

SUPPLEMENTARY SLIDES

Q3 2023

For the periods ended October 7, 2023 and October 8, 2022

Loblaw
Companies
Limited

FORWARD LOOKING STATEMENTS

This presentation for Loblaw Companies Limited (“Loblaw” or “the Company”) contains forward-looking statements about the Company’s objectives, plans, goals, aspirations, strategies, financial condition, results of operations, cash flows, performance, prospects, opportunities and legal and regulatory matters. Specific forward-looking statements in this News Release include, but are not limited to, statements with respect to the Company’s anticipated future results, events and plans, strategic initiatives and restructuring, regulatory changes including further healthcare reform, future liquidity, planned capital investments, and the status and impact of information technology (“IT”) systems implementations. These specific forward-looking statements are contained throughout this News Release including, without limitation, in the “Consolidated and Segment Results of Operations” and “Outlook” section of this News Release. Forward-looking statements are typically identified by words such as “expect”, “anticipate”, “believe”, “foresee”, “could”, “estimate”, “goal”, “intend”, “plan”, “seek”, “strive”, “will”, “may”, “should” and similar expressions, as they relate to the Company and its management.

Forward-looking statements reflect the Company’s estimates, beliefs and assumptions, which are based on management’s perception of historical trends, current conditions and expected future developments, as well as other factors it believes are appropriate in the circumstances. The Company’s estimates, beliefs and assumptions are inherently subject to significant business, economic, competitive and other uncertainties and contingencies regarding future events and, as such, are subject to change. The Company can give no assurance that such estimates, beliefs and assumptions will prove to be correct.

Numerous risks and uncertainties could cause the Company’s actual results to differ materially from those expressed, implied or projected in the forward-looking statements, including those described in the Company’s MD&A in the Company’s 2022 Annual Report - Financial Review and Section 4 “Risks” of the Company’s 2022 Annual Information Form for the year ended December 31, 2022.

This is not an exhaustive list of the factors that may affect the Company’s forward-looking statements. Other risks and uncertainties not presently known to the Company or that the Company presently believes are not material could also cause actual results or events to differ materially from those expressed in its forward-looking statements. Additional risks and uncertainties are discussed in the Company’s materials filed with the Canadian securities regulatory authorities (“securities regulators”) from time to time, including, without limitation, the section entitled "Risks" in the Company's 2022 AIF (for the year ended December 31, 2022). Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect the Company’s expectations only as of the date of this presentation. Except as required by law, the Company does not undertake to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation uses certain non-GAAP measures, such as Adjusted EBITDA, Adjusted EBITDA Margin, Retail Segment Adjusted Gross Profit, Retail Segment Adjusted Gross Profit Percentage, Adjusted Diluted Net Earnings Per Common Share and Free Cash Flow which the Company believes provide useful information to both management and investors in measuring the financial performance of the Company. These measures do not have a standardized meaning prescribed by GAAP, and therefore, they may not be comparable to similarly titled measures presented by other publicly traded companies and should not be construed as an alternative to other financial measures determined in accordance with GAAP.

KEY FINANCIAL METRICS – Consolidated

Q3 2023

(millions of Canadian dollars unless otherwise noted)

	Q3 2023	Q3 2022	% Change ⁽¹⁾	
Consolidated Revenue	\$18,265	\$17,388	↑	+5.0%
Adjusted EBITDA	\$1,926	\$1,846	↑	+4.3%
Adjusted EBITDA Margin	10.5%	10.6%	↓	10 bps
Adjusted Net Earnings Available to Common Shareholders	\$719	\$663	↑	+8.4%
Adjusted Diluted Net Earnings Per Common Share	\$2.26	\$2.01	↑	+12.4%
Free Cash Flow ⁽²⁾	\$756	\$519		
Net Capex ⁽³⁾	\$676	\$402		

1. ↑ indicates better; ↓ indicates worse; ≈ indicates flat

2. The definition of free cash flow was changed since the first quarter of 2019 to normalize for the impact of the implementation of IFRS 16

3. Net Capex includes fixed asset purchases and intangible asset additions, net of proceeds from disposal of assets.

KEY FINANCIAL METRICS – Retail Segment

Q3 2023

(millions of Canadian dollars unless otherwise noted)

	Q3 2023	Q3 2022	% Change ⁽¹⁾	
Total Retail Revenue	\$17,982	\$17,130	↑	5.0%
Retail Revenue - Food	\$12,843	\$12,221	↑	5.1%
Retail Revenue - Drug	\$5,139	\$4,909	↑	4.7%
Pharmacy and Healthcare Services	\$2,635	\$2,466	↑	6.9%
Front Store	\$2,504	\$2,443	↑	2.5%
Adjusted Retail Gross Margin	30.6%	30.8%	↓	(20bps)
Adjusted Retail SG&A rate	20.3%	20.3%	≈	Flat
Adjusted Retail EBITDA	\$1,852	\$1,791	↑	3.4%
Adjusted Retail EBITDA Margin	10.3%	10.5%	↓	(20bps)

- ↑ indicates better; ↓ indicates worse; ≈ indicates flat
- Represents adjusted retail gross profit as a percentage of retail sales

KEY OPERATIONAL METRICS

Q3 2023

Food Retail (Loblaw)

	<u>% Change ⁽¹⁾</u>
Food Retail Same-Store Sales Growth	↑ +4.5%
Basket Size ⁽²⁾	↓
Traffic ⁽²⁾	↑
Loblaw STM Square Footage Growth	↑
Industry STM Square Footage Growth	↑

Drug Retail (Shoppers Drug Mart)

	<u>% Change ⁽¹⁾</u>
Drug Retail Same-Store Sales Growth	↑ +4.6%
Pharmacy and Healthcare Services ⁽²⁾	↑ +7.4%
Rx Count ⁽²⁾	↑ +0.9%
Average Rx Value ⁽²⁾	↑ +5.1%
Front Store ⁽²⁾	↑ +1.8%

(1) ↑ indicates better; ↓ indicates worse; ≈ indicates flat

(2) Based on same-store sales