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 whollyowned 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 or on the Company's website at 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 forwardlooking 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 forwardlooking 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 the business. Management's top priorities remain the health and safety of 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.
 - o 4 in Saskatchewan
 - o 2 in Manitoba
- 6 stores expected to open in fiscal 2021:
 - o 4 in Manitoba
 - o 2 in Alberta
- 2 stores expected to open in fiscal 2022:
 - o 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

August 1, 2020 7,354.2 1,848.6 377.6 582.5 70.7 90.1 24.9 191.9	\$	August 3, 2019 6,744.1 1,660.4 266.1 460.0 71.7 51.6 12.2 130.6	\$	Change 610.1 188.2 111.5 122.5 (1.0) 38.5 12.7 61.3	Change 9.0% 11.3% 41.9% 26.6% (1.4)% 74.6% 104.1% 46.9%
1,848.6 377.6 582.5 70.7 90.1 24.9	\$	1,660.4 266.1 460.0 71.7 51.6 12.2	\$	188.2 111.5 122.5 (1.0) 38.5 12.7	9.0% 11.3% 41.9% 26.6% (1.4)% 74.6% 104.1%
377.6 582.5 70.7 90.1 24.9		266.1 460.0 71.7 51.6 12.2		111.5 122.5 (1.0) 38.5 12.7	41.9% 26.6% (1.4)% 74.6% 104.1%
582.5 70.7 90.1 24.9		460.0 71.7 51.6 12.2		122.5 (1.0) 38.5 12.7	26.6% (1.4)% 74.6% 104.1%
70.7 90.1 24.9		71.7 51.6 12.2		(1.0) 38.5 12.7	(1.4)% 74.6% 104.1%
90.1 24.9		51.6 12.2		38.5 12.7	74.6% 104.1%
24.9		12.2		12.7	104.1%
-					
191.9		130.6		61 3	46 9%
0.71	\$	0.48 271.8			
0.71	\$	0.48			
269.8		272.9			
0.13	\$	0.12			
	269.0 0.71 269.8	269.0 0.71 \$ 269.8	269.0 271.8 0.71 \$ 0.48 269.8 272.9	269.0 271.8 0.71 \$ 0.48 269.8 272.9	269.0 271.8 0.71 \$ 0.48 269.8 272.9

	13 Weeks	Ended
	August 1, 2020	August 3, 2019
Gross margin ⁽¹⁾	25.1%	24.6%
EBITDA margin ⁽¹⁾	7.9%	6.8%
Same-store sales ⁽¹⁾ 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.

	13 Weeks Ended					%
(\$ in millions)	 August 1, 2020		August 3, 2019		Change	Change
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 ⁽²⁾	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

	13 Weeks Ended							
(\$ in millions)	Au	gust 1, 2020		August 3, 2019		Change		
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		
		5.7		11.7		(6.0)		
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

	13 Weeks Ended				\$
(\$ in millions, except per share amounts)		August 1, 2020		August 3, 2019	Change
Net earnings ⁽¹⁾	\$	191.9	\$	130.6	\$ 61.3
EPS ⁽²⁾ (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

	13 Weeks Ended							
(\$ in millions)	 August 1, 2020		August 3, 2019		Change			
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

	Fis	scal 2021				Fiscal	2020)					Fis	scal 2019		
		Q1		Q4		Q3		Q2		Q1		Q4		Q3		Q2
(\$ in millions, except		(13 Weeks)	(1	3 Weeks)	(1	3 Weeks)	(1	3 Weeks)	(1	3 Weeks)	(1	13 Weeks)	(1	13 Weeks)	(1	3 Weeks
per share amounts)	Α	ug. 1, 2020	Ma	ay 2, 2020	Fe	b. 1, 2020	No	v. 2, 2019	Au	g. 3, 2019	Ma	ay 4, 2019	Fe	b. 2, 2019	No	v. 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 ⁽¹⁾		582.5		527.8		426.9		477.7		460.0		300.1		214.6		276.1
Net earnings ⁽²⁾		191.9		177.8		120.5		154.6		130.6		122.1		65.8		103.8
Per share information, basic																
Net earnings ⁽²⁾	\$	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
Per share information, diluted																
Net earnings ⁽²⁾	\$	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.

	13 Weeks Ended						
(\$ in millions)		August 1, 2020	August 3, 20	019			
Cash flows from operating activities	\$	399.4	\$ 40)5.3			
Cash flows used in investing activities		(104.0)	(2	24.8)			
Cash flows used in financing activities		(227.2)	(23	39.1)			
Increase in cash and cash equivalents	\$	68.2	\$14	11.4			

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:

	13 Weeks Ended	
(\$ in millions)	August 1, 2020	August 3, 2019
Acquisitions of property, equipment, investment property and intangibles	\$ (145.4) \$	(91.4)
Proceeds on disposal of assets ⁽¹⁾ 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⁽¹⁾ 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.

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

	13 Weeks Ended	52 Weeks Ended
Square feet (in thousands)	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 ⁽⁴⁾	244	262
Closed - pending conversion to FreshCo ⁽⁴⁾	-	(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.

		13 Weeks	Ended	\$
(\$ in millions)	Au	gust 1, 2020	August 3, 2019	Change
Cash flows from operating activities	\$	399.4 \$	405.3	\$ (5.9)
Add: proceeds on disposal of assets ⁽¹⁾ 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 ⁽²⁾	\$	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)	A	ugust 1, 2020	May 2, 2020	August 3, 2019 ⁽¹⁾
Shareholders' equity, net of non-controlling interest	\$	4,065.7	\$ 3,924.6	\$ 3,623.2
Book value per common share ⁽²⁾	\$	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 ⁽²⁾		59.5%	60.2%	63.2%
Funded debt to EBITDA ⁽²⁾⁽³⁾		3.5x	3.7x	5.5x
EBITDA to interest expense ⁽²⁾⁽⁴⁾		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			ares
Authorized	_		August 1, 2020		August 3, 2019
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
Issued and outstanding (\$ in millions)	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)
Total		\$	2,015.9	\$	2,039.2

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:

	13 Weeks	Ended
(Number of Shares)	August 1, 2020	August 3, 2019
Non-Voting Class A shares		
Issued and outstanding, beginning of period	170,971,038	173,661,495
Issued during period	73,568	157,627
Purchased for cancellation	-	(547,300)
Issued and outstanding, end of period	171,044,606	173,271,822
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)
Shares held in trust, end of period	(74,264)	(211,568)
Issued and outstanding, net of shares held in trust, end of period	170,970,342	173,060,254
Class B common shares		
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 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:

	13 Weeks Ended							
(\$ in millions)		August 1, 2020	August 3, 2019					
Finance costs, net	\$	70.7 \$	5 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 \$	S 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 or on the SEDAR website for Canadian regulatory filings at www.sedar.com.

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