



# SpartanNash<sup>®</sup>

## First Quarter 2023 Earnings Release

June 1, 2023



# General Disclaimer



## Forward-Looking Statements

The matters discussed in this presentation, in the Company's press releases, and in the Company's website-accessible conference calls with analysts include forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended ("Exchange Act"), about the plans, strategies, objectives, goals or expectations of the Company. These forward-looking statements may be identifiable by words or phrases indicating that the Company or management "expects," "projects," "anticipates," "plans," "believes," "intends," or "estimates," or that a particular occurrence or event "may," "could," "should," "will" or "will likely" result, occur or be pursued or "continue" in the future, that the "outlook," "trend," "guidance" or "target" is toward a particular result or occurrence, that a development is an "opportunity," "priority," "strategy," "is "positioned" for a particular result, or similarly stated expectations. Undue reliance should not be placed on these forward-looking statements, which speak only as of the date made. Forward-looking statements are focus," that the Company necessarily based on estimates and assumptions that are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which, with respect to future business decisions, are subject to change. These uncertainties and contingencies may affect actual results and could cause actual results to differ materially. These risks and uncertainties include the Company's ability to compete in an extremely competitive industry; the Company's dependence on certain major customers; the Company's ability to implement its growth strategy and transformation initiatives; changes in relationships with the Company's vendor base and supply chain disruptions; vulnerability to decreases in the supply and increases in the price of raw materials and labor, manufacturing, distribution and other costs; macroeconomic uncertainty, including rising inflation, potential economic recession, and increasing interest rates; difficulty attracting and retaining well-qualified Associates and effectively managing increased labor costs; customers to whom the Company extends credit or for whom the Company guarantees loans or lease obligations may fail to repay the Company; not achieving the Company's strategy of growth through acquisitions and encountering difficulties successfully integrating acquired businesses that may not realize the anticipated benefits; the Company's ability to manage its private brand program for U.S. military commissaries, including the termination of the program or not achieving the desired results; disruptions to the Company's information security network, including security breaches and cyber-attacks; changes in the geopolitical conditions, including the Russia-Ukraine conflict; instances of security threats, severe weather conditions and natural disasters; climate change and an increased focus by stakeholders on environmental sustainability and corporate responsibility; impacts to the Company's business and reputation due to an increasing focus on environmental, social and governance matters; disruptions associated with disease outbreaks, such as the COVID-19 pandemic; impairment charges for goodwill or other long-lived assets; the Company's ability to successfully manage leadership transitions; interest rate fluctuations; the Company's ability to service its debt and to comply with debt covenants; the Company's level of indebtedness; changes in government regulations; changes in the military commissary system, including its supply chain, or in the level of governmental funding; product recalls and other product-related safety concerns; labor relations issues; cost increases related to multi-employer pension plans and other postretirement plans; and other risks and uncertainties listed under "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's most recent Annual Report on Form 10-K and in subsequent filings with the Securities and Exchange Commission. Additional risks and uncertainties not currently known to the Company or that the Company currently believes are immaterial also may impair its business, operations, liquidity, financial condition and prospects. The Company undertakes no obligation to update or revise its forward-looking statements to reflect developments that occur or information obtained after the date of this presentation.

## Non-GAAP Financial Measures

This presentation includes information regarding adjusted earnings before interest, taxes, depreciation and amortization ("adjusted EBITDA"). Adjusted EBITDA is a non-GAAP operating financial measure that the Company defines as net earnings plus interest, discontinued operations, depreciation and amortization, and other non-cash items including share-based payments (equity awards measured in accordance with ASC 718, Stock Compensation, which include both stock-based compensation to employees and stock warrants issued to non-employees) and the LIFO provision, as well as adjustments for items that do not reflect the ongoing operating activities of the Company. Adjusted EBITDA is not a measure of performance under accounting principles generally accepted in the United States of America and should not be considered as a substitute for net earnings and other income or cash flow statement data. The Company's definition of adjusted EBITDA may not be identical to similarly titled measures reported by other companies. Adjusted EBITDA is a non-GAAP financial measure used by management to allocate resources, assess performance against its peers and evaluate overall performance. The Company believes adjusted EBITDA provides useful information for both management and its investors. The Company believes adjusted EBITDA is useful to investors because it provides additional understanding of the trends and special circumstances that affect its business. Adjusted EBITDA provides useful supplemental information that helps investors to establish a basis for expected performance and the ability to evaluate actual results against that expectation. This measure, when considered in connection with GAAP results, can be used to assess the overall performance of the Company as well as assess the Company's performance against its peers. Adjusted EBITDA is also used as a basis for certain compensation programs sponsored by the Company. In addition, securities analysts, fund managers and other shareholders and stakeholders that communicate with the Company request its financial results in this adjusted format.

The Company is unable to provide a full reconciliation of the projected GAAP to non-GAAP measures for fiscal 2023 or fiscal 2025 used in this presentation without unreasonable effort because it is not possible to predict certain adjustment items with a reasonable degree of certainty since they are not yet known or quantifiable, and do not relate to the Company's routine activities. These adjustments may include, among other items, restructuring and asset impairment activity, acquisition and integration costs, severance, costs related to the postretirement plan amendment and settlement, and organizational realignment costs, and the impact of adjustments to the LIFO inventory reserve. This information is dependent upon future events, which may be outside of the Company's control and could have a significant impact on its GAAP financial results for fiscal 2023 or fiscal 2025, respectively.

# A Complementary Intersection Between Two Highly Synergistic Segments

## WHOLESALE

**\$6.8B**  
FY22 Net Sales



**\$125B**  
Addressable Market<sup>(1)</sup>



## RETAIL

**\$2.8B**  
FY22 Net Sales



**\$20B**  
Addressable Market<sup>(1)</sup>



Nasdaq: SPTN

### Creating Food Solutions

with Market-Leading Capabilities Through Data and Insights

### Serving

Independent Grocers  
Large National Accounts  
U.S. Military Commissaries  
SPTN Stores & Fuel Centers  
E-Commerce Shoppers

### Optimized Network

with a Coast-to-Coast Footprint and a Best-In-Class Export Business

### Significant Value

Being Generated through Turnaround Plan

**17+%**

Projected Increase in Net Sales  
FY21 - FY25E to  
**\$10.5bn+**

**40+%**

Projected Increase in Adj. EBITDA  
FY21 - FY25E to  
**\$300mm+**

**Committed to Shareholder Value Creation**

# First Quarter 2023 Consolidated Results



**\$2.9 Billion**

Net Sales  
+5.2% vs. Q1'22

**\$11.3 Million**

Net Earnings

**\$76.8 Million**

Adjusted EBITDA<sup>(1)</sup>

**\$20 Million**

Merchandising Transformation  
Run-Rate Gross Benefits<sup>(2)</sup>  
Since 2022 Launch

**\$30 Million**

Supply Chain Transformation  
Run-Rate Gross Savings<sup>(2)</sup>  
Since 2021 Launch

**6%**

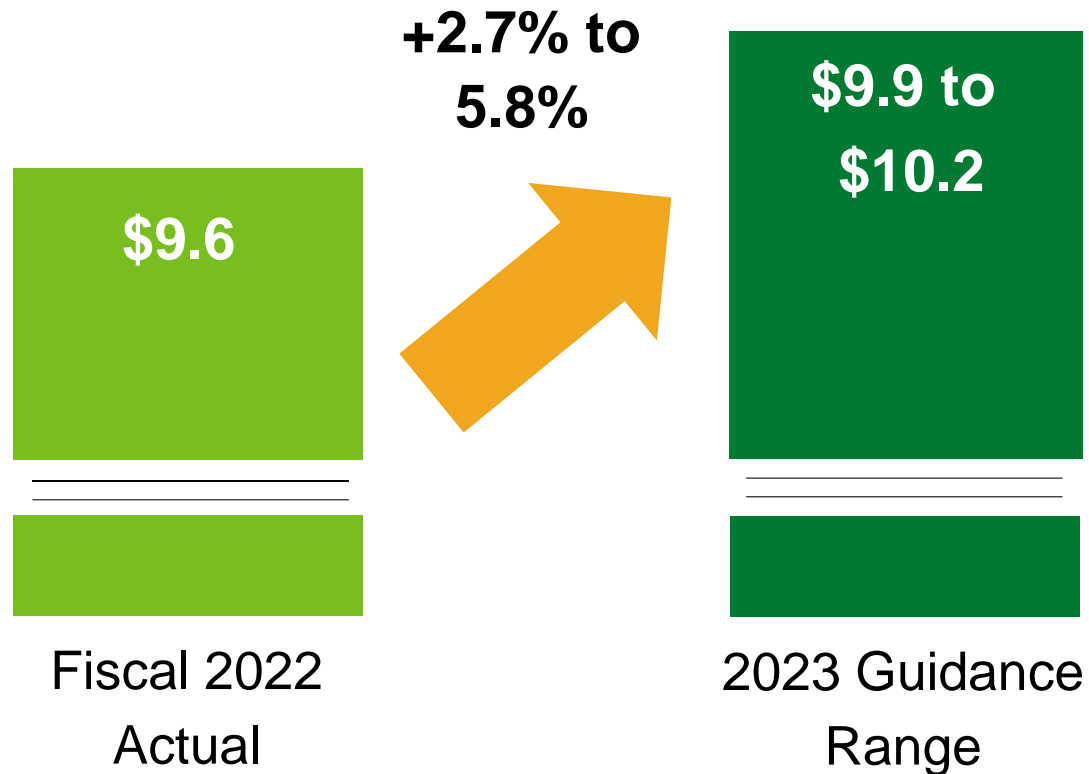
Throughput Rate<sup>(2)</sup>  
Improvement vs. Q1'22



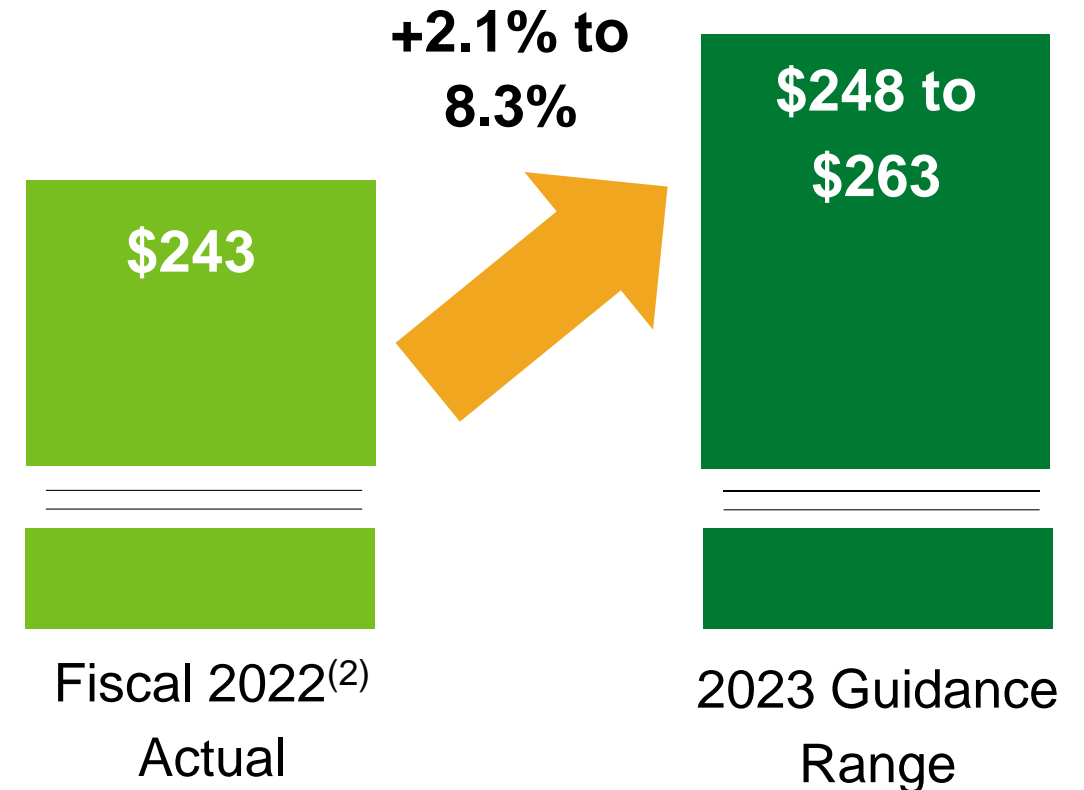
# Fiscal Year 2023 Guidance<sup>(1)</sup> – REITERATED



## Net Sales (Billions)



## Adjusted EBITDA (Millions)



(1) Initially provided on February 23, 2023, and reiterated on June 1, 2023.

(2) A reconciliation of net earnings to adjusted EBITDA, a non-GAAP financial measure, is provided in the Appendix.

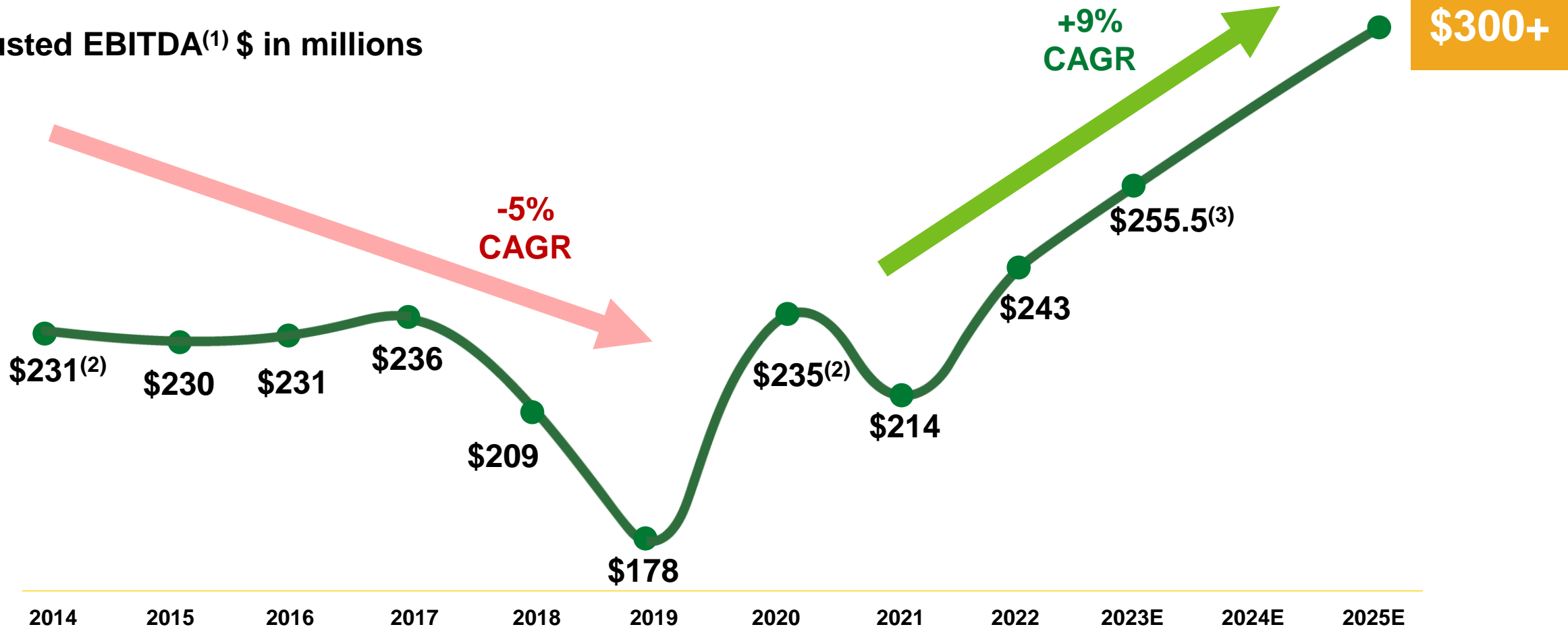
# Progress on Long-Term Plan



# Turnaround Plan is Driving Results



Adjusted EBITDA<sup>(1)</sup> \$ in millions

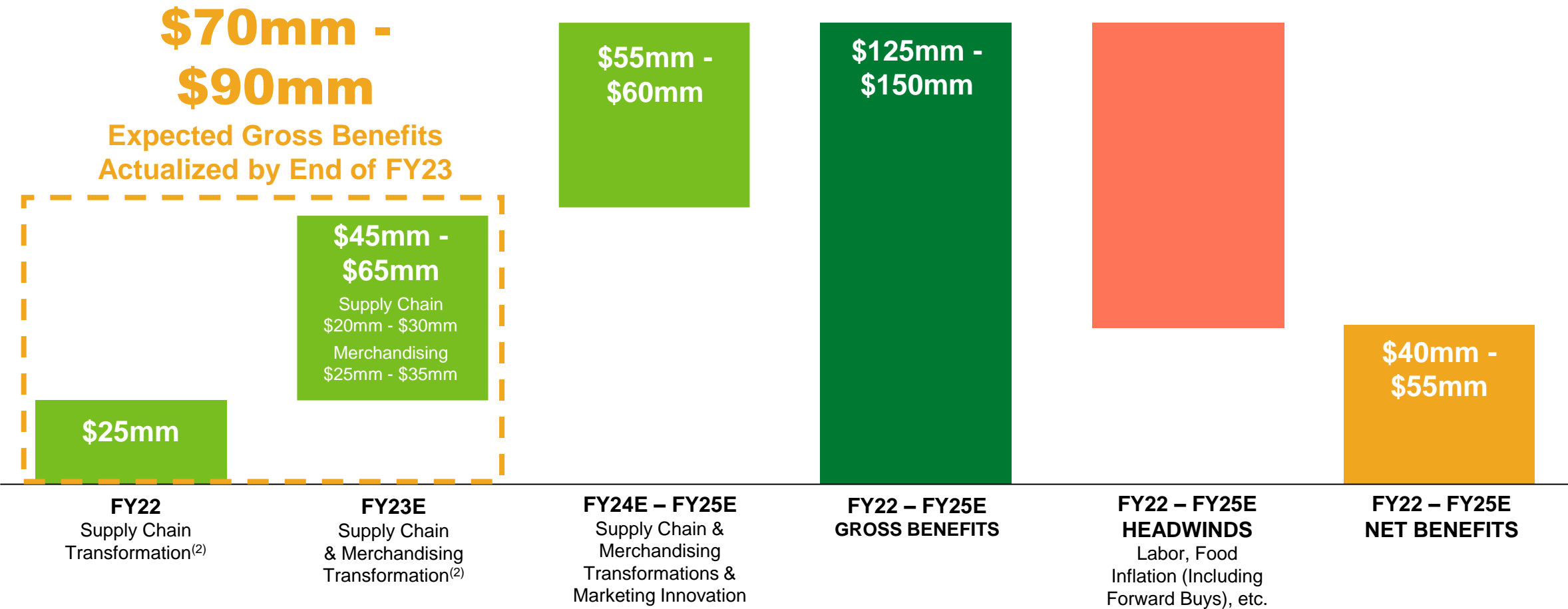


(1) See the Appendix for reconciliations of fiscal 2014 to 2022 non-GAAP measures to their most directly comparable GAAP measures.  
(2) Excludes the impact of the 53<sup>rd</sup> week.  
(3) Midpoint of fiscal 2023 guidance range.

# Delivering on Strategic Commitments<sup>(1)</sup>



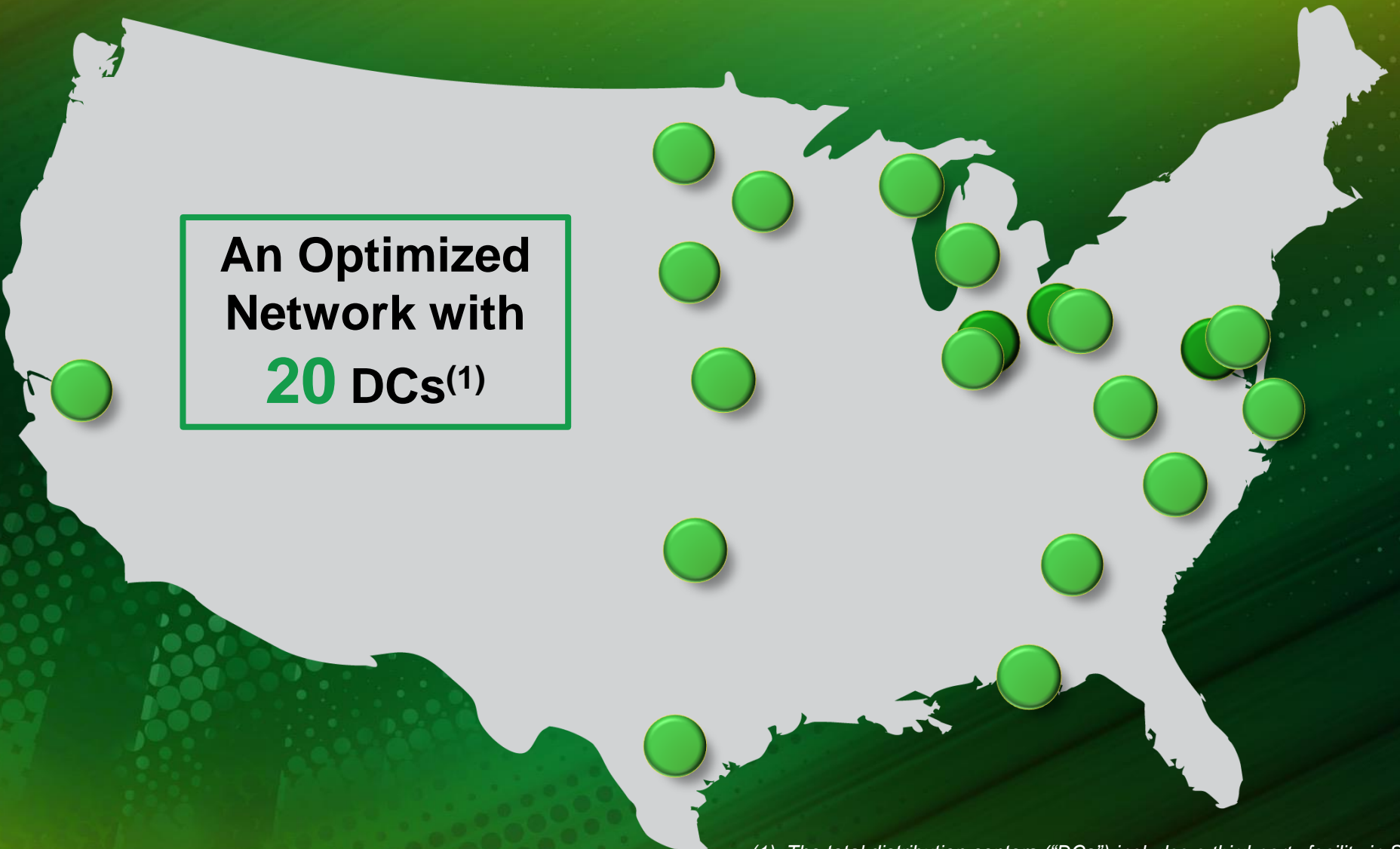
The expected gross benefits from the merchandising transformation do **not** include the additional benefits flowing through to Wholesale customers and Retail shoppers.



(1) The expected benefits and headwinds included in the long-term plan are based on current projections. Refer to the Key Performance Indicator Definitions in the Appendix.



# Operational Excellence: Supply Chain Transformation



An Optimized  
Network with  
**20 DCs**<sup>(1)</sup>

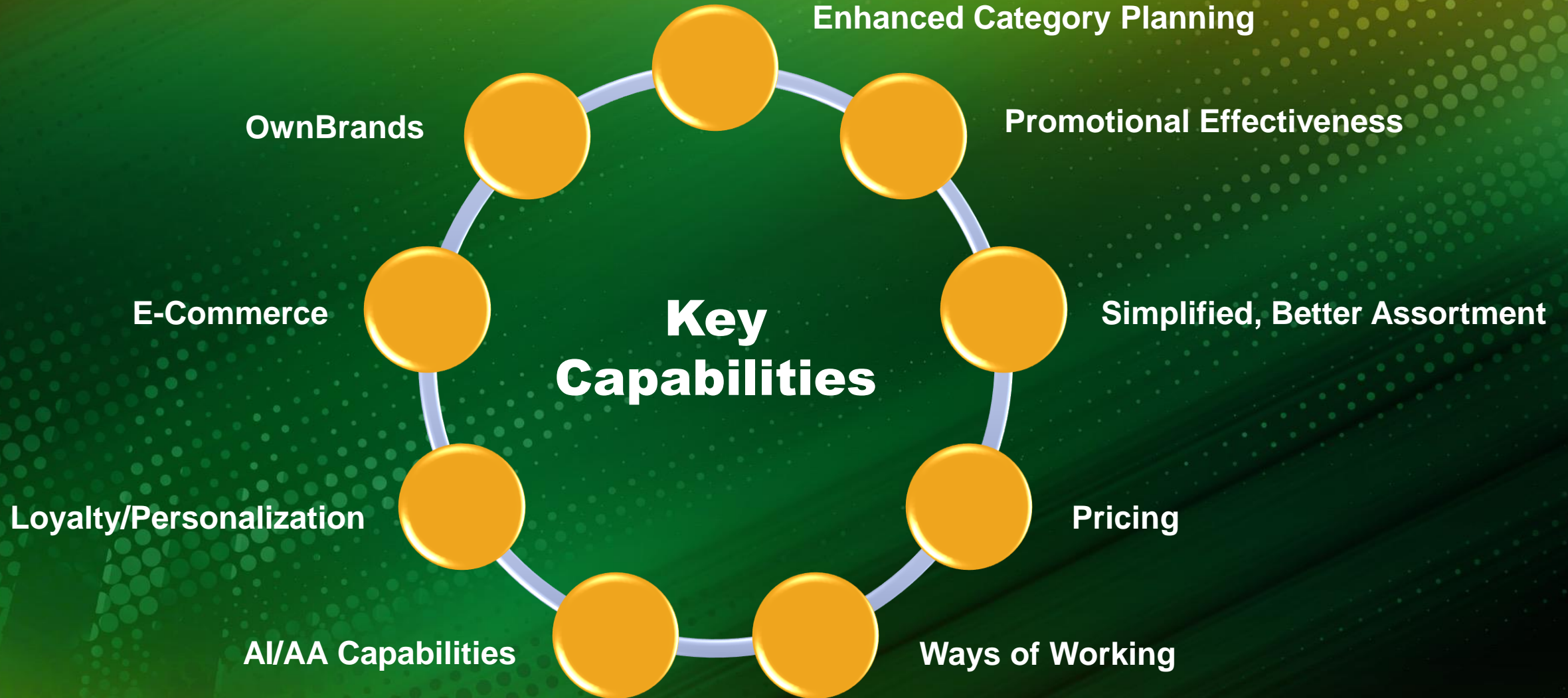
**99 bp**  
Improvement in  
Wholesale Reported  
Operating Expenses

**6%**<sup>(2)</sup>  
Increased  
Throughput Rate

**16%**<sup>(2)</sup>  
Fill Rate  
Improvement

*Note: All improvements  
compared to Q1 2022*

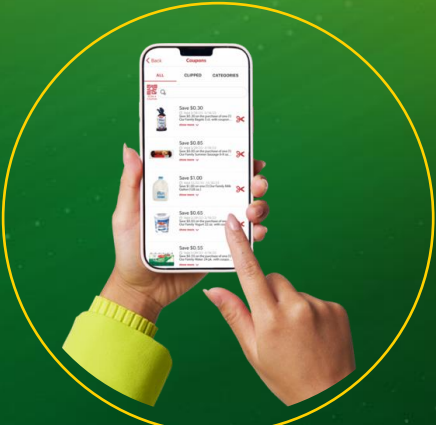
# Accelerating Capabilities in Marketing and Merchandising



# Enhancing Shopper Experience, Driven by Insights



**Creating Engaging Digital Experiences**



**Partnering with Brands on Digital Promotions**



**Broadening Local Partnerships**



**Personalized Value through Loyalty Offerings**



**Differentiated OwnBrands Portfolio**



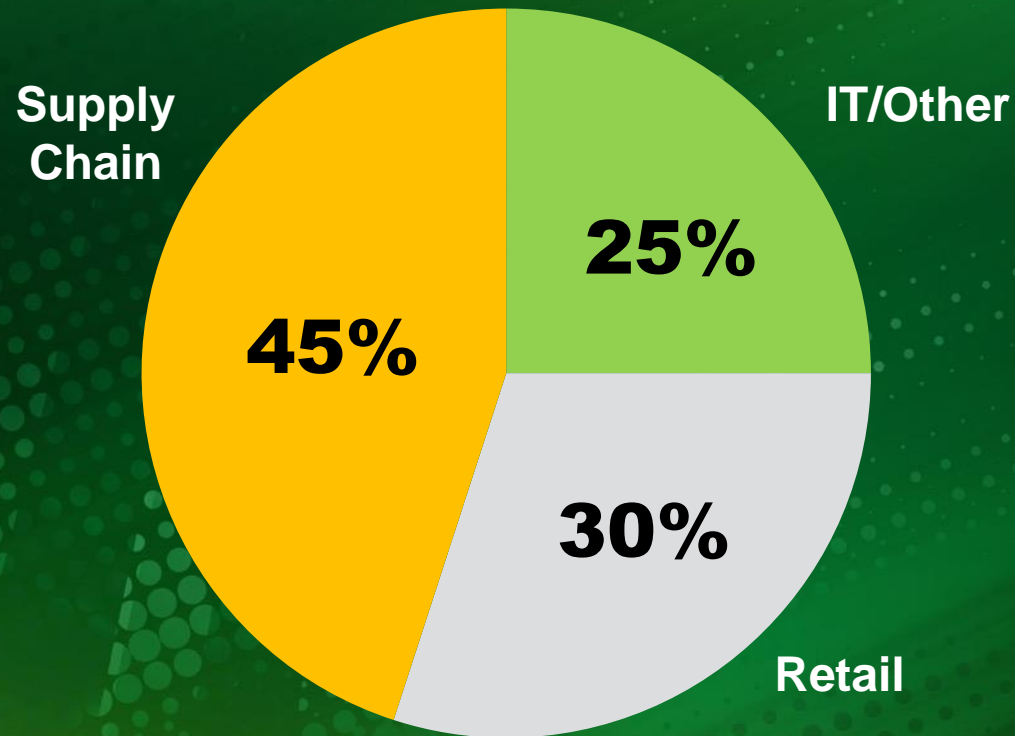
**Amplifying Convenience & Indulgence**

# Appendix



# Disciplined Approach to Capital Allocation

## Growth-Focused Investments Fiscal 2022-2025E



Annual capex spending between \$120mm to \$165mm

- ~1.1% to ~1.6% of expected net sales through Fiscal 2025

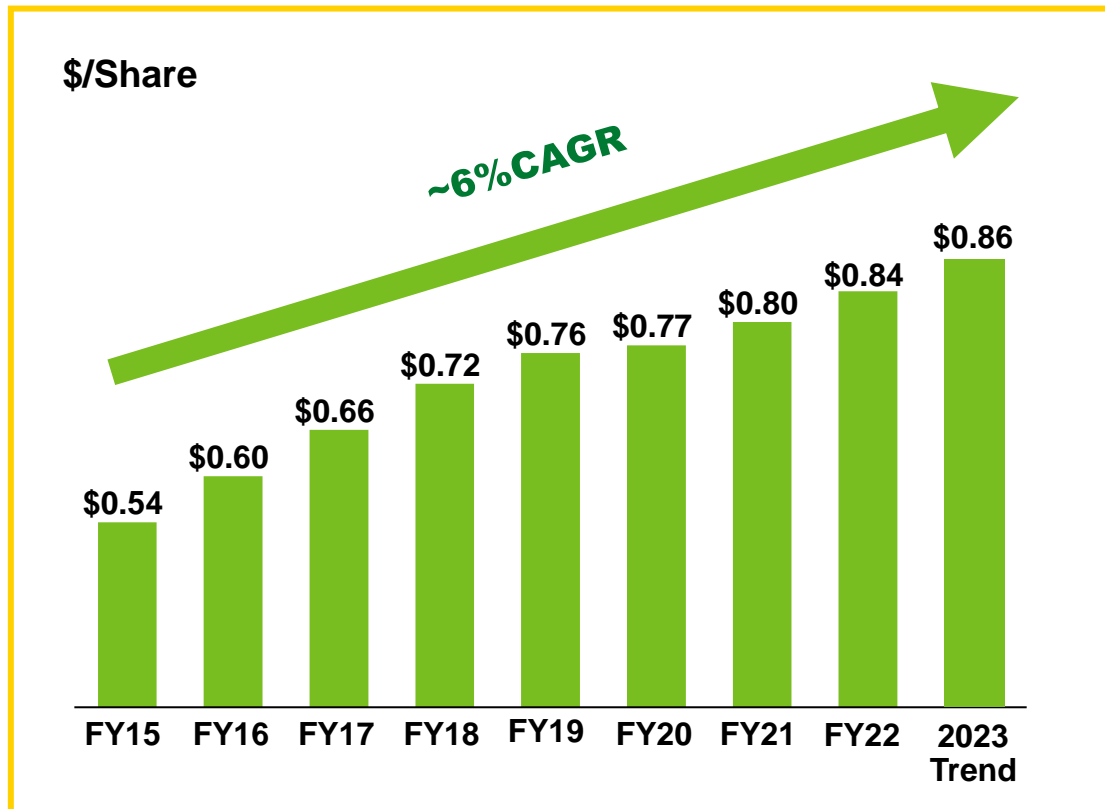
Separately consider inorganic investment through disciplined framework

Inflationary pressures contribute to higher capex

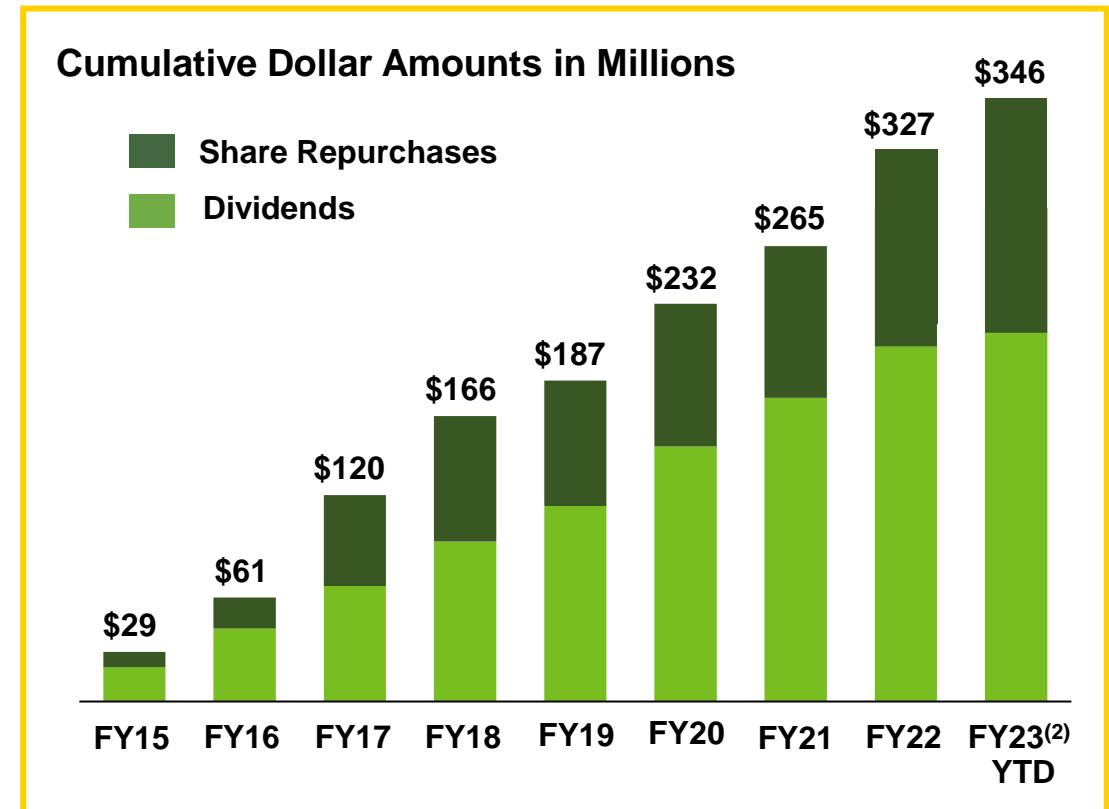
# Consistently Returning Value to Shareholders



## Dividend History



## Cash Returned Since 2015<sup>(1)</sup>



**\$340+ Million Returned to Shareholders Since 2015**

(1) See the Appendix for a reconciliation of cash returned since 2015.

(2) Excludes the second quarter dividend, announced on June 1, 2023, to be paid on June 30, 2023, to shareholders of record as of the close of business on June 15, 2023.

# Key Performance Indicator Definitions



**90-Day New Hire Retention Rate:** New hires who remain employed after 90 days from their respective start dates divided by the total new hires.

**Merchandising Transformation Benefits:** Gross benefits (before consideration of macroeconomic headwinds) generated from individual projects executed by the Company in connection with the overall initiative. The gross benefits exclude the additional benefits flowing through to Wholesale customers and Retail shoppers.

**Supply Chain Transformation Cost Savings:** Gross cost savings (before consideration of macroeconomic headwinds) generated from individual projects executed by the Company in connection with the overall initiative.

**Fill Rate:** Percentage of customer order quantities filled (cases shipped divided by cases ordered by the customer). This metric is not adjusted for vendor product availability.

**Cost per Case:** Supply Chain costs incurred for each case shipped (total Supply Chain costs divided by cases shipped).

**Throughput Rate:** Case volume shipped per labor hour utilized (cases shipped divided by warehouse labor hours worked, excluding salaried hours). Management uses the throughput rate as a means of evaluating warehouse efficiency.

**Retail Market Share (\$):** Total Retail segment sales divided by the total addressable Retail market. The total addressable Retail market is determined based on first-party research around the footprints of each Retail store, which is then further validated by data from NielsenIQ and the U.S. Bureau of Labor food expenditures.

**Wholesale Market Share (\$):** Total Wholesale segment sales divided by the total addressable Wholesale market. The total addressable Wholesale market was disclosed at the 2022 Investor Day on November 2, 2022, and is determined based on internal estimates and Nielsen TDLinx data of Wholesale demand within 250 miles of existing warehouses.

# Net Earnings to Adjusted EBITDA Reconciliation



(In thousands)	16 Weeks Ended	
	April 22, 2023	April 23, 2022
Net earnings	\$ 11,337	\$ 19,289
Income tax expense	2,426	4,891
Other expenses, net	10,550	3,969
Operating earnings	24,313	28,149
Adjustments:		
LIFO expense	11,172	10,187
Depreciation and amortization	29,745	28,473
Acquisition and integration	74	239
Restructuring and asset impairment, net	4,083	13
Cloud computing amortization	1,350	900
Organizational realignment, net	—	1,019
Severance associated with cost reduction initiatives	284	246
Stock-based compensation	5,147	4,441
Stock warrant	607	673
Non-cash rent	(928)	(1,088)
Loss (gain) on disposal of assets	22	(77)
Legal settlement	900	—
Costs related to shareholder activism	—	3,471
Adjusted EBITDA	\$ 76,769	\$ 76,646



# Net Earnings (Loss) to Adjusted EBITDA Reconciliation



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
(In thousands)	(53 weeks)	(52 weeks)	(52 weeks)	(52 weeks)	(52 weeks)	(52 weeks)	(53 weeks)	(52 weeks)	(52 weeks)
Net earnings (loss)	\$ 58,596	\$ 62,710	\$ 56,828	\$ (52,845)	\$ 33,572	\$ 5,742	\$ 75,914	\$ 73,751	\$ 34,518
Loss from discontinued operations, net of tax	524	456	228	228	219	175	—	—	—
Income tax expense (benefit)	31,329	37,093	32,907	(79,027)	6,907	(2,342)	9,450	24,906	12,397
Other expenses, net	24,397	22,616	18,804	24,969	29,814	53,367	17,042	13,543	21,629
Operating earnings (loss)	114,846	122,875	108,767	(106,675)	70,512	56,942	102,406	112,200	68,544
Adjustments:									
LIFO expense (benefit)	5,604	(1,201)	(1,919)	2,898	4,601	5,892	2,176	18,652	56,823
Depreciation and amortization	86,994	83,334	77,246	82,243	82,634	87,866	89,504	92,711	94,180
Merger/acquisition and integration, net	12,675	8,433	6,959	8,101	4,937	1,437	421	708	343
Restructuring and asset impairment, net	6,166	8,802	32,116	228,459	37,546	13,050	24,398	2,886	805
Cloud computing amortization	—	—	—	—	—	—	297	2,140	3,650
Costs associated with Project One Team	—	—	—	—	—	5,428	493	—	—
Organizational realignment, net	—	—	—	—	—	1,812	455	589	1,859
Severance associated with cost reduction initiatives	—	—	—	—	—	—	5,154	423	831
Stock-based compensation	6,939	7,240	7,936	9,611	7,646	7,313	6,265	6,975	8,589
Stock warrant	—	—	—	—	—	—	6,549	1,958	2,158
Non-cash rent	—	—	—	(722)	(962)	(5,622)	(4,733)	(4,059)	(3,444)
Fresh Cut operating losses	—	—	—	—	—	—	2,262	—	—
Fresh Kitchen start-up costs	—	—	—	8,082	1,366	—	—	—	—
Loss (gain) on disposal of assets	—	—	—	—	—	—	3,330	(106)	1,073
Fresh Kitchen operating losses	—	—	—	—	—	2,894	—	—	—
Postretirement plan amendment and settlement	—	—	—	—	—	—	—	—	133
Costs related to shareholder activism	—	—	—	—	—	—	—	—	7,335
Expenses associated with tax planning strategies	900	569	—	3,798	225	—	82	—	—
Paid time off transition adjustment	—	—	—	—	—	—	—	(21,371)	—
Pension settlement charges	1,578	—	—	—	—	—	—	—	—
Other non-cash (gains) charges	(1,260)	(530)	(148)	207	916	933	—	—	—
Adjusted EBITDA	234,442	229,522	230,957	236,002	209,421	177,945	239,059	213,706	242,879
53rd week	(3,673)	—	—	—	—	—	(4,246)	—	—
Adjusted EBITDA, excluding 53rd week	\$ 230,769	\$ 229,522	\$ 230,957	\$ 236,002	\$ 209,421	\$ 177,945	\$ 234,813	\$ 213,706	\$ 242,879

# Cash Returned Since 2015, Inclusive of Dividends & Share Repurchases



<b>(In thousands)</b>	<b>FY2015</b>	<b>FY2016</b>	<b>FY2017</b>	<b>FY2018</b>	<b>FY2019</b>	<b>FY2020</b>	<b>FY2021</b>	<b>FY2022</b>	<b>FY2023 YTD*</b>
Share repurchases	\$ 9,000	\$ 9,000	\$ 34,995	\$ 20,000	\$ —	\$ 10,000	\$ 5,325	\$ 32,494	\$ 10,910
Cumulative share repurchases	9,000	18,000	52,995	72,995	72,995	82,995	88,320	120,814	131,724
Dividends paid	20,299	22,496	24,704	25,923	20,709	34,509	28,327	29,708	7,820
Cumulative dividends	20,299	42,795	67,499	93,422	114,131	148,640	176,967	206,675	214,495
Capital Return	\$ 29,299	\$ 31,496	\$ 59,699	\$ 45,923	\$ 20,709	\$ 44,509	\$ 33,652	\$ 62,202	\$ 18,730
Cumulative capital return	29,299	60,795	120,494	166,417	187,126	231,635	265,287	327,489	346,219

\*YTD 2023 through Q1