



Store Development

May 2017

www.albertsonscpaniesrealestate.com

Albertsons' Business Today

National Footprint: 2,324 Stores, 35 States & District of Columbia, 20 Banners



We have a national footprint (with room to grow...)



Our Banners

| Banner | # of Stores | Primary States |
|------------|-------------|--|
| SAFEWAY | 896 | CA, WA, AZ, CO, OR, MD, VA, HI, DC |
| Albertsons | 459 | CA, TX, WA, AZ, ID, NV, MT, NM, OR, CO, LA |
| VONS | 206 | CA |
| Jewel Osco | 186 | IL |
| shaw's | 130 | MA, ME, VT, NH, RI |

| Banner | # of Stores | Primary States |
|------------------------|-------------|----------------|
| ACME | 178 | NJ, PA, DE, NY |
| Tom Thumb | 60 | TX |
| Randalls | 44 | TX |
| United supermarkets | 43 | TX |
| PAVILIONS | 29 | CA |

| Banner | # of Stores | Primary States |
|------------------|-------------|----------------|
| star | 23 | MA |
| Market STREET | 15 | TX |
| Haggen | 15 | WA |
| CARRS | 12 | AK |
| Albertsons | 12 | TX, NM |

| Banner | # of Stores | Primary States |
|--------------------------|-------------|----------------|
| EAGLE QUALITY CENTERS | 4 | AK |
| Amigos | 4 | TX |
| Park 'n Save Foods | 4 | CA |
| Lucky | 2 | CA |
| SUPER CENTER | 2 | UT |

Note: Store Count as of February 25, 2017.

Store Development



Investing in the Future Through Innovative Store Formats and Offerings

- Albertsons Companies is **actively seeking opportunities** for new stores. We have opened over 170 stores since the Albertsons Safeway merger in Jan. 2015
- Our operating philosophy is simple: we run great stores with a relentless focus on driving sales growth.
- Albertsons Companies is **focused on driving innovation** within the traditional food store:
 - Store formats: Small Urban, Traditional, Super Premium, Large Format
 - Offerings: Expanded food service, NOSHE (Natural, Organic, Specialty, Health and Ethnic), and Owned Brands
 - Technology: E-commerce, Home Delivery, Just 4 U and Fuel Rewards
- Over the years the Company has participated in many different store development approaches from self-developed to build to suit, ground up and 2nd generation sites. We can be **highly flexible and creative** for the right location
- Several of our banners have been doing business for more than 100 years. Today, we're **looking to build relationships for the next 100 years**

Working together to be the *favorite local supermarket™*

San Jose, CA



Weatherford, TX

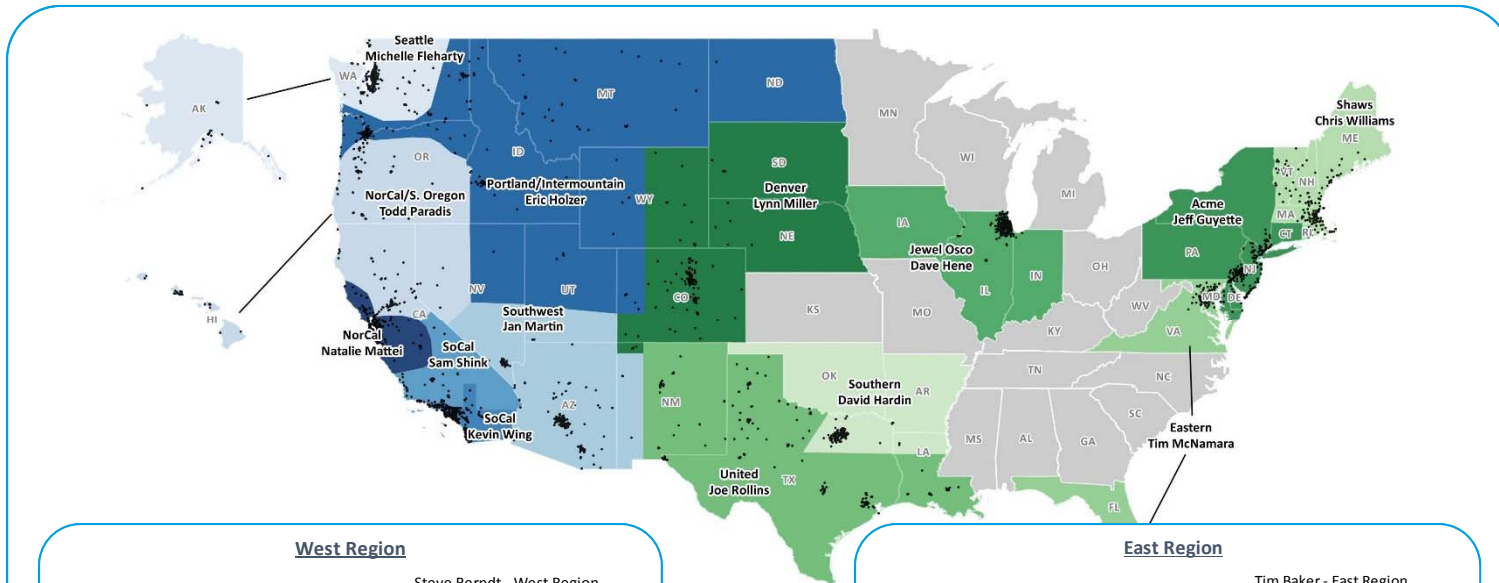


Leander, TX



Contact Us

The Real Estate Team



West Region

AK, AZ, CA, CO, HI, ID, MT, ND, NM,
NV, OR, SD, UT, WA and WY

Steve Berndt - West Region
Regional Vice President
(925) 226-5821
Steve.Berndt@safeway.com

Eric Holzer
(208) 395-3617
Eric.Holzer@safeway.com

Natalie Mattei
(925) 226-5754
Natalie.Mattei@safeway.com

Jan Martin
(623) 869-3140
Jan.Martin3@safeway.com

Sam Shink
(714) 300-6727
Sam.Shink1@safeway.com

Kevin Wing
(714) 300-6785
Kevin.Wing@safeway.com

Todd Paradis
(925) 226-5639
Todd.Paradis@safeway.com

Michelle Fleharty
(425) 201-6385
Michelle.Fleharty@safeway.com

East Region

AR, CO, CT, DC, DE, FL, IA, IN, LA,
MA, MD, ME, NC, NH, NJ, NM, NY,
PA, RI, TX, VA, VT and WY

Tim Baker - East Region
Regional Vice President
(817) 568-3970
Tim.Baker@safeway.com

Bruce Heitzinger
Director of Real Estate
(630) 948-6122
Bruce.Heitzinger@jewelosco.com

Joe Rollins
(806) 791-8110
jrollins@unitedtexas.com

Chris Williams
(508) 313-4612
wchris.williams@shaws.com

Jeffery Guyette
(610) 889-3492
Jeffery.Guyette@acmemarkets.com

Dave Hene
(630) 948-6076
David.Hene@jewelosco.com

Lynn Miller
(303) 843-7561
Lynn.Miller@safeway.com

David Hardin
(817) 568-3927
David.Hardin@safeway.com

Tim McNamara
(301) 918-6582
Tim.McNamara@safeway.com