistics networks and consolidate certain procurement processes.

### *Improve System and Process*

By leveraging technology to improve systems and process, the Company will yield efficiencies and cost reductions in its back office and support functions.

## **Business Update**

### **Farm Boy**

The acquisition of Farm Boy on December 10, 2018 added 26 locations to the store network throughout Ontario with the Company planning to double the store count in five years, mainly in the Greater Toronto Area ("GTA"). During the quarter, the Company announced the conversion of three existing Sobeys stores to the Farm Boy banner in Ontario.

With this announcement, the Company now has 42 confirmed locations in Ontario:

- 3 Farm Boy stores, net of 1 relocation, to open in calendar 2020
- 7 Farm Boy stores to open in calendar 2021
- 32 Farm Boy stores currently open and operating as at September 9, 2020 in Ontario

## **FreshCo**

In fiscal 2018, Sobeys announced plans to expand its discount format to Western Canada and expects to convert up to 25% of its 255 Safeway and Sobeys full-service format stores in Western Canada to its FreshCo discount format. During the quarter, the Company announced the next six locations for the expansion of its FreshCo discount banner in Western Canada, including the first FreshCo locations in Alberta. Subsequent to the end of the quarter, another two locations were announced. The Company has now confirmed 30 of approximately 65 locations in Western Canada and is on track to open 10 to 15 FreshCo stores in fiscal 2021.

Of the 30 confirmed FreshCo locations:

- 22 stores open and operating at September 9, 2020:
  - 16 in B.C.
  - 4 in Saskatchewan
  - 2 in Manitoba
- 6 stores expected to open in fiscal 2021:
  - 4 in Manitoba
  - 2 in Alberta
- 2 stores expected to open in fiscal 2022:
  - 1 in Alberta
  - 1 in Saskatchewan

Of the 22 stores operating as at September 9, 2020, two were opened subsequent to the end of the quarter.

Approximately \$11.4 million (\$0.03 per share, after tax) was charged to earnings in the first quarter related to store closures and conversion costs of the Safeway and Sobeys stores that will be converted to the FreshCo and Farm Boy banners. Approximately \$21.0 million (\$0.06 per share, after tax) was charged to earnings in the first quarter of the prior year.

## **Ratification of New Collective Bargaining Agreement in Alberta**

During the quarter, the Company announced the ratification of a new Collective Bargaining Agreement ("CBA") for Alberta Safeway stores with UFCW 401, the Union representing the majority of Safeway teammates in Alberta. The five-year CBA is competitive within the Alberta market, now placing the Company on a level playing field and providing flexibility and stability to better manage operational and labour costs in the province. The CBA also provides a pathway to advance the Company's plans to expand the FreshCo discount banner in Alberta.

The CBA includes a one-time retroactive lump sum payment to Safeway Alberta teammates for hours worked over the past three years. The cost of the one-time lump sum payment is estimated to be approximately \$15.6 million pre-tax (\$0.04 per share, after tax) and was charged to operating earnings during the quarter.

## **Voilà**

On June 22, 2020, the Company introduced the future of online grocery home delivery to the GTA through the Company's newest e-commerce platform, *Voilà by Sobeys*. The customer launch of Voilà was accelerated to meet the rapidly increasing online grocery demand from customers for home delivery. Voilà is powered by Ocado's industry-leading technology and fills orders through its state-of-the-art automated Customer Fulfilment Centre ("CFC") in Vaughan, Ontario. Robots assemble orders efficiently and safely, resulting in minimal product handling, while Voilà teammates safely deliver orders directly to the customer's home.

Construction of Voilà's second CFC in Montreal was delayed due to the temporary shutdown of non-essential construction in Quebec due to COVID-19. Construction has resumed and it is expected to deliver to customers in early 2022. This second CFC will support the launch of *Voilà par IGA* which will serve Ottawa and cities in the province of Quebec.

The Company is accelerating its plans for the remaining two Voilà e-commerce CFCs – for a total of four CFCs across Canada. With only four CFCs, the Company will be able to serve approximately 75% of Canadian households representing approximately 90% of Canadians' spend.

The Company also announced plans to test and implement a Voilà store pick solution in Nova Scotia before expanding to hundreds of stores across the country over the next few years. The store pick solution is powered by Ocado's technology. Responding to the growth in Canada's online grocery market, the Company accelerated its e-commerce strategy to be able to reach even more Canadians sooner. The store pick solution will serve customers in areas where future CFCs will not deliver or are not yet built.

On August 13, 2020, the Company began employee testing *Voilà by Sobeys* Curbside Pickup service at various store locations in Nova Scotia. The Company will begin curbside pickup for all customers at these stores in Nova Scotia at the end of the summer.

Voilà had a \$0.05 dilutive impact after tax on earnings per share in the first quarter (2020 – \$0.01) and is expected to have a dilutive effect of approximately \$0.20 after tax for fiscal 2021 (2020 – \$0.04).

### **Compliments Relaunch**

On August 20, 2020, the Company launched a private label marketing campaign focused on its newly rebranded Compliments products.

### **Supply Chain**

During the first quarter, the Company opened its new distribution centre in B.C., which consolidates three previous distribution centres into one facility, securing a centralized location which increases capacity and efficiency in the network.

## SUMMARY RESULTS – FIRST QUARTER

(\$ in millions, except per share amounts)	13 Weeks Ended		\$	%
	August 1, 2020	August 3, 2019		
Sales	\$ 7,354.2	\$ 6,744.1	\$ 610.1	9.0%
Gross profit <sup>(1)</sup>	1,848.6	1,660.4	188.2	11.3%
Operating income	377.6	266.1	111.5	41.9%
EBITDA <sup>(1)</sup>	582.5	460.0	122.5	26.6%
Finance costs, net	70.7	71.7	(1.0)	(1.4)%
Income tax expense	90.1	51.6	38.5	74.6%
Non-controlling interest	24.9	12.2	12.7	104.1%
Net earnings <sup>(2)</sup>	191.9	130.6	61.3	46.9%

### Basic earnings per share

Net earnings <sup>(2)</sup>	\$ 0.71	\$ 0.48
Basic weighted average number of shares outstanding (in millions)	269.0	271.8

### Diluted earnings per share

Net earnings <sup>(2)</sup>	\$ 0.71	\$ 0.48
Diluted weighted average number of shares outstanding (in millions)	269.8	272.9
Dividend per share	\$ 0.13	\$ 0.12

	13 Weeks Ended	
	August 1, 2020	August 3, 2019
Gross margin <sup>(1)</sup>	25.1%	24.6%
EBITDA margin <sup>(1)</sup>	7.9%	6.8%
Same-store sales <sup>(1)</sup> growth	8.6%	1.7%
Same-store sales growth, excluding fuel	11.0%	2.4%
Effective income tax rate	29.4%	26.5%

## Food Retailing

The following is a review of Empire's Food retailing segment's financial performance for the first quarter.

(\$ in millions)	13 Weeks Ended		\$	%
	August 1, 2020	August 3, 2019		
Sales	\$ 7,354.2	\$ 6,744.1	\$ 610.1	9.0%
Gross profit	1,848.6	1,660.4	188.2	11.3%
Operating income	371.9	254.4	117.5	46.2%
EBITDA	576.6	448.1	128.5	28.7%
Net earnings <sup>(2)</sup>	189.3	122.2	67.1	54.9%

(1) See "Non-GAAP Financial Measures & Financial Metrics" section of this MD&A.

(2) Attributable to owners of the Company.

Effective this quarter and for comparative purposes, all adjusted non-GAAP financial measures and adjusted financial metrics within this document have been removed due to their immaterial nature.

## **Empire Company Limited Consolidated Operating Results**

### **Sales**

Sales for the quarter ended August 1, 2020 increased by 9.0% driven by the impact of COVID-19 on the Food retailing segment, the expansion of FreshCo in Western Canada and opening of new stores. These increases were partially offset by lower fuel sales as a result of COVID-19 and temporary store closures in Western Canada pending their conversion to FreshCo.

### **Gross Profit**

Gross profit for the first quarter increased by 11.3% primarily as a result of the impact of COVID-19 on sales and sales mix between banners. These increases were partially offset by temporary store closures in Western Canada pending their conversion to FreshCo.

Gross margin for the quarter increased to 25.1% from 24.6% last year. The increase was primarily a result of the effect of COVID-19 sales mix changes between banners, a less promotional environment and category reset benefits. These positive effects were partially offset by service department closures.

### **Operating Income**

(\$ in millions)	13 Weeks Ended		\$ Change
	August 1, 2020	August 3, 2019	
Consolidated operating income:			
Food retailing	\$ 371.9	\$ 254.4	\$ 117.5
Investments and other operations:			
Crombie REIT	4.9	13.2	(8.3)
Genstar	2.6	1.2	1.4
Other operations, net of corporate expenses	(1.8)	(2.7)	0.9
Operating income	\$ 377.6	\$ 266.1	\$ 111.5

For the quarter ended August 1, 2020, operating income increased mainly due to improved earnings from the Food retailing segment as a result of higher sales driven by the impact of COVID-19, higher margins due to sales mix between banners, and a \$30.3 million (\$0.08 per share, after tax) gain on a significant sale of property recorded through other income, partially offset by higher selling and administrative expenses. Selling and administrative expenses increased primarily as a result of increased retail labour costs, investments in sanitization and safety measures and costs associated with the Alberta labour agreement. The increased retail labour costs substantially relate to the Company's Hero Pay program and the related one-time bonus costs in the first part of the quarter for frontline employees in stores and distribution centres.

Operating income from the Investments and other operations segment decreased primarily as a result of reduced equity earnings from Crombie Real Estate Investment Trust ("Crombie REIT") as subsequently discussed in the "Investments and Other Operations" section.

### **EBITDA**

For the quarter ended August 1, 2020, EBITDA increased to \$582.5 million from \$460.0 million in the prior year mainly as a result of the same factors affecting operating income. EBITDA margin increased to 7.9% from 6.8%. Included in EBITDA for the quarter is \$30.3 million for a significant real estate gain, \$15.6 million related to the Alberta labour agreement and \$11.4 million (2020 – \$21.0 million) for Farm Boy and FreshCo conversion costs.

## Finance Costs

For the quarter ended August 1, 2020, net finance costs were consistent with the prior year. Interest expense on lease liabilities increased over prior year but was offset by the decrease in interest expense on financial liabilities measured at amortized cost.

## Income Taxes

The effective income tax rate for the quarter ended August 1, 2020 was 29.4% compared to 26.5% in the same quarter last year. The current quarter effective tax rate was higher than the statutory rate primarily due to the revaluation of deferred tax assets. The prior year's effective income tax rate was lower than the statutory rate primarily due to differing tax rates of various entities.

## Net Earnings

(\$ in millions, except per share amounts)	13 Weeks Ended		\$ Change
	August 1, 2020	August 3, 2019	
Net earnings <sup>(1)</sup>	\$ 191.9	\$ 130.6	\$ 61.3
EPS <sup>(2)</sup> (fully diluted)	\$ 0.71	\$ 0.48	
Diluted weighted average number of shares outstanding (in millions)	269.8	272.9	

(1) Attributable to owners of the Company.

(2) Earnings per share ("EPS").

## Investments and Other Operations

(\$ in millions)	13 Weeks Ended		\$ Change
	August 1, 2020	August 3, 2019	
Crombie REIT	\$ 4.9	\$ 13.2	\$ (8.3)
Genstar	2.6	1.2	1.4
Other operations, net of corporate expenses	(1.8)	(2.7)	0.9
	\$ 5.7	\$ 11.7	\$ (6.0)

For the quarter ended August 1, 2020, income from Investments and other operations decreased principally as a result of decreased equity earnings from Crombie REIT primarily driven by bad debt expense resulting from the impact of COVID-19 on collection of outstanding receivable balances and the impact of the federal government's Canada Emergency Commercial Rent Assistance program.

## QUARTERLY RESULTS OF OPERATIONS

(\$ in millions, except per share amounts)	Fiscal 2021		Fiscal 2020				Fiscal 2019			
	Q1 (13 Weeks)	Q4 (13 Weeks)	Q3 (13 Weeks)	Q2 (13 Weeks)	Q1 (13 Weeks)	Q4 (13 Weeks)	Q3 (13 Weeks)	Q2 (13 Weeks)		
	Aug. 1, 2020	May 2, 2020	Feb. 1, 2020	Nov. 2, 2019	Aug. 3, 2019	May 4, 2019	Feb. 2, 2019	Nov. 3, 2018		
Sales	\$ 7,354.2	\$ 7,012.4	\$ 6,395.2	\$ 6,436.5	\$ 6,744.1	\$ 6,220.4	\$ 6,247.3	\$ 6,214.0		
Operating income	377.6	324.3	235.0	286.4	266.1	194.2	110.0	173.4		
EBITDA <sup>(1)</sup>	582.5	527.8	426.9	477.7	460.0	300.1	214.6	276.1		
Net earnings <sup>(2)</sup>	191.9	177.8	120.5	154.6	130.6	122.1	65.8	103.8		
<b>Per share information, basic</b>										
Net earnings <sup>(2)</sup>	\$ 0.71	\$ 0.66	\$ 0.45	\$ 0.57	\$ 0.48	\$ 0.45	\$ 0.24	\$ 0.38		
Basic weighted average number of shares outstanding (in millions)	269.0	269.0	269.7	271.3	271.8	271.9	271.9	271.8		
<b>Per share information, diluted</b>										
Net earnings <sup>(2)</sup>	\$ 0.71	\$ 0.66	\$ 0.45	\$ 0.57	\$ 0.48	\$ 0.45	\$ 0.24	\$ 0.38		
Diluted weighted average number of shares outstanding (in millions)	269.8	269.7	270.6	272.4	272.9	272.8	272.5	272.2		

(1) EBITDA is reconciled to net earnings for the current and comparable period in the "Non-GAAP Financial Measures & Financial Metrics" section of this MD&A.

(2) Attributable to owners of the Company.

For the last eight quarters, results have consistently improved compared to the same period in the prior year, with the exception of the third quarter of fiscal 2019 due to the expense associated with the voluntary buyouts of B.C. Safeway employees. Beginning on December 10, 2018, the Company's results include the results of Farm Boy. Additionally, the Company experienced a significant increase in sales, gross margin, and selling and administrative expenses due to impacts from COVID-19 in the fourth quarter of fiscal 2020 and the first quarter of fiscal 2021.

Sales are affected by fluctuations in inflation. Results are affected by seasonality, in particular during the summer months and over the holidays when retail sales trend higher and can result in stronger operating results. Sales, operating income, EBITDA and net earnings have been influenced by other investing activities, the competitive environment, cost management initiatives, food price and general industry trends as well as other risk factors as outlined in the "Risk Management" section of the fiscal 2020 annual MD&A.

## LIQUIDITY AND CAPITAL RESOURCES

The table below highlights significant cash flow components for the relevant periods. For additional detail, please refer to the condensed consolidated statements of cash flows in the Company's unaudited interim condensed consolidated financial statements for the quarter ended August 1, 2020.

(\$ in millions)	13 Weeks Ended	
	August 1, 2020	August 3, 2019
Cash flows from operating activities	\$ 399.4	\$ 405.3
Cash flows used in investing activities	(104.0)	(24.8)
Cash flows used in financing activities	(227.2)	(239.1)
Increase in cash and cash equivalents	\$ 68.2	\$ 141.4

### Operating Activities

Cash flows from operating activities for the first quarter decreased as a result of a decrease in working capital, primarily a reversal of favourable working capital impacts in the fourth quarter of fiscal 2020 when COVID-19 driven activity increased accounts payable. The working capital decrease is partially offset by a change in income taxes payable.

### Investing Activities

The table below outlines details of investing activities of the Company for the quarter ended August 1, 2020 compared to the quarter ended August 3, 2019:

(\$ in millions)	13 Weeks Ended	
	August 1, 2020	August 3, 2019
Acquisitions of property, equipment, investment property and intangibles	\$ (145.4)	\$ (91.4)
Proceeds on disposal of assets <sup>(1)</sup> and lease terminations	23.5	40.2
Leases and other receivables, net	(2.7)	2.9
Other assets and other long-term liabilities	2.1	5.9
Business acquisitions	(3.1)	(3.0)
Payments received for finance subleases	19.6	18.6
Interest received	2.0	2.0
Cash flows used in investing activities	\$ (104.0)	\$ (24.8)

(1) Proceeds on disposal of assets include property, equipment and investment property.

Cash used in investing activities for the first quarter increased primarily as a result of higher capital investments and a decrease in proceeds on disposal of assets.



## Capital Expenditures

The Company invested \$119.8 million in capital expenditures<sup>(1)</sup> for the quarter ended August 1, 2020 (2019 – \$91.4 million), including renovations, construction of new stores, construction of an e-commerce fulfilment centre and construction of FreshCo locations in Western Canada.

In fiscal 2021, capital spending is expected to be between \$650 million and \$675 million with approximately half of this investment allocated to renovations and new stores. The Company will open 10 to 15 FreshCo stores in Western Canada and expand the Farm Boy footprint by eight stores in Ontario. The Company will also invest approximately 15% of its estimated spending on advanced analytics technology and other technology systems. The Company's total investment in Voilà for fiscal 2021, including its share of the investment in the Montreal CFC, is approximately \$65 million.

(1) Capital expenditure is calculated on an accrual basis and includes acquisitions of property, equipment and investment properties, and additions to intangibles.

## Store Network Activity and Square Footage

The table below outlines details of investments by Sobeys in its store network during the first quarter ended August 1, 2020 compared to the prior year.

# of stores	13 Weeks Ended	
	August 1, 2020	August 3, 2019
Opened/relocated/acquired <sup>(2)</sup>	10	6
Rebannered/redeveloped	2	1
Closed <sup>(2)</sup>	3	6
Opened - FreshCo <sup>(3)</sup>	7	4
Closed - pending conversion to FreshCo <sup>(3)</sup>	2	4
Opened - Farm Boy	-	-
Closed - pending conversion to Farm Boy	-	-

(2) Total impact excluding the acquisition of Farm Boy and expansion of FreshCo.

(3) Specific to converted Western Canada FreshCo stores.

The following table shows Sobeys' square footage changes for the 13 and 52 weeks ended August 1, 2020:

Square feet (in thousands)	13 Weeks Ended	52 Weeks Ended
	August 1, 2020	August 1, 2020
Opened	80	321
Rebannered/redeveloped	12	-
Expanded	-	17
Closed	(7)	(294)
Net change before the impact of the acquisition of Farm Boy & expansion of FreshCo	85	44
Opened - FreshCo <sup>(4)</sup>	244	262
Closed - pending conversion to FreshCo <sup>(4)</sup>	-	(70)
Opened - Farm Boy	-	76
Closed - pending conversion to Farm Boy	-	(12)
Net change	329	300

(4) Specific to converted Western Canada FreshCo stores, net of Safeway closures.

At August 1, 2020, Sobeys' square footage totalled 40.2 million, a 0.8% increase compared to 39.9 million square feet at August 3, 2019.

## Financing Activities

For the quarter ended August 1, 2020, cash used in financing activities decreased due to the prior year repurchase of Non-Voting Class A shares offset by the repayment of credit facilities.

## Free Cash Flow

Management uses free cash flow as a measure to assess the amount of cash available for debt repayment, dividend payments and other investing and financing activities.

(\$ in millions)	13 Weeks Ended		\$ Change
	August 1, 2020	August 3, 2019	
Cash flows from operating activities	\$ 399.4	\$ 405.3	\$ (5.9)
Add: proceeds on disposal of assets <sup>(1)</sup> and lease terminations	23.5	40.2	(16.7)
Less: payments of lease liabilities, net of payments received for finance subleases	(132.4)	(129.9)	(2.5)
Less: acquisitions of property, equipment, investment property and intangibles	(145.4)	(91.4)	(54.0)
Free cash flow <sup>(2)</sup>	\$ 145.1	\$ 224.2	\$ (79.1)

(1) Proceeds on disposal of assets include property, equipment and investment property.

(2) See "Non-GAAP Financial Measures & Financial Metrics" section of this MD&A.

Free cash flow decreased for the quarter ended August 1, 2020 primarily as a result of an increase in capital investments and a decrease in working capital, primarily a reversal of favourable working capital impacts in the fourth quarter of fiscal 2020 when COVID-19 driven activity increased accounts payable. The working capital decrease is partially offset by a change in income taxes payable.

## Employee Future Benefit Obligations

For the first quarter ended August 1, 2020, the Company contributed \$3.7 million (2020 – \$5.0 million) to its registered defined benefit plans. The Company expects to contribute approximately \$15.0 million to these plans in fiscal 2021.

## CONSOLIDATED FINANCIAL CONDITION

### Key Financial Condition Measures

(\$ in millions, except per share and ratio calculations)	August 1, 2020	May 2, 2020	August 3, 2019 <sup>(1)</sup>
Shareholders' equity, net of non-controlling interest	\$ 4,065.7	\$ 3,924.6	\$ 3,623.2
Book value per common share <sup>(2)</sup>	\$ 15.11	\$ 14.51	\$ 13.33
Long-term debt, including current portion	\$ 1,656.4	\$ 1,675.2	\$ 1,976.9
Long-term lease liabilities, including current portion	\$ 5,382.0	\$ 5,266.2	\$ 4,944.4
Net funded debt to net total capital <sup>(2)</sup>	59.5%	60.2%	63.2%
Funded debt to EBITDA <sup>(2)(3)</sup>	3.5x	3.7x	5.5x
EBITDA to interest expense <sup>(2)(4)</sup>	7.2x	6.8x	9.1x
Trailing four-quarter EBITDA	\$ 2,014.9	\$ 1,892.4	\$ 1,250.8
Trailing four-quarter interest expense	\$ 278.6	\$ 279.3	\$ 137.0
Current assets to current liabilities	0.9x	0.8x	0.9x
Total assets	\$ 14,800.3	\$ 14,632.9	\$ 13,958.4
Total non-current financial liabilities	\$ 6,709.4	\$ 6,559.0	\$ 7,124.1

(1) Trailing four-quarter EBITDA and interest expense are impacted by the adoption of IFRS 16, "Leases" in the first quarter of fiscal 2020.

(2) See "Non-GAAP Financial Measures & Financial Metrics" section of this MD&A.

(3) Calculation uses trailing four-quarter EBITDA.

(4) Calculation uses trailing four-quarter EBITDA and interest expense.

Subsequent to the end of the quarter, Standard & Poor's ("S&P") upgraded Sobeys' credit rating from BB+ with a positive outlook to BBB- with a stable outlook. Dominion Bond Rating Service ("DBRS") confirmed Sobeys' rating at BBB (low) with a stable trend. Sobeys now has an investment grade credit rating from all of its rating agencies. The following table shows Sobeys' credit ratings as at September 9, 2020:

Rating Agency	Credit Rating (Issuer rating)	Trend/Outlook
DBRS	BBB (low)	Stable
S&P	BBB-	Stable

The Company has a \$250.0 million senior, unsecured revolving term credit facility with a maturity date of November 4, 2022. As of August 1, 2020, the outstanding amount of the credit facility was \$53.9 million (2020 – \$ nil). Interest payable on this facility fluctuates with changes in the Canadian prime rate or bankers' acceptance rates.

On June 2, 2017, Sobeys established a senior, unsecured non-revolving credit facility for \$500.0 million. Interest payable on this facility fluctuates with changes in the Canadian prime rate or bankers' acceptance rates. The facility was fully utilized on August 8, 2018 to repay long-term debt. As of August 1, 2020, \$375.0 million has been repaid on this facility.

On December 5, 2018, Sobeys established a senior, unsecured non-revolving credit facility for \$400.0 million. Interest payable on this facility fluctuates with changes in the Canadian prime rate or bankers' acceptance rates. The facility was fully utilized on December 10, 2018, with the proceeds used to fund part of the Farm Boy acquisition.

The outstanding non-revolving credit facilities mature in the third quarter of fiscal 2021 and the Company anticipates refinancing these facilities before their expiry.

Sobeys has a \$650.0 million senior, unsecured revolving term credit facility with a maturity date of November 4, 2022. As of August 1, 2020, the outstanding amount of the facility was \$ nil (2020 – \$ nil) and Sobeys has issued \$76.1 million in letters of credit against the facility (2020 – \$75.2 million). Interest payable on this facility fluctuates with changes in the Canadian prime rate or bankers' acceptance rates.

The Company believes its cash and cash equivalents on hand, approximately \$770.0 million in unutilized, aggregate credit facilities as of August 1, 2020, and cash generated from operating activities will enable the Company to fund future capital investments, pension plan contributions, working capital, current funded debt obligations and ongoing business requirements. The Company also believes it has sufficient funding in place to meet these requirements and other short and long-term financial obligations. The Company mitigates potential liquidity risk by ensuring its sources of funds are diversified by term to maturity and source of credit.

## Shareholders' Equity

The Company's share capital was comprised of the following on August 1, 2020:

	Number of Shares		
	August 1, 2020	August 3, 2019	
<b>Authorized</b>			
2002 Preferred shares, par value of \$25 each, issuable in series	991,980,000	991,980,000	
Non-Voting Class A shares, without par value	765,108,266	767,558,549	
Class B common shares, without par value, voting	122,400,000	122,400,000	
<b>Issued and outstanding (\$ in millions)</b>			
	Number of Shares	August 1, 2020	August 3, 2019
Non-Voting Class A shares	171,044,606	\$ 2,010.0	\$ 2,036.0
Class B common shares	98,138,079	7.3	7.3
Shares held in trust	(74,264)	(1.4)	(4.1)
<b>Total</b>		<b>\$ 2,015.9</b>	<b>\$ 2,039.2</b>

The Company's share capital on August 1, 2020 compared to the same period in the last fiscal year is shown in the table below:

(Number of Shares)	13 Weeks Ended	
	August 1, 2020	August 3, 2019
<b>Non-Voting Class A shares</b>		
Issued and outstanding, beginning of period	170,971,038	173,661,495
Issued during period	73,568	157,627
Purchased for cancellation	-	(547,300)
<b>Issued and outstanding, end of period</b>	<b>171,044,606</b>	<b>173,271,822</b>
Shares held in trust, beginning of period	(163,497)	(271,968)
Issued for future settlement of equity settled plans	89,604	60,876
Purchased for future settlement of equity settled plans	(371)	(476)
<b>Shares held in trust, end of period</b>	<b>(74,264)</b>	<b>(211,568)</b>
<b>Issued and outstanding, net of shares held in trust, end of period</b>	<b>170,970,342</b>	<b>173,060,254</b>
<b>Class B common shares</b>		
Issued and outstanding, beginning and end of period	98,138,079	98,138,079

During the first quarter of fiscal 2021, the Company paid common dividends of \$35.0 million (2020 – \$32.6 million) to its common shareholders. This represents a payment of \$0.13 per share (2020 – \$0.12 per share) for common shareholders.

As at September 8, 2020, the Company had Non-Voting Class A and Class B common shares outstanding of 171,049,042 and 98,138,079, respectively. Options to acquire 5,379,714 Non-Voting Class A shares were outstanding as of August 1, 2020 (August 3, 2019 – 5,231,655). As at September 8, 2020, options to acquire 5,358,018 Non-Voting Class A shares were outstanding (September 10, 2019 – 5,104,149).

### Normal Course Issuer Bid (“NCIB”)

On June 27, 2019, the Company filed a notice of intent with the Toronto Stock Exchange (“TSX”) to purchase for cancellation up to 3.5 million Non-Voting Class A shares (“Class A shares”) representing approximately 2.0% of shares outstanding. As of May 2, 2020, the Company purchased for cancellation 2,997,583 Class A shares at an average price of \$33.36 for a total consideration of \$100.0 million.

On June 18, 2020, the Company renewed its NCIB by filing a notice of intention with the TSX to purchase for cancellation up to 5.0 million Class A shares representing approximately 3.0% of the Class A shares outstanding. The purchase will be made through the facilities of the TSX and/or any alternative trading systems to the extent they are eligible. The price that Empire will pay for any such shares will be the market price at the time of acquisition. Purchases could commence on July 2, 2020 and shall terminate not later than July 1, 2021. The Company did not purchase for cancellation any Class A shares during the first quarter of fiscal 2021. In the first quarter of fiscal 2020, the Company purchased for cancellation 547,300 Class A shares at an average price of \$34.62 for a total consideration of \$18.9 million.

## ACCOUNTING STANDARDS AND POLICIES

The unaudited interim condensed consolidated financial statements were prepared using the same accounting policies as disclosed in the Company's annual consolidated financial statements for the year ended May 2, 2020.

### Future Standards

In May 2020, the IASB issued a package of narrow-scope amendments to three standards (IFRS 3, "Business Combinations", IAS 16, "Property, Plant and Equipment" and IAS 37, "Provisions, Contingent Liabilities and Contingent Assets") as well as the IASB's *Annual Improvements to IFRS Standards 2018 – 2020*. These amendments to existing IFRS standards are to clarify guidance and wording, or to correct for relatively minor unintended consequences, conflicts or oversights. These amendments are effective for annual periods beginning on or after January 1, 2022. The Company is assessing the potential impact of these narrow scope amendments.

### Critical Accounting Estimates

Critical accounting estimates used by the Company's management are discussed in detail in the fiscal 2020 annual MD&A.

### Internal Control Over Financial Reporting

Management of the Company, which includes the President & Chief Executive Officer and Chief Financial Officer, is responsible for establishing and maintaining Internal Control over Financial Reporting ("ICFR"), as that term is defined in National Instrument 52-109, "Certification of Disclosure in Issuers' Annual and Interim Filings". The control framework management used to design and assess the effectiveness of ICFR is "*Internal Control Integrated Framework (2013)*" published by the Committee of Sponsoring Organizations of the Treadway Commission.

There have been no changes in the Company's ICFR during the period beginning May 3, 2020 and ended August 1, 2020 that have materially affected, or are reasonably likely to materially affect, the Company's ICFR.

## RELATED PARTY TRANSACTIONS

The Company enters into related party transactions with Crombie REIT and key management personnel, including ongoing leases and property management agreements. There have been no material changes to the specified contractual obligations between the Company and Crombie REIT during the quarter other than as described below. The Company holds a 41.5% ownership interest in Crombie REIT and accounts for its investment using the equity method.

Crombie REIT has instituted a distribution reinvestment plan ("DRIP") whereby Canadian resident REIT unitholders may elect to automatically have their distributions reinvested in additional REIT units. The Company has enrolled in the DRIP to maintain its economic and voting interest in Crombie REIT.

As of August 1, 2020, Sobeys, through a wholly-owned subsidiary, sold and leased back one property to Crombie REIT for cash consideration of \$2.9 million. There was no gain or loss as a result of this sale.

On May 28, 2019, Crombie REIT announced an agreement to sell an 89% interest in a 15-property portfolio to a third party purchaser which closed on October 7, 2019. Sobeys and Crombie REIT entered into lease amending agreements on properties disposed where Sobeys was a lessee to secure longer contractual terms, as well as additional option terms on the sites. As consideration for these amendments, Crombie REIT agreed to pay an aggregate amount to Sobeys over a period of three years. As of August 1, 2020, Sobeys has accrued a total of \$4.3 million in current and long-term receivables related to these amounts.

On August 1, 2019, Sobeys, through a wholly-owned subsidiary, sold 50% of a property to Crombie REIT for cash consideration of \$9.5 million, resulting in a pre-tax gain of \$1.5 million.

## CONTINGENCIES

The Company is subject to claims and litigation arising out of the ordinary course of business operations. The Company's management does not consider the exposure to such litigation to be material.

In the ordinary course of business, the Company is subject to ongoing audits by tax authorities. While the Company believes that its tax filing positions are appropriate and supportable, from time to time certain matters are reviewed and challenged by the tax authorities.

## RISK MANAGEMENT

Risk and uncertainties related to economic and industry factors and the Company's management of risk are discussed in detail in the fiscal 2020 annual MD&A.

## DESIGNATION FOR ELIGIBLE DIVIDENDS

"Eligible dividends" receive favourable treatment for income tax purposes. To be considered an eligible dividend, a dividend must be designated as such at the time of payment.

Empire has, in accordance with the administrative position of CRA, included the appropriate language on its website to designate the dividends paid by Empire as eligible dividends unless otherwise designated.

## NON-GAAP FINANCIAL MEASURES & FINANCIAL METRICS

There are measures and metrics included in this MD&A that do not have a standardized meaning under generally accepted accounting principles ("GAAP") and therefore may not be comparable to similarly titled measures and metrics presented by other publicly traded companies. Management believes that certain of these measures and metrics, including gross profit and EBITDA, are important indicators of the Company's ability to generate liquidity through operating cash flow to fund future working capital requirements, service outstanding debt and fund future capital expenditures and uses these metrics for these purposes.

### Financial Measures

The intent of non-GAAP financial measures is to provide additional useful information to investors and analysts. Non-GAAP financial measures should not be considered in isolation or used as a substitute for measures of performance prepared in accordance with GAAP. The Company's definitions of the non-GAAP terms included in this MD&A are as follows:

- Gross profit is calculated as sales less cost of sales. Management believes cost of sales is a useful metric to monitor profitability on a product-level basis. Gross profit represents a supplementary metric to assess underlying operating performance and profitability.
- Earnings before interest, taxes, depreciation and amortization ("EBITDA"), is calculated as net earnings, before finance costs (net of finance income), income tax expense, depreciation and amortization of intangibles. Management believes EBITDA represents a supplementary metric to assess profitability and measure the Company's underlying ability to generate liquidity through operating cash flows.

The following table reconciles net earnings to EBITDA:

(\$ in millions)	13 Weeks Ended	
	August 1, 2020	August 3, 2019
Net earnings	\$ 216.8	\$ 142.8
Income tax expense	90.1	51.6
Finance costs, net	70.7	71.7
Operating income	377.6	266.1
Depreciation	185.8	174.7
Amortization of intangibles	19.1	19.2
EBITDA	\$ 582.5	\$ 460.0

- Management calculates interest expense as interest expense on financial liabilities measured at amortized cost and interest expense on lease liabilities. Management believes that interest expense represents a true measure of the Company's debt service expense, without the offsetting finance income.

The following table reconciles finance costs, net to interest expense:

(\$ in millions)	13 Weeks Ended	
	August 1, 2020	August 3, 2019
Finance costs, net	\$ 70.7	\$ 71.7
Plus: finance income, excluding interest income on lease receivables	3.1	3.1
Less: net pension finance costs	(2.0)	(2.2)
Less: accretion expense on provisions	(0.9)	(1.0)
Interest expense	\$ 70.9	\$ 71.6

- Free cash flow is calculated as cash flows from operating activities, plus proceeds on disposal of property, equipment and investment property, less acquisitions of property, equipment, investment property and intangibles. Management uses free cash flow as a measure to assess the amount of cash available for debt repayment, dividend payments and other investing and financing activities. Free cash flow is reconciled to GAAP measures as reported on the consolidated statements of cash flows, and is presented in the "Free Cash Flow" section of this MD&A.
- Funded debt is all interest bearing debt, which includes bank loans, bankers' acceptances, long-term debt and long-term lease liabilities. Management believes that funded debt represents the most relevant indicator of the Company's total financial obligations on which interest payments are made.
- Net funded debt is calculated as funded debt less cash and cash equivalents. Management believes that the deduction of cash and cash equivalents from funded debt represents a more accurate measure of the Company's net financial obligations.
- Net total capital is calculated as funded debt plus shareholders' equity, net of non-controlling interest, less cash and cash equivalents.

The following table reconciles the Company's funded debt, net funded debt and net total capital to GAAP measures as reported on the balance sheets as at August 1, 2020, May 2, 2020 and August 3, 2019, respectively:

(\$ in millions)	August 1, 2020	May 2, 2020	August 3, 2019
Long-term debt due within one year	\$ 569.2	\$ 570.0	\$ 29.5
Long-term debt	1,087.2	1,105.2	1,947.4
Lease liabilities due within one year	425.4	466.2	461.6
Long-term lease liabilities	4,956.6	4,800.0	4,482.8
Funded debt	7,038.4	6,941.4	6,921.3
Less: cash and cash equivalents	(1,076.6)	(1,008.4)	(694.7)
Net funded debt	5,961.8	5,933.0	6,226.6
Total shareholders' equity, net of non-controlling interest	4,065.7	3,924.6	3,623.2
Net total capital	\$ 10,027.5	\$ 9,857.6	\$ 9,849.8

## Financial Metrics

The intent of the following non-GAAP financial metrics is to provide additional useful information to investors and analysts. Management uses financial metrics for decision making, internal reporting, budgeting and forecasting. The Company's definitions of the metrics included in this MD&A are as follows:

- Same-store sales are sales from stores in the same location in both reporting periods. Management believes same-store sales represents a supplementary metric to assess sales trends as it removes the effect of the opening and closure of stores.

- Gross margin is gross profit divided by sales. Management believes that gross margin is an important indicator of profitability and can help management, analysts and investors assess the competitive landscape and promotional environment of the industry in which the Company operates. An increasing percentage indicates lower cost of sales as a percentage of sales.
- EBITDA margin is EBITDA divided by sales. Management believes that EBITDA margin is an important indicator of performance and can help management, analysts and investors assess the competitive landscape, promotional environment and cost structure of the industry in which the Company operates. An increasing percentage indicates higher EBITDA as a percentage of sales.
- Net funded debt to net total capital ratio is net funded debt divided by net total capital. Management believes that the net funded debt to net total capital ratio represents a measure upon which the Company's changing capital structure can be analyzed over time. An increasing ratio would indicate that the Company is using an increasing amount of debt in its capital structure.
- Funded debt to EBITDA ratio is funded debt divided by trailing four-quarter EBITDA. Management uses this ratio to partially assess the financial condition of the Company. An increasing ratio would indicate that the Company is utilizing more debt per dollar of EBITDA generated.
- EBITDA to interest expense ratio is trailing four-quarter EBITDA divided by trailing four-quarter interest expense. Management uses this ratio to partially assess the coverage of its interest expense on financial obligations. An increasing ratio would indicate that the Company is generating more EBITDA per dollar of interest expense, resulting in greater interest coverage.
- Book value per common share is shareholders' equity, net of non-controlling interest, divided by total common shares outstanding.

The following table shows the calculation of Empire's book value per common share as at August 1, 2020, May 2, 2020 and August 3, 2019:

(\$ in millions, except per share information)	August 1, 2020		May 2, 2020		August 3, 2019	
Shareholders' equity, net of non-controlling interest	\$	4,065.7	\$	3,924.6	\$	3,623.2
Shares outstanding (basic)		269.0		270.4		271.8
Book value per common share	\$	15.11	\$	14.51	\$	13.33

Additional financial information relating to Empire, including the Company's Annual Information Form, can be found on the Company's website [www.empireco.ca](http://www.empireco.ca) or on the SEDAR website for Canadian regulatory filings at [www.sedar.com](http://www.sedar.com).

Approved by Board of Directors: September 9, 2020  
Stellarton, Nova Scotia, Canada



**Empire Company Limited**  
**Condensed Consolidated Balance Sheets**  
**As At**  
**Unaudited (in millions of Canadian dollars)**

	August 1 2020	May 2 2020	August 3 2019
<b>ASSETS</b>			
Current			
Cash and cash equivalents	\$ 1,076.6	\$ 1,008.4	\$ 694.7
Receivables	534.3	535.3	467.6
Inventories (Note 4)	1,492.9	1,489.4	1,413.7
Prepaid expenses	134.7	113.1	124.6
Leases and other receivables	71.4	68.4	71.2
Income taxes receivable	28.6	34.8	32.1
Assets held for sale	-	6.1	19.5
	<u>3,338.5</u>	<u>3,255.5</u>	<u>2,823.4</u>
Leases and other receivables	599.7	580.8	575.5
Investments, at equity (Note 5)	590.9	607.5	578.9
Other assets	26.7	28.7	24.3
Property and equipment	2,869.9	2,883.4	2,849.7
Right-of-use assets	4,140.6	4,033.5	3,756.9
Investment property	113.2	114.0	109.9
Intangibles	982.9	968.8	926.1
Goodwill	1,576.3	1,573.7	1,571.3
Deferred tax assets	561.6	587.0	742.4
	<u>\$ 14,800.3</u>	<u>\$ 14,632.9</u>	<u>\$ 13,958.4</u>
<b>LIABILITIES</b>			
Current			
Accounts payable and accrued liabilities	\$ 2,783.5	\$ 2,951.9	\$ 2,511.0
Income taxes payable	80.8	23.2	32.9
Provisions	65.6	48.7	94.0
Long-term debt due within one year (Note 6)	569.2	570.0	29.5
Lease liabilities due within one year	425.4	466.2	461.6
	<u>3,924.5</u>	<u>4,060.0</u>	<u>3,129.0</u>
Provisions	52.1	54.7	62.8
Long-term debt (Note 6)	1,087.2	1,105.2	1,947.4
Long-term lease liabilities	4,956.6	4,800.0	4,482.8
Other long-term liabilities	96.8	97.5	111.6
Employee future benefits	324.9	304.1	313.6
Deferred tax liabilities	191.8	197.5	205.9
	<u>10,633.9</u>	<u>10,619.0</u>	<u>10,253.1</u>
<b>SHAREHOLDERS' EQUITY</b>			
Capital stock (Note 7)	2,015.6	2,013.2	2,039.2
Contributed surplus	20.0	23.2	23.1
Retained earnings	2,013.4	1,872.1	1,548.6
Accumulated other comprehensive income	16.7	16.1	12.3
	<u>4,065.7</u>	<u>3,924.6</u>	<u>3,623.2</u>
Non-controlling interest	100.7	89.3	82.1
	<u>4,166.4</u>	<u>4,013.9</u>	<u>3,705.3</u>
	<u>\$ 14,800.3</u>	<u>\$ 14,632.9</u>	<u>\$ 13,958.4</u>

See accompanying notes to the unaudited interim condensed consolidated financial statements.

On Behalf of the Board

(signed) "James Dickson"  
 Director

(signed) "Michael Medline"  
 Director

**Empire Company Limited**  
**Condensed Consolidated Statements of Earnings**  
**Unaudited (in millions of Canadian dollars, except**  
**per share amounts)**

	<i>13 Weeks Ended</i>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
Sales	\$ 7,354.2	\$ 6,744.1
Other income (Note 8)	34.3	14.6
Share of earnings from investments, at equity	6.8	14.8
Operating expenses		
Cost of sales	5,505.6	5,083.7
Selling and administrative expenses	1,512.1	1,423.7
Operating income	377.6	266.1
Finance costs, net (Note 9)	70.7	71.7
Earnings before income taxes	306.9	194.4
Income tax expense	90.1	51.6
Net earnings	<u>\$ 216.8</u>	<u>\$ 142.8</u>
Earnings for the period attributable to:		
Non-controlling interest	\$ 24.9	\$ 12.2
Owners of the Company	191.9	130.6
	<u>\$ 216.8</u>	<u>\$ 142.8</u>
Earnings per share (Note 10)		
Basic	\$ 0.71	\$ 0.48
Diluted	\$ 0.71	\$ 0.48
Weighted average number of common shares outstanding, in millions (Note 10)		
Basic	269.0	271.8
Diluted	269.8	272.9

See accompanying notes to the unaudited interim condensed consolidated financial statements.

Empire Company Limited Condensed Consolidated Statements of Comprehensive Income Unaudited (in millions of Canadian dollars)	13 Weeks Ended	
	August 1 2020	August 3 2019
Net earnings	\$ 216.8	\$ 142.8
Other comprehensive income (loss)		
Items that will be reclassified subsequently to net earnings		
Unrealized gains (losses) on derivatives designated as cash flow hedges (net of taxes of \$(0.5) (2019 - \$0.6))	1.4	(1.7)
Share of other comprehensive loss of investments, at equity (net of taxes of \$0.2 (2019 - \$(0.2)))	(0.2)	(0.1)
Exchange differences on translation of foreign operations (net of taxes of \$ nil (2019 - \$(0.2)))	(0.6)	(0.6)
	<u>0.6</u>	<u>(2.4)</u>
Items that will not be reclassified subsequently to net earnings		
Actuarial losses on defined benefit plans (net of taxes of \$5.7 (2019 - \$8.1))	(16.2)	(21.9)
Total comprehensive income	<u>\$ 201.2</u>	<u>\$ 118.5</u>
Total comprehensive income for the period attributable to:		
Non-controlling interest	\$ 24.9	\$ 12.2
Owners of the Company	<u>176.3</u>	<u>106.3</u>
	<u>\$ 201.2</u>	<u>\$ 118.5</u>

See accompanying notes to the unaudited interim condensed consolidated financial statements.

<b>Empire Company Limited</b>							
<b>Condensed Consolidated Statements of Changes</b>							
<b>in Shareholders' Equity</b>							
<b>Unaudited (in millions of Canadian dollars)</b>	<b>Capital</b>	<b>Contributed</b>	<b>Accumulated</b>	<b>Retained</b>	<b>Total</b>	<b>Non-</b>	<b>Total</b>
	<b>Stock</b>	<b>Surplus</b>	<b>Other</b>	<b>Earnings</b>	<b>Attributable</b>	<b>controlling</b>	<b>Equity</b>
			<b>Comprehensive</b>		<b>to Owners of</b>	<b>Interest</b>	
			<b>Income</b>		<b>the Company</b>		
<b>Balance as at May 5, 2019</b>	\$ 2,042.6	\$ 25.2	\$ 14.7	\$ 1,488.8	\$ 3,571.3	\$ 79.7	\$ 3,651.0
Dividends declared on common shares	-	-	-	(32.6)	(32.6)	-	(32.6)
Equity based compensation, net	2.0	(2.1)	-	-	(0.1)	-	(0.1)
Repurchase of capital stock	(6.6)	-	-	(12.3)	(18.9)	-	(18.9)
Shares held in trust, net	1.2	-	-	-	1.2	-	1.2
Capital transactions with structured entities	-	-	-	-	-	(9.1)	(9.1)
Transactions with owners	(3.4)	(2.1)	-	(44.9)	(50.4)	(9.1)	(59.5)
Net earnings	-	-	-	130.6	130.6	12.2	142.8
Revaluation of put options	-	-	-	(4.0)	(4.0)	(0.7)	(4.7)
Other comprehensive loss	-	-	(2.4)	(21.9)	(24.3)	-	(24.3)
Total comprehensive (loss) income for the period	-	-	(2.4)	104.7	102.3	11.5	113.8
Balance at August 3, 2019	<u>\$ 2,039.2</u>	<u>\$ 23.1</u>	<u>\$ 12.3</u>	<u>\$ 1,548.6</u>	<u>\$ 3,623.2</u>	<u>\$ 82.1</u>	<u>\$ 3,705.3</u>
<b>Balance at May 3, 2020</b>	<b>\$ 2,013.2</b>	<b>\$ 23.2</b>	<b>\$ 16.1</b>	<b>\$ 1,872.1</b>	<b>\$ 3,924.6</b>	<b>\$ 89.3</b>	<b>\$ 4,013.9</b>
Dividends declared on common shares	-	-	-	(35.0)	(35.0)	-	(35.0)
Equity based compensation, net	0.7	(3.2)	-	-	(2.5)	-	(2.5)
Shares held in trust, net	1.7	-	-	-	1.7	-	1.7
Capital transactions with structured entities (Note 7)	-	-	-	-	-	(12.1)	(12.1)
Transactions with owners	2.4	(3.2)	-	(35.0)	(35.8)	(12.1)	(47.9)
Net earnings	-	-	-	191.9	191.9	24.9	216.8
Revaluation of put options	-	-	-	0.6	0.6	(1.4)	(0.8)
Other comprehensive income (loss)	-	-	0.6	(16.2)	(15.6)	-	(15.6)
Total comprehensive income for the period	-	-	0.6	176.3	176.9	23.5	200.4
Balance at August 1, 2020	<u>\$ 2,015.6</u>	<u>\$ 20.0</u>	<u>\$ 16.7</u>	<u>\$ 2,013.4</u>	<u>\$ 4,065.7</u>	<u>\$ 100.7</u>	<u>\$ 4,166.4</u>

See accompanying notes to the unaudited interim condensed consolidated financial statements.

Empire Company Limited Condensed Consolidated Statements of Cash Flows Unaudited (in millions of Canadian dollars)	13 Weeks Ended	
	August 1 2020	August 3 2019
<b>Operations</b>		
Net earnings	\$ 216.8	\$ 142.8
Adjustments for:		
Depreciation	185.8	174.7
Income tax expense	90.1	51.6
Finance costs, net (Note 9)	70.7	71.7
Amortization of intangibles	19.1	19.2
Net gain on disposal of assets and lease terminations	(31.4)	(10.4)
Impairment expense of non-financial assets, net	0.9	1.7
Amortization of deferred items	0.5	1.1
Equity in earnings of other entities, net of distributions received	15.7	11.5
Employee future benefits	(1.0)	(2.5)
Decrease in long-term provisions	(3.3)	(7.6)
Equity based compensation	2.5	1.5
Net change in non-cash working capital	(165.8)	(42.5)
Income taxes paid, net	(1.2)	(7.5)
Cash flows from operating activities	<u>399.4</u>	<u>405.3</u>
<b>Investment</b>		
Property, equipment and investment property purchases	(145.4)	(86.6)
Additions to intangibles	-	(4.8)
Proceeds on disposal of assets and lease terminations	23.5	40.2
Leases and other receivables, net	(2.7)	2.9
Other assets and other long-term liabilities	2.1	5.9
Business acquisitions	(3.1)	(3.0)
Payments received for finance subleases	19.6	18.6
Interest received	2.0	2.0
Cash flows used in investing activities	<u>(104.0)</u>	<u>(24.8)</u>
<b>Financing</b>		
Issuance of long-term debt	32.5	26.0
Repayments of long-term debt	(43.3)	(41.1)
Repayments on credit facilities, net	(8.3)	-
Interest paid	(9.0)	(14.9)
Payments of lease liabilities (principal portion)	(92.8)	(95.3)
Payments of lease liabilities (interest portion)	(59.2)	(53.2)
Repurchase of Non-Voting Class A shares (Note 7)	-	(18.9)
Dividends paid, common shares	(35.0)	(32.6)
Non-controlling interest	(12.1)	(9.1)
Cash flows used in financing activities	<u>(227.2)</u>	<u>(239.1)</u>
Increase in cash and cash equivalents	68.2	141.4
Cash and cash equivalents, beginning of period	<u>1,008.4</u>	<u>553.3</u>
Cash and cash equivalents, end of period	<u>\$ 1,076.6</u>	<u>\$ 694.7</u>

See accompanying notes to the unaudited interim condensed consolidated financial statements.

**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
**(in millions of Canadian dollars, except share and per share amounts)**

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**1. Reporting entity**

Empire Company Limited (“Empire” or the “Company”) is a Canadian company whose key businesses are food retailing and related real estate. The Company is incorporated in Canada and the address of its registered office of business is 115 King Street, Stellarton, Nova Scotia, B0K 1S0, Canada. The unaudited interim condensed consolidated financial statements for the period ended August 1, 2020 include the accounts of Empire, all subsidiary companies, including 100% owned Sobeys Inc. (“Sobeys”), and certain enterprises considered structured entities, where control is achieved on a basis other than through ownership of a majority of voting rights. Investments in which the Company has significant influence and its joint ventures are accounted for using the equity method. As at August 1, 2020, the Company’s business operations were conducted through its two reportable segments: Food retailing and Investments and other operations, as further described in Note 11, *Segmented Information*. The Company’s Food retailing business is affected by seasonality and the timing of holidays. The Company’s fiscal year ends on the first Saturday in May.

**2. Basis of preparation**

**Statement of compliance**

The unaudited interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard (“IAS”) 34, “Interim Financial Reporting”, as issued by the International Accounting Standards Board (“IASB”). Accordingly, certain information and note disclosures normally included in the annual consolidated financial statements have been omitted or condensed. The unaudited interim condensed consolidated financial statements should be read in conjunction with the Company’s annual consolidated financial statements for the year ended May 2, 2020, which have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the IASB.

The unaudited interim condensed consolidated financial statements were authorized for issue by the Board of Directors on September 9, 2020.

**Basis of measurement**

The unaudited interim condensed consolidated financial statements are prepared on the historical cost basis, except the following assets and liabilities which are stated at their fair value: certain financial instruments (including derivatives) at fair value through profit and loss and cash settled stock-based compensation plans. Assets held for sale are stated at the lower of their carrying amount and fair value less costs to sell.

**Use of estimates, judgments and assumptions**

The preparation of the unaudited interim condensed consolidated financial statements requires management to make estimates, judgments and assumptions that affect the amounts reported on the condensed consolidated financial statements and accompanying notes. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Estimates, judgments and assumptions that could have a significant impact to the amounts recognized on the unaudited interim condensed consolidated financial statements are summarized in the Company’s annual consolidated financial statements for the year ended May 2, 2020 and remain unchanged for the period ended August 1, 2020.

The novel coronavirus pandemic continued to have a significant impact on the Company. The Company’s financial results show increased sales, driven by increased demand for food retailing product. Additional costs were incurred during the period, including incremental compensation incentives for employees for a portion of the period, combined with additional cost for safety and sanitization measures. The full economic impact the pandemic will have on the Company remains uncertain and is dependent on the severity and duration of the virus.

**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
(in millions of Canadian dollars, except share and per share amounts)

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**3. Summary of significant accounting policies**

These unaudited interim condensed consolidated financial statements were prepared using the same accounting policies as disclosed in the Company's annual consolidated financial statements for the year ended May 2, 2020.

**Future Standards**

In May 2020, the IASB issued a package of narrow-scope amendments to three standards (IFRS 3 "Business Combinations", IAS 16 "Property, Plant and Equipment" and IAS 37 "Provisions, Contingent Liabilities and Contingent Assets") as well as the IASB's Annual Improvements to IFRS Standards 2018 - 2020. These amendments to existing IFRS standards are to clarify guidance and wording, or to correct for relatively minor unintended consequences, conflicts or oversights. These amendments are effective for annual periods beginning on or after January 1, 2022. The Company is assessing the potential impact of these narrow scope amendments.

**4. Inventories**

The cost of inventories recognized as an expense during the period ended August 1, 2020 was \$5,505.6 (August 3, 2019 - \$5,083.7). The Company recorded an expense of \$1.9 (August 3, 2019 - \$2.9) for the write-down of inventories below cost to net realizable value for inventories on hand. There were no reversals of inventories written down previously (August 3, 2019 - \$ nil).

**5. Investments, at equity**

	<b>August 1 2020</b>	<b>August 3 2019</b>
<b>Investment in associates</b>		
Crombie Real Estate Investment Trust ("Crombie REIT")	\$ 491.4	\$ 467.3
Canadian real estate partnerships	81.6	88.2
U.S. real estate partnerships	13.6	15.8
Joint ventures	4.3	7.6
<b>Total</b>	<b>\$ 590.9</b>	<b>\$ 578.9</b>

The fair value of the investment in Crombie REIT, which is based on a published price quoted on the Toronto Stock Exchange ("TSX"), is as follows:

	<b>August 1 2020</b>	<b>August 3 2019</b>
Crombie REIT	\$ 856.1	\$ 981.7

The Canadian and U.S. real estate partnerships and joint ventures are not publicly listed on a stock exchange and hence published price quotes are not available.

**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
(in millions of Canadian dollars, except share and per share amounts)

**6. Long-term debt**

The following table reconciles the changes in cash flows from financing activities for long-term debt:

	<b>13 Weeks Ended</b>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
Opening balance	\$ 1,675.2	\$ 1,991.8
Issuance of debt	32.5	26.0
Repayments of long-term debt	(43.3)	(41.1)
Repayments on credit facilities	(8.3)	-
Total cash flow used in long-term debt financing activities	(19.1)	(15.1)
Deferred financing costs	0.3	0.2
Closing balance	\$ 1,656.4	\$ 1,976.9
Current	\$ 569.2	\$ 29.5
Non-current	1,087.2	1,947.4
Total	\$ 1,656.4	\$ 1,976.9

**7. Capital stock**

On June 27, 2019, the Company filed a notice of intent with the TSX to purchase for cancellation up to 3.5 million Non-Voting Class A shares representing approximately 2.0% of shares outstanding. As of May 2, 2020, the Company purchased for cancellation 2,997,583 Non-Voting Class A shares at an average price of \$33.36. The purchase price was \$100.0 of which \$35.4 of the purchase price was accounted for as a reduction to share capital and the remainder as a reduction to retained earnings.

On June 18, 2020, the Company renewed its normal course issuer bid by filing a notice of intention with the TSX to purchase for cancellation up to 5.0 million Non-Voting Class A shares representing approximately 3.0% of the Non-Voting Class A shares outstanding. The purchase will be made through the facilities of the TSX and/or any alternative trading systems to the extent they are eligible. The price that Empire will pay for any such shares will be the market price at the time of acquisition. Purchases could commence on July 2, 2020 and shall terminate not later than July 1, 2021.

During the first quarter of fiscal 2021, no shares were purchased under the NCIB. During the first quarter of fiscal 2020, the Company purchased for cancellation 547,300 Non-Voting Class A shares at an average price of \$34.62 per share for a total consideration of \$18.9.

**8. Other income**

	<b>13 Weeks Ended</b>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
Net gain on disposal of assets and lease terminations	\$ 31.4	\$ 10.4
Lease income from owned property	2.9	4.2
Total	\$ 34.3	\$ 14.6



**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
(in millions of Canadian dollars, except share and per share amounts)

**9. Finance costs, net**

	<b>13 Weeks Ended</b>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
<b>Finance income</b>		
Interest income on lease receivables	\$ 6.1	\$ 6.1
Interest income from cash and cash equivalents	2.0	2.0
Fair value gains on forward contracts	1.0	1.0
Accretion income on leases and other receivables	0.1	0.1
<b>Total finance income</b>	<b>9.2</b>	<b>9.2</b>
<b>Finance costs</b>		
Interest expense on lease liabilities	59.2	53.2
Interest expense on other financial liabilities at amortized cost	17.8	24.5
Net pension finance costs	2.0	2.2
Accretion expense on provisions	0.9	1.0
<b>Total finance costs</b>	<b>79.9</b>	<b>80.9</b>
<b>Finance costs, net</b>	<b>\$ 70.7</b>	<b>\$ 71.7</b>

**10. Earnings per share**

	<b>13 Weeks Ended</b>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
Weighted average number of shares - basic	269,020,563	271,795,980
Shares deemed to be issued for no consideration in respect of stock-based payments	796,462	1,075,244
<b>Weighted average number of shares used in diluted earnings per share</b>	<b>269,817,025</b>	<b>272,871,224</b>

**11. Segmented information**

The Company's reportable segments are Food retailing and Investments and other operations. The Food retailing segment is comprised of six operating segments: Atlantic, Farm Boy, Lawtons, Ontario, Quebec, and West. These operating segments have been aggregated into one reportable segment, "Food retailing", as they all share similar economic characteristics such as: product offerings, customer base and distribution methods. The Investments and other operations segment principally consists of investments, at equity, in Crombie REIT, real estate partnerships and various other corporate operations.

Segment results and assets include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

All inter-segment transfers are carried out at arm's length prices. The measurement policies the Company uses for segment reporting under IFRS 8, "Operating segments", are the same as those used on its consolidated financial statements.

No asymmetrical allocations of income, expense or assets have been applied between segments.

**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
(in millions of Canadian dollars, except share and per share amounts)

All sales are generated by the Food retailing segment. Operating income generated by each of the Company's business segments is summarized as follows:

	<b>13 Weeks Ended</b>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
<b>Segmented operating income</b>		
Food retailing	\$ 371.9	\$ 254.4
Investments and other operations		
Crombie REIT	4.9	13.2
Real estate partnerships	2.6	1.2
Other operations, net of corporate expenses	(1.8)	(2.7)
	5.7	11.7
<b>Total</b>	<b>\$ 377.6</b>	<b>\$ 266.1</b>

Segment operating income can be reconciled to the Company's earnings before income taxes as follows:

	<b>13 Weeks Ended</b>	
	<b>August 1 2020</b>	<b>August 3 2019</b>
Total operating income	\$ 377.6	\$ 266.1
Finance costs, net	70.7	71.7
<b>Total</b>	<b>\$ 306.9</b>	<b>\$ 194.4</b>

	<b>August 1 2020</b>	<b>August 3 2019</b>
<b>Total assets by segment</b>		
Food retailing	\$ 14,115.1	\$ 13,292.4
Investments and other operations	685.2	666.0
<b>Total</b>	<b>\$ 14,800.3</b>	<b>\$ 13,958.4</b>

## 12. Financial instruments

The carrying amount of the Company's financial instruments approximates their fair values with the following exception:

<b>Long-term debt</b>	<b>August 1, 2020</b>	<b>May 2, 2020</b>	<b>August 3, 2019</b>
Total carrying amount	\$ 1,656.4	\$ 1,675.2	\$ 1,976.9
Total fair value	\$ 1,818.2	\$ 1,832.2	\$ 2,104.6

The fair value of the non-controlling interest put liabilities associated with the acquisitions of Farm Boy and Kim Phat is equivalent to the present value of the non-controlling interest buyout price which is based on the future earnings of these entities at a predetermined date. The fair value of these options is classified as Level 3 within the three-level hierarchy of IFRS 13 "Fair value measurement".

**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
**(in millions of Canadian dollars, except share and per share amounts)**

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**13. Stock-based compensation**

**Performance share unit plan**

The Company awards performance share units (“PSUs”) to certain employees. The number of PSUs that vest under an award, for the most part, is dependent on time and the achievement of certain performance measures. Upon vesting, each employee is entitled to receive Non-Voting Class A shares equal to the number of their vested PSUs. The weighted average fair value of \$30.14 per PSU issued during the period ended August 1, 2020 was determined using the Black-Scholes model with the following weighted average assumptions:

Share price	\$31.44
Expected life	2.88 years
Risk-free interest rate	0.32%
Expected volatility	31.97%
Dividend yield	1.47%

At August 1, 2020, there were 302,382 (August 3, 2019 - 308,050) PSUs outstanding. The compensation expense for the period ended August 1, 2020 related to PSUs was \$1.1 (August 3, 2019 - \$0.5).

**Stock option plan**

During the period ended August 1, 2020, the Company granted 909,694 options under the stock option plan for employees of the Company whereby options are granted to purchase Non-Voting Class A shares. The weighted average fair value of \$7.17 per option issued during the period was determined using the Black-Scholes model with the following weighted average assumptions:

Share price	\$30.82
Expected life	4.73 years
Risk-free interest rate	0.36%
Expected volatility	31.49%
Dividend yield	1.47%

The compensation expense for the period ended August 1, 2020 related to the issuance of options was \$1.4 (August 3, 2019 - \$1.0).

**Deferred stock unit plans**

Deferred stock units (“DSU”) issued to employees, under the Executive DSU Plan, vest dependent on time and the achievement of certain performance measures. At August 1, 2020, there were 1,518,775 (August 3, 2019 - 1,350,877) DSUs outstanding related to this plan and the total carrying amount of the liability was \$35.8 (August 3, 2019 - \$25.9). The compensation expense for the period ended August 1, 2020 related to DSUs was \$7.4 (August 3, 2019 - \$7.0).

Members of the Board of Directors may elect to receive all or any portion of their fees in DSUs in lieu of cash. The number of DSUs received is determined by the market value of the Company’s Non-Voting Class A shares on each directors’ or employees’ fee payment date. At August 1, 2020, there were 321,693 (August 3, 2019 - 257,726) DSUs outstanding and the total carrying amount of the liability was \$11.1 (August 3, 2019 - \$9.2). The compensation expense recorded for the period ended August 1, 2020 was \$1.6 (August 3, 2019 - \$1.7).

Under both DSU plans, vested DSUs cannot be redeemed until the employee has left the Company or the holder is no longer a director of the Company. The redemption value of a DSU equals the market value of an Empire Non-Voting Class A share at the time of redemption. On an ongoing basis, the Company values the DSU obligation at the current market value of a corresponding number of Non-Voting Class A shares and records any increase or decrease in the DSU obligation as selling and administrative expenses.

**14. Related party transactions**

The Company enters into related party transactions with Crombie REIT and key management personnel, including ongoing leases and property management agreements. The Company holds a 41.5% (2020 – 41.5%) ownership interest in Crombie REIT and accounts for its investment using the equity method.

Crombie REIT has instituted a distribution reinvestment plan (“DRIP”) whereby Canadian resident REIT unitholders may elect to automatically have their distributions reinvested in additional REIT units. The Company has enrolled in the DRIP to maintain its economic and voting interest in Crombie REIT.

**Empire Company Limited**  
**Notes to the Unaudited Interim Condensed Consolidated Financial Statements**  
**August 1, 2020**  
**(in millions of Canadian dollars, except share and per share amounts)**

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During the period ended August 1, 2020, Sobeys, through a wholly-owned subsidiary, sold and leased back one property to Crombie REIT for cash consideration of \$2.9 resulting in a pre-tax gain of \$ nil.

On May 28, 2019, Crombie REIT announced an agreement to sell an 89% interest in a 15-property portfolio to a third party purchaser which closed on October 7, 2019. Sobeys and Crombie REIT entered into lease amending agreements on properties disposed where Sobeys was a lessee to secure longer contractual terms, as well as additional option terms on the sites. As consideration for these amendments, Crombie REIT agreed to pay an aggregate amount to Sobeys over a period of three years. As of August 1, 2020, Sobeys has accrued a total of \$4.3 in current and long-term receivables related to these amounts.

During the period ended August 3, 2019, Sobeys, through a wholly-owned subsidiary, sold 50% of a property to Crombie REIT for cash consideration of \$9.5 resulting in a pre-tax gain of \$1.5.

**15. Employee future benefits**

During the period ended August 1, 2020, the net employee future benefits expense reported in net earnings was \$12.8 (August 3, 2019 - \$12.6). Actuarial losses before taxes on defined benefit pension plans for the period ended August 1, 2020 were \$(21.9) (August 3, 2019 - \$(30.0)). These losses have been recognized in other comprehensive income.

**16. Subsequent event**

On August 18, 2020, The Company announced that Standard & Poor's ("S&P") upgraded the issuer credit rating of Sobeys and the issue level ratings on Sobeys unsecured notes to BBB- from BB+. S&P also changed the outlook for Sobeys to Stable.

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**Investor Relations and Inquiries**

Shareholders, analysts and investors should direct their financial inquiries or requests to:

E-mail: investor.relations@empireco.ca

Communication regarding investor records including changes of address or ownership, lost certificates or tax forms, should be directed to the Company's transfer agent and registrar, AST Trust Company (Canada).

**Transfer Agent**

AST Trust Company (Canada)  
Investor Correspondence  
P.O. Box 700, Station B  
Montreal, Québec  
H3B 3K3  
Telephone: 1-800 387-0825  
E-mail: inquiries@astfinancial.com

**Multiple Mailings**

If you have more than one account, you may receive a separate mailing for each. If this occurs, please contact AST Trust Company (Canada) at 1-800-387-0825 to eliminate the multiple mailings.

**Dividend Record and Payment Dates for Fiscal 2021**

<b>Record Date</b>	<b>Payment Date</b>
July 15, 2020	July 31, 2020
October 15, 2020	October 30, 2020
January 15, 2021*	January 29, 2021*
April 15, 2021*	April 30, 2021*

\*Subject to approval by the Board of Directors.

**Outstanding Shares****As at September 8, 2020**

Non-Voting Class A shares	171,049,042
Class B common shares, voting	98,138,079

**Stock Exchange Listing**

The Toronto Stock Exchange

**Stock Symbol**

Non-Voting Class A shares – EMP.A

**Solicitors**

Stewart McKelvey  
Halifax, Nova Scotia

**Auditor**

PricewaterhouseCoopers, LLP  
Halifax, Nova Scotia

EMPIRE  
COMPANY LIMITED

[www.empireco.ca](http://www.empireco.ca)