## E M P I R E



### Clearly focused on our strengths



EMPIRE COMPANY LIMITED (TSX: EMP.A) is a Canadian company whose key businesses include food retailing and related real estate. Guided by conservative business principles, our primary goal is to grow long-term shareholder value through income and cash flow growth and equity participation in businesses that have the potential for long-term growth and profitability.

### Financial Highlights

(\$ in millions, except per share amounts)	52 Weeks Ended May 5, 2007		52 Weeks Ended May 6, 2006 <sup>(1)</sup>		53 Weeks Ended May 7, 2005	
OPERATIONS						
Revenue	\$ 13,366.7	\$	13,063.6	\$	12,435.2	
Operating income	440.3		491.4		463.7	
Operating earnings	204.4		202.0		182.9	
Capital gains and other items, net of tax	5.7		94.8		3.7	
Net earnings	 210.1		296.8		186.6	
FINANCIAL CONDITION						
Total assets	\$ 5,224.9	\$	5,051.5	\$	4,929.2	
Long-term debt	881.9		809.8		974.4	
Shareholders' equity	 2,135.4		1,965.2		1,709.0	
PER SHARE INFORMATION						
Operating earnings (fully diluted)	\$ 3.10	\$	3.07	\$	2.78	
Capital gains and other items, net of tax	0.09		1.44		0.05	
Net earnings (fully diluted)	3.19		4.51		2.83	
Book value	32.37		29.77		25.87	
Dividends	 0.60		0.56		0.48	
SHARE PRICE						
High	\$ 45.25	\$	44.35	\$	38.00	
Low	39.49		33.37		24.25	
Close	42.33		43.29		36.66	
(1) Restated.						

### TABLE OF CONTENTS

EMPIRE TODAY	
LETTER TO SHAREHOLDERS	
MESSAGE FROM THE CHAIR	
CORPORATE GOVERNANCE	
OPERATIONS REVIEW	
FOOD RETAILING	12
100 YEARS IN FOOD	18
REAL ESTATE	20
LONG-TERM PROGRESS	22
COMMUNITY SUPPORT	24
CORPORATE OFFICERS	28

MANAGEMENT'S DISCUSSION AND ANALYSIS	29
MANAGEMENT'S STATEMENT OF RESPONSIBILITY	
FOR FINANCIAL REPORTING	69
AUDITORS' REPORT	69
CONSOLIDATED FINANCIAL STATEMENTS	70
NOTES TO THE CONSOLIDATED	
FINANCIAL STATEMENTS	74
ELEVEN-YEAR FINANCIAL REVIEW	98
GLOSSARY	100
SHAREHOLDER AND INVESTOR INFORMATIONI	вс

# A passionate commitment to food and real estate. A refined corporate

structure designed to build on the synergies between our businesses. Uncompromising values established 100 years ago by our founder J.W. Sobey. We are clearly focused on these strengths, determined to continue our century-old legacy of consistently growing while building shareholder value.



### Empire Today

### Food Retailing











### **RIGHT FORMAT, RIGHT-SIZED STORES**

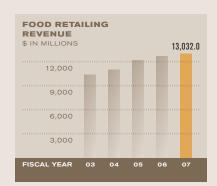
Sobeys Inc. owns and operates over 1,300 corporate and franchise affiliate stores in every province across Canada under retail banners that include Sobeys, IGA, IGA extra, Foodland and Price Chopper. Our five core retail formats are each geared to ensure we have the right-sized, right offering for each market we serve from the full service format food stores to the convenience format stores, each designed to satisfy our customers' lifestyles and needs.

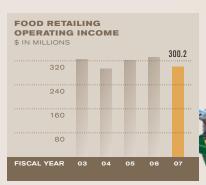
### **COMPETITIVE STRENGTHS**

- Our committed and knowledgeable franchise affiliates and store operators.
- Our fresh food expertise, the cornerstone of our impassioned commitment to be "best in food."
- A successful private label program, Compliments.
- Our ever-improving supply chain, processes, systems and tools that enable our employees to be more efficient, and provide superior customer service.

FORMAT	BRANDS	PROFILE	MARKETS	STORES
Full Service	Sobeys; IGA <i>extra</i>	Total food shopping experience with broadest assortment	Atlantic Canada, Québec, Ontario, Western Canada	323
Fresh Service	Sobeys; IGA (Québec); Sobeys <i>express</i>	Ready to serve, 'fresh fill-in' and 'today's meal' market	Québec, Ontario	181
Community Service	IGA; Foodland	'Routine and fill-in' shopping in rural and one-store communities	Atlantic Canada, Ontario, Western Canada	312
Price Service	Price Chopper	Everyday food needs in price-driven markets	Atlantic Canada, Ontario, Western Canada	124
Convenience Service	Needs; Marché Bonichoix; Les Marchés Tradition	'On-the-go' convenience needs	Atlantic Canada, Québec	285
Other	Lawtons; Cash and Carry; Sobeys Fast Fuel; Sobeys Spirits, Wine & Cold Beer	Meeting other specialized customer needs	Atlantic Canada, Ontario, Western Canada	107

### Performance









### Real Estate







### **FOCUSED ON FOOD-RELATED REAL ESTATE**

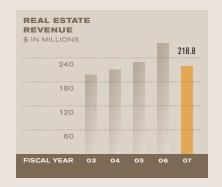
Empire's real estate business includes commercial and residential property operations. Our commercial operations consist of wholly-owned ECL Properties Limited and Sobey Leased Properties Limited as well as a 48.1 percent ownership interest in publicly traded Crombie REIT. Residential operations are predominantly carried out through a 35.7 percent ownership interest in Genstar Development Partnership.

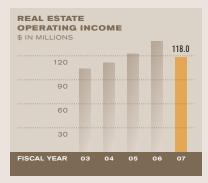
#### **COMPETITIVE STRENGTHS**

- Our knowledge, strength of management and experience in the successful development of food-related real estate.
- The preferential development agreement between ECL Properties and Crombie REIT. This agreement reduces risk and enhances opportunities for both businesses.
- The strengthened relationship between Empire's food retailing and real estate businesses, allowing Empire to accelerate the cross-Canada development of foodanchored shopping plazas.

BUSINESS	COMPANY	PROFILE	MARKETS	SIZE
Commercial Development	ECL Properties	Development of food-anchored shopping plazas	Atlantic Canada, Québec, Ontario	1.3 million sq. ft.
	Sobey Leased Properties	Renovation and expansion of existing assets, including Sobeys-anchored shopping plazas, Sobeys standalone stores and Sobeys convenience stores	Atlantic Canada, Québec, Ontario	4.4 million sq. ft.
Property Management	Crombie REIT	Ownership and management of shopping centres and office buildings	Atlantic Canada, Québec, Ontario	7.7 million sq. ft.
Residential Development	Genstar Development Partnership	Development of master-planned residential communities	Ontario, Manitoba, Alberta, British Columbia	

### Performance





# "Our real estate division recorded another solid year."

PAUL D. SOBEY
PRESIDENT AND CEO,
EMPIRE COMPANY LIMITED

### Clearly Focused



\$13.3 Billion

REVENUE FOR 2007







### BUILDING ALREADY STRONG RELATIONSHIPS

Our legacy of creating value decade after decade is based on investing in businesses we know and understand – food and related real estate – guided by strong management supported by dedicated employees.

his year, the leadership team at Empire had an important decision to make: Given our financial capacity to make a major transaction, should we diversify our business further or focus even more tightly on our core businesses – food retail and related real estate? During the year, management and the Board of Directors undertook a comprehensive strategic review of our businesses, thoroughly analyzing our potential growth opportunities and capabilities. We came to realize that with 100 years of experience in food retailing and over 40 years in real estate, we could best build shareholder value by becoming even more focused on our core strengths.

Accordingly, Empire announced in the fourth quarter of fiscal 2007 its intent to privatize Sobeys. This transaction made sense for many reasons. Most importantly, we were convinced it was in our best interest – and in the best interests of our shareholders – to acquire the 28 percent of Sobeys shares not already owned by Empire. This transaction, which was completed subsequent to fiscal year-end, was immediately accretive to our earnings and resulted in Sobeys becoming a wholly-owned subsidiary of Empire.

The privatization of Sobeys reflects our complete confidence in its food-focused strategy to build shareholder value. While Sobeys' day-to-day operations are unaffected by the transaction, Empire's 100 percent ownership of the business will allow Sobeys' management to concentrate squarely on their business operations. Ultimately, food retail is a business that the leadership team of Empire also knows and understands well. We feel comfortable in the industry, despite its competitiveness, and will provide Sobeys the support it needs to continue to make progress towards achieving its goals.

At the same time, 100 percent ownership of Sobeys by Empire will strengthen the already solid relationship between our core businesses of food retail and related real estate, which we believe will result in ongoing financial benefits. For decades we have benefited from an intimate relationship between food retail and real estate development as evidenced by our proven food-anchored shopping plaza presence throughout Atlantic Canada and now into Ontario. We see significant opportunity to expand our food-anchored shopping plaza model further into Central Canada and into Western Canada. Having 100 percent ownership of both Sobeys and ECL Properties serves as a solid platform for future growth in food-anchored shopping plaza development across Canada.

The privatization of Sobeys reflects our complete confidence in its food-focused strategy to build shareholder value.



The announced Sobeys transaction was our most significant event of fiscal 2007, but it was by no means the only one. Our real estate division recorded another solid year. In its first full year of operations as a public company, Crombie REIT delivered outstanding performance that has translated into a more than 49 percent total investment return since the initial public offering in March 2006 to the end of fiscal 2007. As well, our residential real estate operations, through Genstar Development Partnership, enjoyed an unprecedented year with record earnings. These achievements represent the culmination of efforts that Empire management has made over the past few years to grow value across our business lines.

### **FINANCIAL HIGHLIGHTS**

Empire posted solid results in fiscal 2007. Revenues grew by 2.3 percent to \$13.37 billion while operating earnings increased to a record \$204.4 million, equivalent to \$3.10 per share. Dividends paid to common shareholders increased by 7.1 percent to \$0.60 per annum while book value per share grew by 8.7 percent. Subsequent to fiscal year-end, coinciding with the release of our fourth quarter results on June 28, 2007, we were pleased to announce a 10 percent increase in the Empire dividend to \$0.66 annually. This marks the twelfth consecutive year of dividend increases. The capital markets have long recognized both the soundness of our operating strategies and the strength of our businesses as evidenced by a compound average annual total return to shareholders of 19.8 percent over the last 10 years.

#### **SOBEYS**

Sobeys reached a major milestone in 2007, celebrating 100 years in food retailing. This momentous occasion has presented the opportunity to reflect on the entrepreneurial spirit that has sustained and renewed this business for a century. At the same time, it has given us pause to reflect on Sobeys' future within the Empire fold. While Sobeys will remain a standalone, limited entity, we believe that the leadership team at Empire, with its experience in food, is exceptionally well positioned to guide Sobeys' ongoing progress.

Sobeys achieved \$13.0 billion in sales and \$173.4 million in net earnings in fiscal 2007. Sobeys' strategy of differentiating itself from the competition through an unwavering focus on food and a sheer determination to "out-food", "out-fresh", "out-service" and "out-market" the competition is resonating with the Canadian food consumer as evidenced by Sobeys' continued industry-leading same-store sales growth.

Within a food retail marketplace that remained fiercely competitive in 2007, Sobeys continued to make significant capital expenditures to renovate, expand and build its store network while bringing as many individual stores as possible to the same high operating standard. Sobeys acquired Achille de la Chevrotière Ltée, a regional Québec food retailer, to boost its position in the Québec market; rolled out two exciting product lines under its *Compliments* private label; continued to implement an enterprise-wide information platform; and announced plans to build an automated distribution centre to support Sobeys' growth in Ontario.









### WITH MUCH MORE IN STORE

Building shareholder value rests firmly on meeting customer needs, from the meal ideas in our industry-leading *Inspired* magazine to our strong pharmacy offering, both in-store and at our standalone Lawtons Drug Stores.

# 2007 witnessed the establishment of wholly-owned ECL Developments as our commercial property development company.

### **REAL ESTATE**

This was Crombie REIT's first full year of operations after its creation by Empire in fiscal 2006, and we were very pleased by the results. Empire continues to hold a 48.1 percent ownership interest in Crombie REIT, which generated a 35 percent total investment return in fiscal 2007 reflecting its solid operating and financial performance. Our interest in Crombie REIT represents a sizeable portion of our involvement in commercial real estate.

The year also witnessed the establishment of wholly-owned ECL Developments as our commercial property development company which will work closely with Sobeys on food-anchored shopping plaza development. Our 100 percent ownership of Sobeys will allow Empire to more fully exploit this development pipeline by taking advantage of favourable tenancy arrangements and other potential benefits. Once developed, these properties will first be offered for sale to Crombie REIT with capital generated being redeployed into further property development.

The focus of our real estate business in the future will therefore be primarily on the development and sale of food-anchored shopping plazas rather than continued ownership of these properties. We are pursuing a strategy of aggressive yet disciplined growth, and have expanded our real estate management team to ensure our success. In particular, I would like to acknowledge Donald Clow who joined Empire this year as President of ECL Developments, bringing a wealth of talent and experience in the property development business as we ramp up our activities in commercial real estate development.

Empire shareholders also benefited from Empire's interest in Genstar. Driven by the continued strength of the residential real estate market, particularly in Calgary and Edmonton, Alberta, Genstar contributed record earnings to Empire in fiscal 2007. While results were unusually robust, we expect activity in Genstar's markets to remain

relatively strong into the first half of fiscal 2008. Wajax Income Fund also generated solid performance in fiscal 2007, contributing equity earnings of \$20.2 million, a 23.9 percent increase over the prior year. Wajax Income Fund is a leading Canadian distributor and service support provider of mobile equipment, industrial components and power systems.

### **ACKNOWLEDGMENTS**

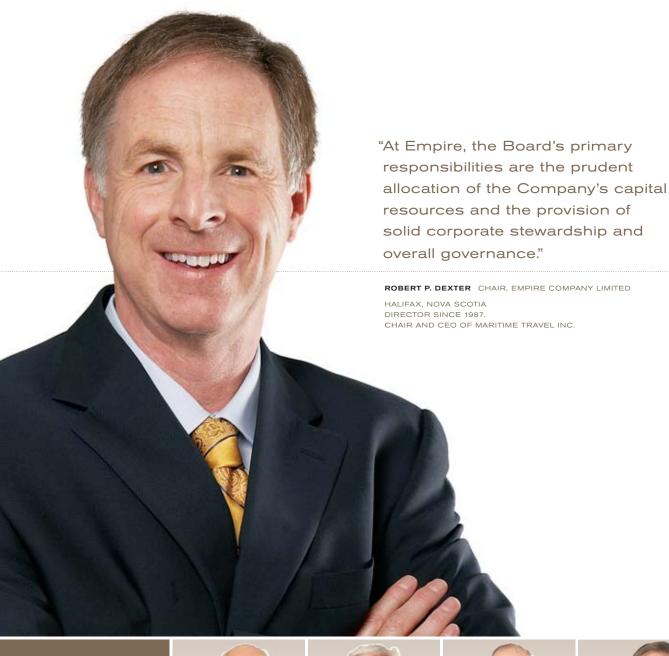
The knowledge and experience of our Board, corporate management and management in our core businesses place Empire in an especially strong position to allocate capital in an effective and prudent manner. Empire provides financial strength and liquidity, as well as enhanced risk control measures and oversight to our businesses, not only ensuring that they operate effectively and efficiently, but enhancing their ability to create value for shareholders.

Fiscal 2007 has brought clarity to our priorities while reinforcing our determination and ability to continue to deliver long-term value for our shareholders. I would also like to acknowledge and offer my gratitude to our employees across all of our business lines for another year of excellent performance. It is through the hard work and enthusiasm of our employees, hand-in-hand with the leadership provided by our management team and the Board, that Empire has been able to deliver and sustain long-term value to our shareholders and to the communities that we serve. We are confident that our strategies, particularly the decision to privatize Sobeys, will bring us continued success and profitable growth in the years ahead.

Paul D. Sobey
President and CEO,
Empire Company Limited

June 28, 2007

### Excellence in Governance







WILLIAM T. BROCK (3,5) TORONTO, ON DIRECTOR SINCE 2005. CORPORATE DIRECTOR



JAMES W. GOGAN (2) NEW GLASGOW, NS DIRECTOR SINCE 1972. CORPORATE DIRECTOR



EDWARD C. HARSANT (1) WOODBRIDGE, ON DIRECTOR SINCE 2003. CORPORATE DIRECTOR

uring the past year, the Empire Board of Directors was actively involved in examining the Company's growth opportunities and developing a long-term strategic direction. At this point in Empire's evolution, we had two options: further diversification or placing a stronger focus on our core businesses. Ultimately, we chose to concentrate on the businesses we know best – food and related real estate. Our capabilities within these businesses have enabled Empire to post a compound average annual total return to shareholders of 19.8 percent during the past 10 years and we believe food and related real estate will continue to be the foundation of our future success.

The privatization of Sobeys has meant that eight members of the former Sobeys' Board will be nominated for election to the Empire Board at the upcoming Annual General Meeting on September 12, 2007. While these new directors will provide fresh views and strong food retailing experience, I would first like to acknowledge the contributions of the directors who will be retiring this year.

James Gogan has served on the Empire Board since 1972, seeing the Company through a vast number of changes. His breadth of knowledge and wisdom will be sincerely missed. I would also like to thank Courtney Pratt, who joined the Board in 1995; Anna Porter, who has served since 2004; and William Brock who has served since 2005. These individuals brought a wealth of business expertise, insight and thoughtfulness to their responsibilities. Their contributions have served to strengthen Empire's focus on its core businesses and for that we are grateful.

I would also like to thank two Sobeys' directors that are retiring and not standing for election to the Empire Board. Peter Godsoe was Chair of Sobeys since 2004 and a director of Empire from 1993 until 2004. His wise counsel will be greatly missed. Robert Dutton joined the Sobeys Board in 2006 and we appreciated the benefit of his experience.

### A REVITALIZED BOARD

We look forward to welcoming eight new directors to the Empire Board: Marcel Côté, Christine Cross, David Ferguson, David Leslie, Bill M°Ewan, Malen Ng, Mel Rhinelander, and Frank Sobey. These individuals bring decades of experience as corporate directors to our Board, as well as a healthy mix of backgrounds. I am looking forward to working with our new Board as we guide Empire towards continued long-term growth.

This revitalized Board will continue to examine Empire's opportunities for growth with an eye on maximizing the Company's long-term performance. We are fortunate to have many veteran business leaders, from diverse business backgrounds and with a wide range of skill sets serving as board members. While the majority of our directors are independent, the Sobey family will continue

- 1 AUDIT COMMITTEE MEMBER
- 2 AUDIT COMMITTEE CHAIR
- 3 HUMAN RESOURCES COMMITTEE MEMBER
- 4 HUMAN RESOURCES COMMITTEE CHAIR
- 5 CORPORATE GOVERNANCE
- AND NOMINATING COMMITTEE MEMBER
- 6 CORPORATE GOVERNANCE AND NOMINATING COMMITTEE CHAIR



ANNA PORTER (1)
TORONTO, ON
DIRECTOR SINCE 2004.
CORPORATE DIRECTOR



E. COURTNEY PRATT (4,5)
TORONTO, ON
DIRECTOR SINCE 1995.
CORPORATE DIRECTOR



STEPHEN J. SAVIDANT (1)
CALGARY, AB
DIRECTOR SINCE 2004.
CHAIRMAN,
PROSPEX RESOURCES
LIMITED AND
CORPORATE DIRECTOR



DAVID F. SOBEY
NEW GLASGOW, NS
DIRECTOR SINCE 1963.
CHAIR EMERITUS,
SOBEYS INC.



DONALD R. SOBEY
PICTOU COUNTY, NS
DIRECTOR SINCE 1963.
CHAIR EMERITUS,
EMPIRE COMPANY LIMITED

# Empire directors have a wide range of skills acquired from diverse business backgrounds.

to be well represented on the Board. These long-term stakeholders bring a proprietor's perspective to the decision-making process – one that has served to keep Empire focused on long-term value creation and patient investment in our core businesses of food and related real estate.

At Empire, the Board's primary responsibilities are the prudent allocation of the Company's capital resources and the provision of solid corporate stewardship and overall governance. As part of this process, we remain attuned to the accomplishments within each of Empire's business lines. Sobeys has continued to perform well in a highly competitive environment and its privatization is more than just a smart investment; it underscores our confidence in Sobeys' strategic plan and in the strategic priorities of their management team.

I would also like to acknowledge the management of Empire and its operating companies for another year of solid leadership that collectively supports our long-term success. It was also a good year for our investments in Genstar and Wajax with their excellent management teams creating significant value for Empire and our shareholders.

Despite the changes that have taken place this year, Empire's commitment to corporate citizenship remains consistent. The Sobey family has a long tradition of philanthropy and community involvement, particularly in the Company's home region of Atlantic Canada. In fact, this year, Donald and David Sobey were inducted into the Junior Achievement Canadian Business Hall of Fame. I know their father, Frank H. Sobey, who was inducted in 1984, would have been proud to see his sons so justifiably honoured, particularly on the 100th anniversary of Sobeys. On behalf of the Board, I would like to congratulate them for this historic achievement.

In closing, I would like to thank the management and employees at Empire and in our operating companies for helping Empire post solid results in fiscal 2007. I would also like to express our appreciation for the continued support of our shareholders. As we look ahead, the Board remains confident that Empire's renewed focus on its core strengths in food retailing and related real estate has positioned the Company for enduring success.

Robert P. Dexter

Chair,

Empire Company Limited June 28, 2007



JOHN R. SOBEY (1)
PICTOU COUNTY,
NOVA SCOTIA
DIRECTOR SINCE 1979.
CORPORATE DIRECTOR



KARL R. SOBEY (3)
HALIFAX, NOVA SCOTIA
DIRECTOR SINCE 2001.
CORPORATE DIRECTOR



PAUL D. SOBEY
PICTOU COUNTY,
NOVA SCOTIA
DIRECTOR SINCE 1993.
PRESIDENT AND CEO,
EMPIRE COMPANY LIMITED



ROB G. C. SOBEY
STELLARTON, NOVA SCOTIA
DIRECTOR SINCE 1998.
PRESIDENT AND CEO,
LAWTON'S DRUG STORES LIMITED



### Corporate Governance

mpire is committed to the highest level of corporate governance. Good governance and long-term sustainability are interdependent.

We believe that a strict code of business conduct – emphasizing accountability – and a comprehensive disclosure policy – ensuring transparency – forms the foundation for a successful company.

Sustaining leadership in corporate governance – indeed, sustaining Empire's earnings growth – requires constantly reviewing, monitoring and improving governance policies and practices. Empire's Board of Directors is committed to delivering value to our stakeholders while assuming the explicit responsibility of stewardship of the Company. Our priority for fiscal 2008 is to clearly redefine the roles and responsibilities of the Board and management.

A comprehensive review of our existing corporate governance policies and practices can be found in our Management Information Circular and on our website at www.empireco.ca. A detailed explanation of our Corporate Disclosure Policy – approved by our Corporate Governance and Nominating Committee – and our Code of Business Conduct are also available on our website.

### **BOARD COMMITTEES**

Governance at Empire is the responsibility of the Board of Directors, supported by three key committees: Corporate Governance and Nominating Committee, Human Resources Committee, and Audit Committee. All members of the Corporate Governance and Nominating Committee and Audit Committee are independent directors according to independence standards established by applicable corporate and securities laws as well as Empire's own Board of Directors. In addition, members of the Audit Committee meet the independence and financial literacy tests set out in Multilateral Instrument 52-110 adopted by most of the Canadian securities regulators.

A comprehensive review of our corporate governance policies and practices can be found in our Management Information Circular and on our website at www.empireco.ca.

The primary responsibilities of each committee of the Board are as follows:

### AUDIT COMMITTEE

Reviews and assesses the Company's financial reporting practices and procedures; reviews the adequacy and reporting of internal accounting controls and the independence of external auditors from management; recommends the appointment of the external auditor; communicates directly with internal and external auditors; directly oversees the work of the external auditor; reviews and assesses the Company's risk management; and reviews consolidated quarterly and annual financial statements and related financial communications prior to public disclosure.

#### **CORPORATE GOVERNANCE**

### AND NOMINATING COMMITTEE

Develops Empire's corporate governance policies, including responsibility for disclosure; monitors and ensures compliance with those policies; monitors the composition of the Board for skill and expertise; identifies, evaluates and recommends suitable candidates for election or appointment as directors of the Company; annually reviews and assesses the effectiveness of the Board as a whole, the committees of the Board and the contributions of individual directors; and recommends suitable compensation of directors.

### **HUMAN RESOURCES COMMITTEE**

Reviews and approves management compensation and compensation disclosure; reviews the Company's management training and development programs; undertakes CEO and executive succession planning and monitors management succession planning; conducts the CEO's annual performance review; establishes annual and longer-term objectives for the CEO; and oversees the Company's pension plan.

### Food Retailing



"The focus of Sobeys remains where it has always been - on food - as we strive to be the very best food retailer in Canada."

BILL MCEWAN PRESIDENT AND CEO, SOBEYS INC.



REVENUE FOR 2007





### A REFRESHING NEW LOOK

Over Sobeys' long history, generations of store employees have worked hard to provide superior customer service in the right format, right-sized stores for each market we serve. In 2007, the Sobeys banner introduced new uniforms for its employees, reinforcing its fresh and food-focused image.

he year 2007 represents a significant milestone for Sobeys as we celebrate the 100<sup>th</sup> anniversary of a true Canadian success story. The drive, determination and focus on serving the needs of customers that began with the entrepreneurial spirit of J.W. Sobey in Stellarton, Nova Scotia a century ago continues at Sobeys to this day as we strive to be the very best food retailer in Canada. And while much has changed since J.W. Sobey started the business, the focus of Sobeys remains where it always has been — on food. Our goal is to "out-food", "out-fresh", "out-service" and "out-market" all who choose to compete with us in the Canadian food retail marketplace.

The privatization of Sobeys by Empire firmly reinforces our focus. With the support of Empire and their commitment to our strategy, Sobeys can continue to concentrate on strategic priorities and day-to-day operations with the same passion and determination as ever before.

We will continue to drive our food-focused strategy with our fresh food excellence, innovation and superior customer service, in the right format, right-sized stores for each market we serve. We know and understand the differences from market-to-market and that the needs of individual customers can change from one shopping occasion to the next. With five distinct store formats supported by strong operating and merchandising teams in each of our four geographic regions, we are competing more effectively for the patronage and loyalty of customers.

### **HIGHLIGHTS OF FISCAL 2007**

During 2007, we continued to make progress along our continuum with every initiative aligned and contributing to the achievement of the long-term goals that we established almost five years ago. Company-wide highlights for fiscal 2007 include:

32 new stores, including three locations in the highly competitive Toronto market. With right-sized Sobeys and Sobeys express stores we are filling the gap for quality fresh foods and convenient shopping in the thriving downtown core.

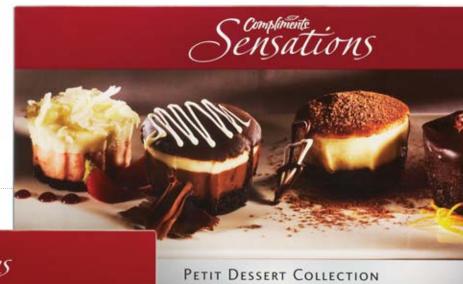
- Acquisition of Achille de la Chevrotière Ltée, a 25-store chain in the Abitibi-Témiscamingue region of Québec. With this \$80 million transaction, Sobeys further solidified its position as the leading food retailer in Québec with IGA and IGA extra.
- ➤ Completed the rollout of the Compliments Organics and Compliments balance-équilibre lines, affording consumers an even wider range of alternative and healthy choices. All Compliments balance-équilibre products bear the Heart & Stroke Foundation's Health Check™ symbol.
- Successful implementation of the SAP enterprise-wide information platform in Ontario. The establishment of an enterprise-wide system began in 2005 in Atlantic Canada and the successful implementation in Ontario represents a significant step forward.
- Announcement of an automated distribution centre in Vaughan, Ontario – just north of Toronto – scheduled to open in 2009.

Great products and engaging service come together to meet the needs of our customers.



### Compliments

We are continually expanding our product and service offerings to satisfy ever-changing and diverse customer expectations.



Sensations

PETIT DESSERT COLLECTION

COLLECTION DE PETITS DESSERTS

# Sensations







4,400

COMPLIMENTS
BRAND
PRODUCTS





### **OUR ASSURANCE OF QUALITY**

Compliments has become one of Canada's most complete lines of quality products at everyday prices. New products are being introduced almost daily, giving our customers more of what they're looking for – more variety, more value, more information, more everyday inspiration. The Compliments name is our assurance of quality that is equal to or better than other national and competitive store brands.

While the food retail marketplace remains highly competitive, particularly in Ontario, Sobeys had a year of solid operational and financial performance. We sustained our competitive retail price position by improving our product mix, reducing our costs and increasing productivity through SMART Retailing and other initiatives. Throughout the year Sobeys achieved industry-leading same-store sales growth, an important indicator of progress overall, while sales per square foot increased in all of its operating regions. Total revenue for the year equalled \$13.03 billion compared to \$12.72 billion in fiscal 2006.

#### **OUR IMPERATIVES**

Our progress over the past year resulted from our steadfast commitment to building a differentiated, healthy and competitive retail food business and infrastructure as we pursue our goal to be the very best food retailer in the country. Achieving our goal demands focus on three cornerstone imperatives:

 Maintain our unwavering focus on food: to "out-food", "out-fresh", "out-service" and "out-market" those who choose to compete with us for a greater share of Canadian consumers' food requirements.

Though pleased with the progress we made in 2007 in a challenging competitive environment, we know that significant opportunities remain. We are continually expanding our product and service offerings to satisfy ever-changing and diverse customer expectations. This year saw the full launch and integration of our two new *Compliments* lines — *Compliments balance-équilibre* and *Compliments Organics* — further enhancing our variety of natural and "wellness" foods, and we are pleased with the early results.

Our suite of innovations includes the "Discover the World of Food" program that has migrated as a best practice from our Québec region.

Our *Inspired* magazine is now recognized as a leadingedge, food ideas, food inspiration and food preparation publication and our suite of innovations includes the "Discover the World of Food" program which has migrated as a best practice from our Québec region.

### 2. Improve our cost base and productivity.

We continue to streamline our business processes, systems and supply chain. During the year, we announced the construction of an automated distribution centre in Vaughan, Ontario. When operational this facility will serve the diverse requirements of our five formats at substantially lower costs and higher service levels. Numerous upgrades and expansions in our distribution centres across the country will ensure that the demands of our retail network growth can be adequately and efficiently supplied.

SMART Retailing, our store-based operational excellence and productivity program, continues to support our ability to sustain our competitive retail price position. Focus continued in fiscal 2007 on the program's core objectives to reduce shrink and improve production planning, backroom inventory management and shelf-stocking procedures.





Our progress is fueled by our passion for the food business, knowledge of the markets we serve and continued investment in our store network, products and people.





COUNT (ALL BANNERS)







### TAKING STOCK

At Sobeys, we are distinguishing ourselves by improving every aspect of our business and our stores - inside and out, on the shelf and behind the scene - from products to service to operating excellence. Our goal is to satisfy the needs of our customers in each market we serve.

At the same time, we launched the third component of SMART Retailing with the rollout of Peer-to-Peer Management. Peer-to-Peer allows stores across our network to share information and best practices. Going forward, we will launch several new programs as part of the third phase of SMART Retailing, including initiatives in workforce management and fresh item management.

The success of SMART Retailing – like many of our initiatives – is all about the detail of retail: continuous, incremental improvements that all add up to enhance our competitive position, increase productivity and contribute to better top and bottom-line performance.

### Invest in and develop our people as we nurture a superior service and high-performance culture.

Over the past 100 years, Sobeys has earned a proud and enviable reputation as an employer that respects its people, fairly and consistently values individual contributions, and supports the communities that have built Sobeys.

Over the past four years we have strengthened the leadership ranks of Sobeys. We have conducted training programs for hundreds of managers and store operators with more to come. Improving food knowledge, fresh food handling skills, customer service capabilities and ability to execute a safe and consistent food shopping experience demands that we educate, reward, recognize and communicate with our people. At the same time, as we search for fresh talent, we are expanding our post-secondary institution recruitment efforts and summer co-op programs.

Our performance management system facilitates a dialogue that allows supervisors and their employees to set specific goals, measure performance and reward achievement. This helps to ensure that our employees can be more engaged in their work, know what is expected of them and have the enabling tools to be successful.

### We understand and embrace the industry's opportunities and challenges.

We conduct comprehensive surveys with our employees in our stores, offices and distribution centres. These surveys help guide management as we constantly seek to improve the level of understanding, the quality of communication and the level of engagement with our people.

### **EMBRACING THE NEXT 100 YEARS**

Sobeys is on solid financial and strategic ground as we continue to implement the programs and initiatives that will ensure our long-term growth and sustainability. Franchise affiliates and employees across Sobeys continue to show the commitment and dedication necessary to sustain our success, by executing our food-focused, customer-centric strategy.

At Sobeys we understand and embrace the opportunities and challenges in this very dynamic retail food industry. With the expertise and experience of 100 years and the steadfast commitment to build a healthy and sustainable retail food business and infrastructure for the long term, we will do so with the stability and flexibility afforded by our even stronger relationship with Empire.

We are confident that Sobeys will be able to meet the challenges and exploit our opportunities for growth. We intend to be the very best food retailer in the country, and we will stay our course in that pursuit.



### 100 Years in Food



"When you think about the roots of this organization, dating back 100 years in Pictou County to over 1,330 stores across the country today - each one with its own sense of purpose and pride and passion just like the first store in Stellarton, Nova Scotia in 1907 - that's a pretty phenomenal story."

BILL MCEWAN PRESIDENT AND CEO, SOBEYS INC.



### John William (J.W.) Sobey starts a meat delivery business in Stellarton, Nova Scotia.

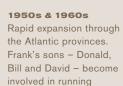


Frank Sobey persuades his father to expand the business to include a full line of groceries. The next year, the Sobeys chain is born.

1924



### Sobeys opens its first self-serve, all-cash supermarket in Truro, Nova Scotia.



the business.

Empire goes public at is \$300 million.

or 100 years now, the Sobey name has been a hallmark of quality, value, innovation and customer service for Canadian food shoppers. From one store in northern Nova Scotia, Sobeys has grown to become a leading national food retailer with stores in all 10 provinces, fueled by a continuous drive to make progress by always looking forward.

Our customers and employees across the country are celebrating Sobeys' 100th anniversary with store parties, promotions, special displays and heritage products. In Atlantic Canada, 100 days of activities commenced in late May, including a tour of a replica Ford Model T similar to the one Frank Sobey used in the early days of the business.

#### FROM HUMBLE BEGINNINGS

From humble beginnings to nationwide success, the Sobey pride and purpose shines through to this day in locations all across the country. But as the Sobey family moves into its fifth generation in the food retail business, the values held by J.W. Sobey remain at the core of the business: dedication to our customers, employees, products and our communities.

The Sobeys' story is one of incredible entrepreneurial spirit and courage, characterized by always looking forward, always making progress and standing up as an organization behind our core values. Those values were demonstrated during a coal miners' strike in Stellarton in the 1920s, when Frank Sobey opened the doors and

"The strength of any organization is the people involved."

FRANK H. SOBEY (1902 - 1985)

allowed hungry workers and their families to take what they needed. He simply asked that they leave a list of what they had taken and to repay when able. This spirit of giving endures to this day through the philanthropic activities and community initiatives that, in large part, define the Sobeys' legacy.

### **BUILDING ON THE VISION**

While we have had many occasions to celebrate the rich and vibrant history of Sobeys, we have even more to look forward to in our future. By applying the acquired experiences of the first 100 years we will forge ahead, always finding new and better ways to serve our customers. We will continue to innovate and grow, steadfast behind our focus on food, rooted by our heritage in Atlantic Canada and fueled by our growing, cross-Canada presence.







1987 Sobeys records sales of \$1 billion for the first time.



1998 Sobeys acquires Oshawa Group, tripling Sobeys' size overnight.



The first Sobeys banner store in Western Canada opens in Winnipeg, Manitoba. Today there are close to 80 Sobeys stores in the four western provinces.

2003



2005 Sobeys introduces Compliments private label to Canadian consumers.



2007 (JUNE) Empire acquires all outstanding shares of Sobeys, providing further support for its food-focused strategy.

### Real Estate



"The privatization of Sobeys will strengthen the already strong relationship between Empire's food retailing and real estate businesses."

FRANK C. SOBEY PRESIDENT, ECL PROPERTIES LIMITED



REVENUE FOR 2007







### **OUTSTANDING LOCATIONS AND SERVICES**

Sobey Leased Properties and ECL Properties through ECL Developments and its investments in Crombie REIT and Genstar - are committed to developing and managing shopping centres, office buildings and residential communities with outstanding locations, facilities and services.

his has been a year of change for Empire's real estate business – ECL Properties – as we continue the restructuring that began with the launch of Crombie REIT in 2006. Our goal is to structure our real estate assets and management to ensure we derive maximum value from the real estate we hold today while capitalizing on the development expertise that we've acquired over the past four decades.

Our real estate division continues to hold investments in both commercial and residential real estate. Both segments performed well in fiscal 2007. Empire holds a 35.7 percent ownership interest in Genstar, which had a record year in fiscal 2007 as it continued to benefit from unprecedented strength in the residential real estate market, particularly in Calgary and Edmonton, Alberta. While we anticipate more modest growth in the residential real estate market in fiscal 2008, we are confident that Genstar will continue to yield solid results for Empire shareholders.

In commercial real estate, as of May 5, 2007, our share-holders benefited from a 49 percent total investment return in Crombie REIT since its initial public offering in March, 2006. Empire continues to hold a 48.1 percent ownership interest. Much of Crombie REIT's success in fiscal 2007 can be attributed to its management team, which implemented strategies that increased rental income, decreased vacancy and controlled expenses.

### **FOCUSED ON DEVELOPMENT**

With the launch of Crombie REIT in 2006, the role of ECL Properties shifted from property acquisition to property development. Under the umbrella of ECL Properties, ECL Developments will develop – or redevelop – foodanchored shopping plazas, which it will then offer for sale to Crombie REIT under the terms of their preferential development agreement. The privatization of Sobeys by Empire will strengthen the already strong relationship between Empire's food retailing and real estate businesses, allowing them to work more closely to formulate growth strategies. This should result in decreased risk and greater potential for value creation in both businesses.

# Our major goal for fiscal 2008 is to expand our pipeline of food-anchored shopping plazas.

During fiscal 2007, ECL Properties completed several major redevelopment projects, including the Avalon Mall in St. John's, Newfoundland and the County Fair Mall in Summerside, Prince Edward Island. Ongoing redevelopment projects include the conversion of Fredericton Mall in New Brunswick into a power centre, Phase II of the Greenfield Park site in Montreal and the redevelopment of Highland Square Mall in New Glasgow, Nova Scotia, resulting in significant completion of our capital spending commitments to the REIT as part of the original agreement.

Sobey Leased Properties ("SLP"), our second wholly-owned commercial real estate subsidiary, provides a relatively consistent stream of income to the real estate group. The assets of SLP include Sobeys-anchored shopping plazas, Sobeys standalone stores and Sobeys convenience stores. We continue to focus on the renovation and expansion of our existing properties to meet Sobeys' requirements.

### **REFINING OUR GOALS**

With the privatization of Sobeys now complete, we continue to be firmly focused on working together to develop attractive food-anchored shopping plazas. We are also focused on the review of our SLP property portfolio to determine if there are opportunities to offer certain properties for sale to Crombie REIT.

Our experience and expertise in real estate, as well as our commitment to our investment criteria, will help to ensure that Empire can withstand the traditional economic cycles of the real estate industry. We are building a solid team, capable of executing effectively and dedicated to expanding our presence without incurring undue risk.

Frank C. Sobey

President, ECL Properties Limited and Sobey Leased Properties Limited June 28, 2007

### Long-Term Progress

mpire's ability to build shareholder value has been based on continually investing in businesses we know and understand. This is reflected in our long-term performance and progress through different business cycles and will continue to ensure solid performance despite competition in food retailing and aggressive growth in real estate.

### A CONSISTENT STRATEGY

Sobeys Stores Limited was our publicly listed entity on major exchanges until Empire Company was listed on the Toronto Stock Exchange in July, 1982. By June, 1987, Empire had purchased 100 percent of Sobeys' outstanding shares creating a business with three components: food retailing, real estate and other investments.

Other milestones in Empire's legacy of value creation are:

- ➤ December, 1993 The real estate division increases its ownership of Halifax Developments Limited to 100 percent from 36 percent.
- December, 1998 After acquiring the Oshawa Group, Sobeys Inc. became a public company with 62 percent ownership by Empire Company Limited.
- ➤ January, 2001 The real estate division purchases a 35.8 percent interest in Genstar Development Partnership.
- March, 2006 Crombie REIT completes an initial public offering with Empire retaining a 48.3 percent ownership interest.
- June, 2007 Empire acquires remaining common shares of Sobeys to increase its ownership to 100 percent from 72 percent at year-end.

### Empire's Legacy of Value Creation Since Going Public in 1982



(1) COMPOUND ANNUAL GROWTH RATE SINCE FIRST FISCAL YEAR AS A PUBLIC COMPANY







### Initiatives that Deliver Results

### Providing Optimum Choice

Compliments, Sobeys' private label brand launched in fiscal 2005, has been a strong contributor to sales and earnings growth at stores across Canada while enjoying an ever-increasing share of our customers' shopping baskets.

At the end of fiscal 2007, the Compliments brand had grown to more than 4,400 products from mouth-watering meal solutions to products for babies, health and body, home and garden, and pets. Compliments offers three quality tiers - Value, Selection and Sensations supplemented by the Organics and balance-équilibre lines launched in fiscal 2006.

- Our Compliments Culinary Centres in Toronto and Halifax - established in 2005 - have become focal points for innovation and excellence, providing outstanding support to Compliments product development.
- Every Organics product is certified by Quality Assurance International (QAI) and accredited by Le Conseil des appellations agroalimentaires du Québec (CAAQ).
- > Every Compliments balance-équilibre product has been evaluated by the Heart and Stroke Foundation's registered dietitians and bears the Health Check™ symbol – a first for private label brands in Canada.

New products are launched almost daily, giving our customers more of what they're looking for more variety, more value, more information, and more everyday inspiration.

### Focus on Property Development

Over the past two years, Empire has established a new real estate structure, including the creation of ECL Developments. This new division will be focused on food-anchored shopping plaza development under the leadership of Donald Clow as President, one of several key hires made by Empire in 2007 to support our pursuit of aggressive growth in real estate.

### **DISCIPLINED GROWTH**

As Empire increases its capital investment in real estate development, we realize that our approach must be disciplined. This means investment decisions that adhere to a set of specific criteria, including:

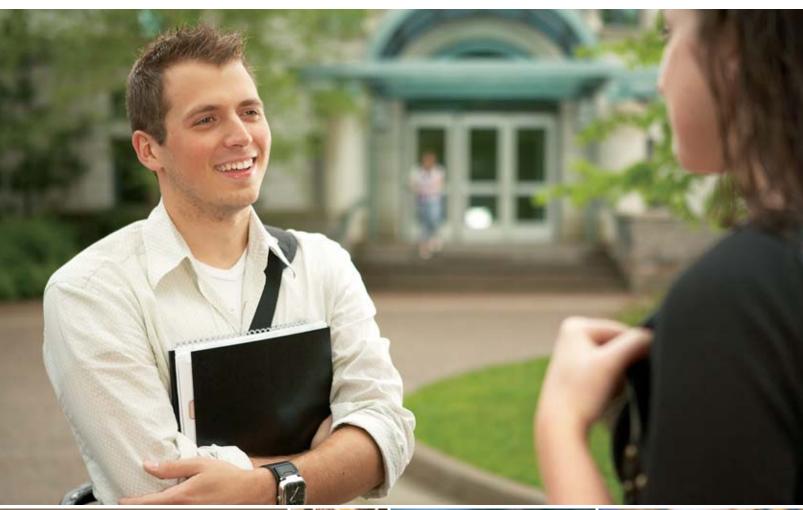
- Projects are seen to generate a satisfactory return on investment;
- A beneficial competitive effect on Sobeys;
- > Credit-worthy tenants with long-term leases that include contractual increases;
- Enhanced geographic diversification; and
- > Competitive positioning in the project target market.

"Every investment decision must adhere to a set of strict criteria." DONALD E. CLOW

PRESIDENT. ECL DEVELOPMENTS LIMITED

### Community Support

The management and employees within Empire support hundreds of community projects aimed at promoting the well-being of our communities and enhancing the lives of Canadians.











### GIVING BACK

Many of Empire's diverse community initiatives are related to our businesses by promoting the well-being of communities, families and children across Canada. One key focus is education. Several scholarship programs for young people have been established and substantial commitments made to the capital campaigns at several Atlantic Canadian universities, including Saint Mary's University in Halifax, Nova Scotia (main photo).

#### OUR CORPORATE COMMITMENT

t Empire and within our operating companies, we have always believed in supporting the communities that make our success possible.

We encourage our employees to volunteer, be active and share their passion for service beyond their workplace. In fiscal 2007, the management and employees within Empire, Sobeys, ECL Properties and Empire Theatres supported hundreds of charities across Canada at the corporate, regional, community and personal levels. Many are related to our businesses - such as dozens of health and food related programs including local food banks, Cook for the Cure and Smart Options. But our reach is broad, extending to such events and initiatives as the Special Olympics, Children's Wish Foundation, Kids Help Phone and the Atlantic Film Festival.

Community-based events that took place in fiscal 2007 included:

- Food Banks Sobeys' stores nationwide are regular contributors to food banks. Regional campaigns in Atlantic Canada, Ontario and the West have raised hundreds of thousands of dollars for local food banks. Employees of both Real Estate and Empire Theatres also participated in food drives throughout the year to support the children and families in their neighbourhoods.
- Easter Seals Paper Egg Campaign Once again, Sobeys and IGA stores across the West and Ontario sold paper eggs to raise money for children with disabilities. This year, almost \$200,000 was collected.
- Cook for the Cure IGA and Foodland stores in Ontario raised over \$210,000 for the Canadian Cancer Society through the Cook for the Cure community barbecue and fundraising event. Stores and vendors raised a total of over \$500,000 through food sales, community events and corporate donations.

To "proudly serve our communities" is a corporate goal embraced by management and employees across Empire.

- ➤ Boys and Girls Clubs of Canada Through Sobeys Ontario's Annual Retailer Golf Tournament, more than \$60,000 was collected to support this worthy charity, which helps children and youth develop the skills and values they need.
- ➤ Kids Help Phone Walk Sobeys and Empire Theatres employees were actively involved in fundraising and organizing the walk to help support the Kids Help Phone. A fundraising initiative in our Sobeys Atlantic stores in January 2007 raised an additional \$35,000.
- > Pictou County Dragon Boat Race Festival Since its inception in 2001, Sobeys has been the presenting sponsor of this event, which raises funds to support the Women Alike Abreast Cancer Survivors Support Association, Special Olympics of Northern Nova Scotia, the Pictou County Prostate Cancer Support Association and Nova Scotia Amateur Sport Fund. This one-day event drew 45 teams this year, including several teams from Sobeys, Real Estate and Empire Theatres who collectively raised over \$112,000.
- ➤ Heartfelt Rewards For the 21st straight year, IGA-affiliated retailers in Québec took part in the \$2 For A Heartfelt Reward campaign, supporting the Montreal Heart Institute Foundation. A total of \$450,000 was collected in less than three weeks.
- ➤ Environmental Initiatives Empire and Sobeys both share in the mission to help keep our community green and clean. Recognizing the importance of encouraging daily habits that help reduce waste, Sobeys introduced the reusable Green Bag for Life in stores across the country. In the spirit of helping our community reduce waste every day throughout the year, Sobeys stores in Pictou County, Nova Scotia supported the Go Clean, Get Green Campaign in which participants volunteered to clean up the areas surrounding their workplaces, schools and homes.
- Cancer Research Sobeys and IGA stores in the West were regional sponsors of the Canadian Breast Cancer Foundation's CIBC Run for the Cure. Sobeys stores in Saskatchewan collected well over \$50,000 for breast cancer research during a fundraising drive in October 2006.

- ➤ Christmas Events Real Estate employees recognize that every little bit makes a difference and throughout the year weekly events such as 50/50 draws cumulate to help sponsor local families for Christmas. As well, the Main Street IGA in Winnipeg held the One Big Day for Christmas event that had two radio stations broadcast live for 12 hours, asking listeners and customers to drop off food, toys and money in support of the Winnipeg Christmas Cheer Board. The event brought in nearly \$110,000 and more than 2,000 toys.
- ➤ Both Empire and Sobeys continued their long-standing commitment to Saint Mary's University in Halifax (home of the Sobey School of Business) through contributions to the University's *Hearts & Minds*Capital Campaign. In 2005, the two companies pledged \$2 million to the University over a five-year period.



### CANADIAN BUSINESS HALL OF FAME

Donald and David Sobey were inducted into the Junior Achievement Canadian Business Hall of Fame in May 2007, following in the footsteps of their father, the late Frank H. Sobey. This honour recognizes not only their business acumen, but also their enduring belief in supporting communities through personal and corporate philanthropy. Empire believes in this approach and, as our business continues to grow, we will always remember to give back to the people and communities who have helped us achieve our success.

### **EMPLOYEES - SOBEYS VALUE CHAMPIONS**

Every year, Sobeys honours employees across the country for their commitment to Sobeys' core values. In fiscal 2007, hundreds of outstanding individuals were nominated as Sobeys Value Champions. Below are four Value Champion nominees who are shining examples of "living" our four core values.

#### STEPHEN MACDONALD

"Always Place The Customer First"

Sobeys Atlantic/National Departments –

Customer Service Clerk, Store 652, New Glasgow, Nova Scotia

Stephen was recently named Employee of the Year by the Pictou County Chamber of Commerce, and has been recognized by both co-workers and customers for his pride in his work and his kind, friendly manner. His dedication to customer service embodies the Sobeys' spirit; in fact, Stephen's store manager calls him a "true ambassador of the Company."

#### ANDRE DUPRE

"Stay Real"

Sobeys West - Edmonton Retail Support Centre

When a co-worker suffered a spinal injury and was immobilized for three months, Andre selflessly and tirelessly helped with the recovery effort. He cooked meals, ran errands and brought his co-worker to medical appointments – all while refusing any compensation. Andre's co-worker recovered from the injury in March 2007, and says the experience showed "there are good and decent people in the world, one of them being Mr. Andre Dupre."

### ANNIE BENOIT

"Proudly Serve Our Communities"

Sobeys Québec – Québec Retail Support Centre

Annie believes deeply in aiding sick children, as evidenced by her 14-year-long involvement with Centraide (the United Way). During that time, she has received the "Coup de coeur" award. All along, Annie has acknowledged the support of her colleagues in helping to make her community a better place, and says being a Value Champion is truly a team victory. Annie's photo appears on page 27.

### CARLO CORDI

"Get It Done With Passion and Integrity" Sobeys Ontario - Viscount Office

Carlo is always willing to assist the team however he can. Whether it's accepting and completing last-second work requests with efficiency and flair, or offering helpful advice to others in the Viscount office, Carlo is known for always being ready to do what it takes to get the job done, even at a moment's notice.

#### THE SOBEY LEGACY

Empire's dedication to community service is closely tied to the legacy of the Sobey family, which is strongly represented in the leadership and governance of our companies.

With the support of the Sobey Foundation, contributions from our operating companies as well as the investments by individual family members, we are proud to play a role in enhancing the lives of Canadians.

#### **EDUCATION**

Education is a key focus of the Sobey family efforts, with several scholarships dedicated to providing a brighter future for young people and their communities:

- Frank H. Sobey Fund for Excellence in Business Studies – provides six \$10,000 scholarships to business students at universities in Atlantic Canada.
- D&R Sobey Atlantic Leadership Scholarship provides six \$14,000 scholarships to students from Atlantic Canada entering the Commerce program at Queen's University.

In addition, over the past two years the Sobey Foundation has made commitments to capital campaigns at several Atlantic Canadian universities, including Cape Breton University, Saint Mary's University, the University of New Brunswick, Mount Allison University, Acadia University and the Coady International Institute at Saint Francis Xavier University.

#### **ARTS & CULTURE**

Five talented artists from across Canada were short-listed for this year's Sobey Art Award presented by Scotiabank. The winner was Annie Pootoogook (below) of Cape Dorset, Nunavut, who received \$50,000 as well as valuable exposure for her work. The Sobey Art Award, created in 2002 by the Sobey Art Foundation, is designed to recognize and support deserving contemporary Canadian artists under the age of 40. This year, the previously biennial award became an annual prize with the support of Scotiabank, the award's presenting sponsor, ensuring an even greater commitment to contemporary artists throughout Canada. For more information about the Sobey Art Award visit www.sobeyartaward.ca.

#### HEALTHCARE

In fiscal 2007, the Frank and Irene Sobey Memorial Trust, together with the Aberdeen Hospital Foundation, contributed nearly \$1 million towards the purchase of a new MRI unit at Aberdeen Hospital in New Glasgow, Nova Scotia (centre photo below). This purchase significantly raises the level of care available to residents of the area. Members of management at Empire and Sobeys volunteer their time to community-based groups such as the Aberdeen Hospital Foundation, as well as the Dalhousie Medical Research Foundation and Summer Street Industries Foundation.





### A BREADTH OF COMMITMENT

Our corporate commitment extends from the celebration of employees in our stores who exemplify our corporate values – our Value Champions – to improving the quality of education and healthcare in our communities and supporting talented young artists across Canada.



### Corporate Officers

as of July 26, 2007

### Officers of Empire Company Limited



- 1 ROBERT P. DEXTER
- 2 PAUL D. SOBEY
  PRESIDENT AND
  CHIEF EXECUTIVE OFFICER
- 3 PAUL V. BEESLEY

EXECUTIVE VICE-PRESIDENT, CHIEF FINANCIAL OFFICER AND SECRETARY

- 4 FRANK C. SOBEY VICE-PRESIDENT, REAL ESTATE
- 5 STEWART H. MAHONEY

VICE-PRESIDENT,
TREASURY AND
INVESTOR RELATIONS

6 CAROL A. CAMPBELL VICE-PRESIDENT, RISK MANAGEMENT 7 JOHN G. MORROW VICE-PRESIDENT AND COMPTROLLER

### Officers of Operating Companies



#### SOBEYS INC.

- 1 ROBERT P. DEXTER
  CHAIR
- 2 BILL MCEWAN
  PRESIDENT AND
  CHIEF EXECUTIVE OFFICER
- 3 CRAIG T. GILPIN
  PRESIDENT OPERATIONS,
  SOBEYS ONTARIO
- 4 J. GARY KERR

PRESIDENT OPERATIONS, SOBEYS WEST

5 JASON POTTER

PRESIDENT OPERATIONS, SOBEYS ATLANTIC

6 MARC POULIN

PRESIDENT OPERATIONS, SOBEYS QUÉBEC 7 DENNIS FOLZ

CHIEF HUMAN
RESOURCES OFFICER

8 FRANÇOIS VIMARD
CHIEF FINANCIAL OFFICER

9 BELINDA YOUNGS
CHIEF MARKETING OFFICER

10 KARIN McCASKILL

SENIOR VICE-PRESIDENT, GENERAL COUNSEL AND SECRETARY

11 PAUL A. JEWER

SENIOR VICE-PRESIDENT, FINANCE AND TREASURER

12 L. JANE McDOW

ASSISTANT SECRETARY



### ECL PROPERTIES LIMITED & SOBEY LEASED PROPERTIES LIMITED

- 1 FRANK C. SOBEY
  PRESIDENT
- 2 JOHN G. MORROW VICE-PRESIDENT, FINANCE AND TREASURER
- 3 PAUL V. BEESLEY SECRETARY



### ECL DEVELOPMENTS

- 1 DONALD E. CLOW
  - PRESIDENT
- 2 PAT MARTIN
  VICE-PRESIDENT,
  ONTARIO AND QUEBEC



### EMPIRE THEATRES LIMITED

- 1 STUART G. FRASER PRESIDENT AND
- CHIEF EXECUTIVE OFFICER

  2 KEVIN J. MacLEOD
  EXECUTIVE VICE-PRESIDENT,
  OPERATIONS
- 3 PAUL W. WIGGINTON

VICE-PRESIDENT, FINANCE AND CHIEF FINANCIAL OFFICER

### Directors of Sobeys Inc.

### ROBERT P. DEXTER

CHAIR

### BILL MCEWAN

PRESIDENT AND
CHIEF EXECUTIVE OFFICER

### JOHN L. BRAGG

CHAIRMAN, PRESIDENT AND CO-CHIEF EXECUTIVE OFFICER, OXFORD FROZEN FOODS LTD.

### MARCEL CÔTÉ

SENIOR PARTNER, SECOR INC.

### CHRISTINE CROSS

PRESIDENT, CHRISTINE CROSS LTD.

### DAVID S. FERGUSON

PRINCIPAL, D.S. FERGUSON ENTERPRISES, LLC

#### EDWARD C. HARSANT CORPORATE DIRECTOR

DAVID A. LESLIE
CORPORATE DIRECTOR

### MALEN NG

CHIEF FINANCIAL OFFICER, WORKPLACE SAFETY AND INSURANCE BOARD OF ONTARIO

### MEL A. RHINELANDER

VICE-CHAIRMAN, EXTENDICARE INC. AND EXTENDICARE REIT

### STEPHEN J. SAVIDANT

CHAIRMAN, PROSPECTS RESOURCES LIMITED

### DAVID F. SOBEY

CHAIR EMERITUS

### DONALD R. SOBEY

CHAIR EMERITUS, EMPIRE COMPANY LIMITED

### FRANK C. SOBEY

CHAIRMAN, CROMBIE REIT

### JOHN R. SOBEY

CORPORATE DIRECTOR

### KARL R. SOBEY

CORPORATE DIRECTOR

### PAUL D. SOBEY PRESIDENT AND

CHIEF EXECUTIVE OFFICER, EMPIRE COMPANY LIMITED

### ROB G.C. SOBEY

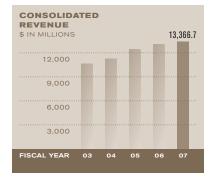
PRESIDENT AND
CHIEF EXECUTIVE OFFICER,
LAWTON'S DRUG
STORES LIMITED

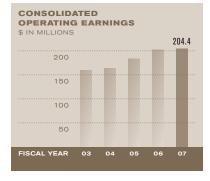
### Management's Discussion and Analysis

### **TABLE OF CONTENTS**

INTRODUCTION	30
FORWARD-LOOKING INFORMATION	30
NON-GAAP FINANCIAL MEASURES	31
OVERVIEW OF THE BUSINESS	31
FOOD RETAILING	31
REAL ESTATE	32
INVESTMENTS & OTHER OPERATIONS	33
EMPIRE'S STRATEGIC DIRECTION	33
OPERATIONAL CHANGES	33
CONSOLIDATED OPERATING RESULTS	34
MANAGEMENT'S EXPLANATION OF FISCAL 2007	
ANNUAL CONSOLIDATED RESULTS	35
REVENUE	35
OPERATING INCOME	36
INTEREST EXPENSE	36
INCOME TAXES	37
MINORITY INTEREST	37
OPERATING EARNINGS	37
CAPITAL GAINS AND OTHER ITEMS	37
NET EARNINGS	37
FISCAL 2007 OPERATING PERFORMANCE	
BY DIVISION	38
FOOD RETAILING	38
REAL ESTATE	4
INVESTMENTS AND OTHER OPERATIONS	43
QUARTERLY RESULTS OF OPERATIONS	46
RESULTS BY QUARTER	46
EOLIDTH OLIADTED DESLITS	47

FINANCIAL CONDITION	49
CAPITAL STRUCTURE AND KEY	
FINANCIAL CONDITION MEASURES	49
SHAREHOLDERS' EQUITY	49
LIABILITIES	50
FINANCIAL INSTRUMENTS	51
LIQUIDITY AND CAPITAL RESOURCES	52
OPERATING ACTIVITIES	52
INVESTING ACTIVITIES	54
FINANCING ACTIVITIES	55
ACCOUNTING POLICY CHANGES	55
CRITICAL ACCOUNTING ESTIMATES	58
CONTROLS AND PROCEDURES	59
INTERNAL CONTROLS OVER	
FINANCIAL REPORTING	60
RELATED PARTY TRANSACTIONS	60
GUARANTEES AND COMMITMENTS	60
DESIGNATION FOR ELIGIBLE DIVIDENDS	61
CONTINGENCIES	62
RISK MANAGEMENT	63
SUBSEQUENT EVENTS	66
OUTLOOK	67
NON-GAAP FINANCIAL MEASURES	68







### Management's Discussion and Analysis

The following Management's Discussion and Analysis ("MD&A") contains commentary from management on the consolidated financial condition and results of operations of Empire Company Limited ("Empire" or the "Company") for the 52 weeks ended May 5, 2007, as compared to the 52 weeks ended May 6, 2006. Management also provides as explanation of the Company's fourth quarter results, changes in accounting policies, critical accounting estimates and factors that the Company believes may affect its prospective financial condition, cash flows and results of operations. This MD&A also provides analysis of the operating performance of the Company's divisions as well as a discussion of cash flows, the impact of risks and the outlook for the business. Additional information about the Company, including the Company's Annual Information Form, can be found on SEDAR at www.sedar.com.

This discussion and analysis is the responsibility of management. The Board of Directors carries out its responsibility for review

of this disclosure principally through its Audit Committee, comprised exclusively of independent directors. The Audit Committee has reviewed and approved this disclosure and it has also been approved by the Board of Directors.

This discussion and analysis should be read in conjunction with the audited annual consolidated financial statements of the Company and the accompanying notes for the 52 weeks ended May 5, 2007. The consolidated financial statements and accompanying notes have been prepared in accordance with Canadian Generally Accepted Accounting Principles ("GAAP") and are reported in Canadian dollars.

These consolidated financial statements include the accounts of Empire and its subsidiaries and variable interest entities ("VIEs") which the Company is required to consolidate. Included in the Company's 2007 Annual Report, on page 100, is a glossary of terms used throughout this MD&A. The information contained in this MD&A is current to June 28, 2007, unless otherwise noted.

### Forward-looking Information

This discussion contains forward-looking statements which reflect management's expectations regarding the Company's objectives, plans, goals, strategies, future growth, results of operations, performance and business prospects and opportunities. These forward-looking statements include the following items:

- Sobeys' expectations regarding tobacco sales decline, which could be impacted by further changes in the sales and distribution practices of tobacco suppliers;
- Management's belief that the current growth rate in residential lot sales is not sustainable over the long-term and may be impacted by general economic conditions in the Western housing market;
- ➤ The Company's expectations related to pending tax matters with Canada Revenue Agency ("CRA"), which could be determined differently by CRA. This could cause the Company's effective tax rate and its earnings to be affected positively or negatively in the period in which the matters are resolved;
- Sobeys' expectations that the new distribution centre announced for Ontario and the closures of distribution centres in Québec will reduce overall distribution costs, which could be impacted by the number of positions eliminated at Sobeys' distribution centres in Ontario and Québec;
- ➤ Sobeys' expectations that administrative and business rationalization activities as well as system process initiatives in the current year and upcoming quarters will have a cost impact as expected and will provide thereafter annualized

- cost reductions, both of which could be impacted by the final scope and scale of these activities;
- Sobeys' expectation that sales growth will continue through 2008 could be impacted by market conditions and therefore may not be realized;
- The Company's expectations that its capital resources and liquidity position will meet its capital and liquidity requirements over the next year;
- The Company's expectations on future capital spending for its Real Estate and Food Retailing Divisions, which could be impacted by the availability of labour, capital resource allocation decisions, as well as general economic and market conditions;
- ➤ The Company's discussion of the potential disposition of real property by Sobey Leased Properties. There are no agreements for any such transaction. There can be no assurances that these transactions will occur and, if they occur, no assurances as to the economic value of the transactions;
- The Company's expectations that the pension plan merger will be approved by the appropriate authorities. If this merger is not completed, the value of the transitional pension assets included in other assets on the balance sheet may be impacted; and
- ➤ The Company's expectation of continued strong occupancy levels which could be impacted by changes in demand for the Company's properties, tenant bankruptcies, the effect of general economic conditions and competitive supply of retail or office locations in proximity to the Company's locations.

Forward-looking statements are typically identified by words or phrases such as "anticipates", "expects", "believes", "estimates", "intends" and other similar expressions. These statements are based on management's assumptions and beliefs in light of the information currently available to them. These forward-looking statements are subject to inherent uncertainties, risks and other factors that could cause actual results to differ materially from such statements. These uncertainties and risks are discussed in the Company's materials filed with the Canadian securities regulatory authorities from time to time, including those in the Risk Management section of this MD&A.

When relying on forward-looking statements to make decisions, the Company cautions readers not to place undue reliance on these statements, as a number of important factors could cause actual results to differ materially from any estimates or intentions expressed in such forward-looking statements. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

### Non-GAAP Financial Measures

There are measures included in this MD&A that do not have a standardized meaning under Canadian GAAP. Management includes these measures because it believes certain investors use these measures as a means of assessing relative financial performance. Additional information relating to non-GAAP financial measures is provided at the end of this document.

### Overview of the Business

Empire is a Canadian company headquartered in Stellarton, Nova Scotia. Empire's key businesses at year-end were: food retailing through a 72.1 percent ownership interest in Sobeys Inc. ("Sobeys"); real estate through two wholly-owned operating subsidiaries: Sobey Leased Properties Limited ("SLP"), and ECL Properties Limited ("ECL") which includes wholly owned ECL Developments Limited, a 35.7 percent ownership interest in Genstar Development Partnership and a 43.3 percent interest in Genstar Development Partnership 2 (collectively referred to as "Genstar") and a 48.1 percent ownership interest in Crombie Real Estate Investment Trust ("Crombie REIT"); and corporate investment activities and other operations which include whollyowned ETL Canada Holdings Limited ("Empire Theatres"),

Kepec Resources Limited ("Kepec"), a joint venture with APL Oil and Gas Limited which has ownership interests in various oil and gas properties in Alberta, and a 27.6 percent ownership position in Wajax Income Fund ("Wajax"). With approximately \$5.2 billion in assets, Empire employs approximately 40,000 people directly and through its subsidiaries.

Empire's primary goal is to grow long-term shareholder value through income and cash flow growth and equity appreciation. This is accomplished through direct ownership and equity participation in businesses that management believes have the potential for long-term growth and profitability.

### Food Retailing

Sobeys is a leading national retail grocery and food distributor headquartered in Stellarton, Nova Scotia. Founded in 1907, Sobeys owns or franchises more than 1,300 corporate and franchised food stores located in all 10 provinces under various retail banners including: Sobeys, IGA extra, IGA, Price Chopper and Foodland. Sobeys, its subsidiaries and its VIEs conduct business in four retail regions: Sobeys West, Sobeys Ontario, Sobeys Québec, and Sobeys Atlantic.

Sobeys' strategy is focused on delivering the best food shopping experience to its customers in the right format, right-sized stores, supported by superior customer service. The five distinct store formats deployed by Sobeys to satisfy its customers' principal shopping requirements are: full service, fresh service, convenience service, community service and price service. Sobeys remains focused on improving the product, service and merchandising offerings within each format by realigning and renovating its current store base, while continuing to build new stores. Sobeys' five major banners are the primary focus of these format development efforts.

During the year, Sobeys opened, replaced, expanded, renovated, acquired and/or converted the banners in 150 stores (2006 – 83 stores). In fiscal 2007, Sobeys continued to execute against a number of initiatives in support of its food-focused strategy including productivity initiatives and business process, supply chain and system upgrades.

Compliments, Sobeys private label brand, was launched in fiscal 2005 to contribute to growth of company-wide sales and profitability and earn a greater share of customers' food and grocery shopping requirements. The Compliments brand consists of three quality tiers: Value, Selection and Sensations. In addition, Sobeys introduced two sub-brands during fiscal 2006, Compliments Organics and Compliments balance-équilibre, an organic and healthy line of products, respectively. At the end of fiscal 2007, the Compliments brand consisted of approximately 4,400 products.

During fiscal 2007, Sobeys continued to make significant progress in the implementation of system-wide business process optimization initiatives that are designed to reduce complexity and improve processes throughout Sobeys.

### Real Estate

Empire's real estate division consists of wholly-owned SLP and ECL, which includes an interest in Genstar, a residential land development business with operations primarily in Western Canada. ECL also owns various commercial properties held for redevelopment, a self-storage operation and a 48.1 percent ownership interest in Crombie REIT. Empire segments its real estate's financial results between commercial property operations, consisting of SLP and ECL, and residential property operations which consist primarily of Genstar.

Genstar's business is the development of raw land for residential use primarily carried out in Ontario and Western Canada.

Genstar is accounted for on a proportionate consolidation basis.

At the end of fiscal 2007, commercial real estate operations had approximately 5.7 million square feet of gross leaseable area, relatively consistent with the 5.9 million square feet at the end of last fiscal year.

SLP owns commercial properties in the Atlantic Provinces, as well as in Ontario and Québec. The primary tenant of these properties is Sobeys and its subsidiaries. There have been no additions to SLP since 2001; its main focus remains on the renovation and expansion of its existing portfolio.

In fiscal 2006, Sobeys began its business process and information systems plan for the Company by focusing on the significant opportunity to upgrade information processing and decision support capabilities and improve efficiencies in the Ontario region. The system and processes that were implemented were developed over several years and are also employed in the Sobeys' Atlantic region. The Ontario roll-out standardized and streamlined the "back shop" in support of Sobeys' food-focused strategy. This move will allow Sobeys to leverage technology investments, improve efficiencies and lower costs over the long-term. During the third quarter of fiscal 2007 Sobeys completed the implementation of the system in the Ontario region in accordance with its plan. A similar business process and system initiative began in the Western region during fiscal 2007. Costs associated with the Ontario and West initiatives totalled \$0.21 per Empire share in fiscal 2007 as compared to \$0.13 per Empire share in fiscal 2006.

Subsequent to year-end on June 15, 2007, Empire acquired the outstanding common shares of Sobeys that it did not already own, achieving 100 percent ownership. Further details can be found in the section titled "Subsequent Events" near the end of this MD&A.

The remaining wholly-owned real estate operations are focused on commercial property development. For new commercial property development management is committed to adhering to a disciplined growth strategy. Specifically, investment decisions are expected to meet certain criteria, including:

- ➤ A satisfactory return on investment;
- ➤ A beneficial competitive effect on Sobeys;
- Credit-worthy tenants with long-term leases that include contractual increases;
- > Enhanced geographic diversification; and
- ➤ Competitive positioning in the project target market.

Pursuant to a Development Agreement with Crombie REIT, ECL provides Crombie REIT with a preferential right to acquire all property developments proposed to be undertaken by ECL. ECL also has a Non-Competition Agreement with Crombie REIT, whereby it will not compete with Crombie REIT in the acquisition, ownership, investment in or development of any grocery-anchored shopping plazas in Canada. These agreements are for an initial 10-year term, subject to an extension reached by mutual agreement. Empire subsidiaries will continue to work closely with Crombie REIT to identify development opportunities that further Crombie REIT's external growth strategy.

### Investments & Other Operations

The third component of Empire's business is its investments and other operations. Empire's investment portfolio consists of Canadian and U.S. common equity investments. At fiscal yearend, Empire's investments, excluding its investment in Genstar U.S. builder deals and in Crombie REIT, carried a market value of \$441.2 million consisting of Canadian common equity investments valued at \$391.7 million, foreign common equities (including the value of the forward contract hedges) valued at \$48.0 million in Canadian dollars, and other investments valued at \$1.5 million. The Canadian common equity investment market value includes the market value of Empire's equity accounted investment in Wajax (approximately a 27.6 percent ownership

position on a fully diluted basis) of \$154.6 million at fiscal year-end. All of Empire's portfolio investments are listed on a recognized public stock exchange.

Subsequent to fiscal year-end the liquid investments in the portfolio, with the exception of the investment in Wajax, were sold to assist in financing the acquisition of the remaining common shares of Sobeys that Empire did not already own (please see the section titled "Subsequent Events" in this MD&A for more information).

Other operations include wholly-owned Empire Theatres, the second largest movie exhibitor in Canada which owns or has an interest in 56 locations representing 394 screens, and Kepec.

### Empire's Strategic Direction

Management's primary objective is to maximize the long-term sustainable value of Empire through enhancing the worth of the Company's net assets and in turn, having that value reflected in Empire's share price.

During the year, management and the Board of Directors undertook a comprehensive strategic review of Empire's businesses, thoroughly analyzing our potential growth opportunities and capabilities. As a consequence of this review it was determined that with 100 years of experience in the retail food industry and over 40 years in real estate, shareholder value could be increased by becoming even more focused on the core strengths of the Company. On April 26, 2007 Empire and Sobeys jointly announced that they had entered into an agreement pursuant to which Empire would acquire the remaining outstanding common shares of Sobeys. Subsequent to the end of the fiscal year, on June 15, 2007, Empire completed the privatization of Sobeys (see the section titled "Subsequent Events" in this MD&A for more information).

This decision results in the Company being clearly focused on its core strengths: food and related real estate development, while continuing to direct its energy and capital towards growing the long-term sustainable value of each of its core operating businesses. While these respective core businesses are well established and profitable in their own right, the diversification they offer Empire by both business line and by market area served is considered by management to be an additional source of strength. Together, these core businesses reduce risk and volatility, thereby contributing to greater consistency in consolidated earnings growth over the long-term. Going forward, the Company intends to continue to direct its resources towards the most promising opportunities within these core businesses in order to maximize long-term shareholder value.

In carrying out the Company's strategic direction, Empire management defines its role as having four fundamental responsibilities: first, to support the development and execution of sound strategic plans for each of its operating companies; second, to regularly monitor the development and the execution of business plans within each operating company; third, to ensure that Empire is well governed as a public company; and fourth, to prudently manage its capital in order to augment the growth in its core operating businesses.

### Operational Changes

Listed below is a summary of events that impacted the fiscal year 2007 operating results and which affect the comparability of information for the 13-week and 52-week periods ended May 5, 2007 versus the 13-week and 52-week periods ended May 6, 2006:

- On August 27, 2006, Sobeys completed the acquisition of Achille de la Chevrotière Ltée and its associated companies
- ("ADL"), which included 25 owned or franchised retail store operations, other wholesale supply agreements and distribution facilities;
- ➤ For the 12 months ended May 5, 2007, Empire acquired 1,248,950 common shares of Sobeys, increasing its ownership position from 70.3 percent at May 6, 2006 to its position of 72.1 percent at May 5, 2007;

- ➤ On March 23, 2006, the Company completed the sale of 44 commercial properties to Crombie REIT. For both the quarter and fiscal year ended May 5, 2007, the Company is equity accounting its 48.1 percent ownership in Crombie REIT, whereas for the 13-week and 52-week periods ended May 6, 2006, the results included 100 percent of the operations related to these 44 commercial properties;
- ➤ Empire Theatres changed its year-end from the last Thursday in April to the last Thursday in December effective December 28, 2006. This change in Empire Theatres' year-end was made to align with industry practice. However, because of this change, the fiscal year ended May 5, 2007 contained 48 weeks of operations while the fiscal year ended May 6, 2006 contained 52 weeks of operations; and
- ➤ On September 30, 2005, Empire Theatres acquired 28 movie theatres. There are approximately 30 weeks of operations related to these newly acquired theatres in fiscal 2006 whereas there are 48 weeks included in fiscal 2007.

Also impacting comparability year-over-year are costs related to Sobeys' business process and system initiative, business rationalization, and privatization costs as outlined under the section titled "Fiscal 2007 Operating Performance by Division – Food".

The reader should note that management explains the impact of the above events when discussing the operating results for the food division, the real estate division and investments and other operations.

### Consolidated Operating Results

The consolidated financial overview provided below reports on the financial performance for fiscal 2007 relative to the last two fiscal years.

### Summary Table of Consolidated Financial Results

	52 Weeks Ended		52 Weeks Ended			53 Weeks Ended			
(\$ in millions, except per share information)		May 5, 2007	% of Revenue		May 6, 2006 <sup>(1)</sup>	% of Revenue		May 7, 2005	% of Revenue
Consolidated revenue	\$	13,366.7	100.00%	\$	13,063.6	100.00%	\$	12,435.2	100.00%
Operating income		440.3	3.29%		491.4	3.76%		463.7	3.73%
Operating earnings		204.4	1.53%		202.0	1.55%		182.9	1.47%
Capital gains and other items, net of tax		5.7	0.04%		94.8	0.72%		3.7	0.03%
Net earnings	\$	210.1	1.57%	\$	296.8	2.27%	\$	186.6	1.50%
BASIC EARNINGS PER SHARE									
Operating earnings	\$	3.11		\$	3.08		\$	2.79	
Capital gains and other items, net of tax		0.09			1.45			0.05	
Net earnings	\$	3.20		\$	4.53		\$	2.84	
Basic weighted average number of shares outstanding (in millions)		65.6			65.5			65.5	
DILUTED EARNINGS PER SHARE									
Operating earnings	\$	3.10		\$	3.07		\$	2.78	
Capital gains and other items, net of tax		0.09			1.44			0.05	
Net earnings	\$	3.19		\$	4.51		\$	2.83	
Diluted weighted average number									
of shares outstanding (in millions)		65.7			65.7			65.7	
Dividends per share	\$	0.60		\$	0.56		\$	0.48	

(1) Restated.

# Management's Explanation of Fiscal 2007 Annual Consolidated Results

The 13 weeks and 52 weeks ended May 6, 2006 have been restated to reflect the retroactive adjustment related to EIC-156. Please see the section entitled "Accounting Policy Changes - Accounting for Consideration by a Vendor to a Customer (Including a Reseller of the Vendor's Products) ("EIC-156")" in this MD&A.

The following is a review of Empire's consolidated financial performance for the 52-week periods ended May 5, 2007 compared to May 6, 2006.

Revenue and financial performance of each of the Company's businesses (food retailing, real estate, and investments and other operations) are discussed in detail in the section entitled "Fiscal 2007 Operating Performance by Division" in this MD&A.

#### Revenue

The consolidated revenue for fiscal 2007 was \$13.4 billion, an increase of \$303.1 million or 2.3 percent compared to fiscal 2006. Growth in Sobeys' sales of \$313.9 million and in investments and other operations of \$27.4 million was partially offset by a \$38.2 million reduction in revenue from the real estate division.

Items impacting revenue comparability:

- Sobeys' sales were negatively impacted by the disposition on March 31, 2006 of its Cash and Carry business in Ontario and Québec;
- Sobeys continued to experience declines in its tobacco sales. Late in the second quarter of fiscal 2007 a major Canadian tobacco supplier began to sell and distribute directly to certain Sobeys' customers, further impacting the decline;
- Revenue was positively impacted by the acquisition on August 27, 2006 of ADL. The acquisition included 25 owned or franchised retail store operations, other wholesale supply agreements and a distribution facility in Rouyn-Noranda, Québec:

- > Empire Theatres changed its year-end from the last Thursday in April to the last Thursday in December effective December 28, 2006. This change in Empire Theatres' year-end was made to align with industry practice. However, because of this change, fiscal year ended May 5, 2007 contained 48 weeks of operations while the fiscal year ended May 6, 2006 contained 52 weeks of operations, respectively;
- Revenue for the fiscal year-to-date ended May 5, 2007, included 48 weeks of revenue related to the acquisition of the 28 movie theatres, whereas the fiscal year-to-date ended May 6, 2006, included 30 weeks of revenue from the acquired movie theatres; and
- The sale of 44 properties to Crombie REIT has reduced the quarter and year-to-date revenue when compared to the prior year.

As presented in the following table, excluding the impact of the above items, revenue growth would have been 4.3 percent in fiscal 2007 compared to fiscal 2006.

#### **REVENUE TABLE**

52 Weeks Ended (\$ in millions)	1	May 5, 2007	N	May 6, 2006	\$ Change	% Change
Financially reported sales	\$	13,366.7	\$	13,063.6	\$ 303.1	2.3%
Add (deduct) the impact of:						
Cash and Carry disposal					196.1	
Wholesale tobacco decline					123.9	
ADL acquisition					(151.8)	
Theatre acquisition and year-end change (1)					(22.8)	
Sale of 44 commercial properties to Crombie REIT					116.7	
Subtotal					262.1	
					\$ 565.2	4.3%

<sup>(1)</sup> The impact for theatres' revenue, reflected in the above table, represents the reduction of four weeks of revenue for fiscal 2007 as a result of Empire Theatres' fiscal year-end change as well as an additional 18 weeks of revenue in the current fiscal year-to-date as a result of the acquisition of 28 movie theatres in the second quarter of the prior fiscal year.

Please refer to the section entitled "Fiscal 2007 Operating Performance by Division" for an explanation of the change in revenue by division.

#### Operating Income

Consolidated operating income, defined as operating earnings before minority interest, interest expense, income taxes and capital gains and other items, in fiscal 2007 totalled \$440.3 million compared to \$491.4 million last year, a decrease of \$51.1 million or 10.4 percent. The decrease in operating income is the result of a \$31.4 million or 9.5 percent decrease in operating income contribution from the food retailing division and a decrease in real estate division operating income of \$20.3 million or 14.7 percent, partially offset by a \$0.6 million or 2.8 percent increase in operating income from investments and other operations, net of corporate expenses.

Included in operating income for fiscal 2007 are \$51.7 million of pre-tax costs incurred by Sobeys related to its business process and system initiative, severance in its Atlantic, Québec and Ontario regions as a result of business rationalization, along with fixed asset and inventory write-offs, and privatization costs. Sobeys incurred \$18.6 million of pre-tax costs related to its business process and system initiative during the last fiscal year.

Please refer to the section entitled "Fiscal 2007 Operating Performance by Division" for an explanation of the change in operating income for each division.

#### Interest Expense

For the 52 weeks ended May 5, 2007, interest expense equalled \$60.1 million, versus \$83.8 million in the prior year. The \$23.7 million decrease in fiscal 2007 consolidated interest expense compared to last fiscal year is primarily due to a \$21.5 million reduction in interest expense connected to long-term debt.

Long-term debt, including long-term debt related to properties sold to Crombie REIT, was \$240.8 million lower in fiscal 2007 compared to fiscal 2006. The decrease in long-term debt and related long-term interest expense in fiscal 2007 is primarily related to the repayment of long-term debt as a result of the sale of 44 commercial properties to Crombie REIT in March 2006, partially offset by the issuance of \$125 million of Medium Term Notes ("MTN") in the second quarter by the food division.

Short-term interest expense declined \$2.2 million, to \$6.0 million from \$8.2 million last year. The decrease in short-term interest expense is primarily the result of proceeds generated from the sale of investments which were used in part to reduce bank indebtedness.

The majority of the Company's debt is long-term in nature carrying fixed interest rates; accordingly there is limited exposure to interest rate volatility. The Company is exposed to interest rate risk when arranging new debt.

#### Income Taxes

The effective income tax rate for fiscal 2007 was 32.5 percent versus 34.8 percent last year. The main reason for the fiscal year decrease is due to reductions in the Canadian federal and certain provincial statutory income tax rates and the application of those lower rates to future tax balances.

# Minority Interest

In fiscal 2007, Empire recorded minority interest expense of \$57.0 million compared to \$66.9 million last year. The decrease of \$9.9 million in minority interest expense is primarily the result of lower Sobeys' earnings as well as an increase in Empire's ownership in Sobeys from 70.3 percent at May 6, 2006, to 72.1 percent at May 5, 2007. Empire purchased 1,248,950 common shares of Sobeys during fiscal 2007.

#### Operating Earnings

The \$2.4 million or 1.2 percent increase in fiscal 2007 operating earnings (earnings before capital gains and other items) over the prior year was the result of the \$51.1 million reduction in operating income partially offset by the \$23.7 million reduction in interest expense, the \$19.9 million reduction in income taxes and the \$9.9 million decrease in minority interest as discussed.

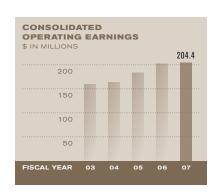
As mentioned, \$51.7 million of pre-tax costs incurred by Sobeys resulted in a \$24.4 million impact on Empire's fiscal 2007 net earnings (\$0.37 per share), whereas there were \$18.6 million of pre-tax costs incurred by Sobeys in fiscal 2006 that resulted in a \$8.6 million impact on Empire's net earnings (\$0.13 per share).

# Capital Gains and Other Items

The Company generated capital gains and other items, net of tax, of \$5.7 million in fiscal 2007 largely as a result of net gains on the sale of investments. Fiscal 2006 capital gains and other items, net of tax, of \$94.8 million was realized primarily from the gain of \$76.2 million on the sale of properties to Crombie REIT and a net gain of \$23.5 million on the sale of 2.875 million Wajax Income Fund units last year, partially offset by a reduction in book value of real estate assets held for redevelopment of \$17.0 million, net of tax.

#### Net Earnings

Consolidated net earnings, including capital gains and other items, net of tax, totalled \$210.1 million (\$3.19 per share) in fiscal 2007, a decrease of \$86.7 million or 29.2 percent compared to last year. The decline in net earnings for fiscal 2007 compared to fiscal 2006 largely reflects lower capital gains and other items of \$89.1 million.





The modest increase in operating earnings reflects reduced operating income from both food retailing and real estate offset by lower interest expense, income taxes and minority interest expense.

# Fiscal 2007 Operating Performance by Division

#### Food Retailing

#### HIGHLIGHTS

- > Sobeys is celebrating 100 years in the food industry.
- Sobeys achieved fiscal 2007 sales growth of \$313.9 million or 2.5 percent and same-store sales growth of 2.4 percent.
- Total capital expenditures equalled \$482.8 million (total company-wide capital expenditures, which included franchisee and third party spending equalled \$580.0 million).
- ➤ Opened, or replaced 48 corporate and franchised stores, acquired 29 stores, expanded 24 stores and rebannered/redeveloped 49 stores.

To assess its financial performance and condition, Sobeys' management monitors a set of financial measures, which evaluate sales growth, profitability and financial condition.

The primary financial performance and condition measures for Sobeys are set out below.

52 Weeks Ended	May 5, 2	2007	May	6, 2006
Same-store sales growth	2	2.4%		4.0%
Sales growth	2	2.5%		5.4%
Basic earnings per share growth	(8	3.9%)		1.7%
Return on equity	Ş	9.1%		10.8%
Funded debt to total capital	23	3.7%		21.1%
Funded debt to EBITDA		1.2x		0.9x
Company-wide capital				
expenditures (in millions)	\$	580	\$	560

The table below presents sales, operating income and net earnings for Sobeys:

	52 We	eeks Ended	52 W	eeks Ended	 Year over Year				
(\$ in millions)		lay 5, 2007		1ay 6, 2006	\$ Change	% Change			
Sales	\$	13,032.0	\$	12,718.1	\$ 313.9	2.5%			
Operating income		300.2		331.6	(31.4)	(9.5%)			
Net earnings	\$	173.4	\$	189.4	\$ (16.0)	(8.4%)			

# SALES

In fiscal 2007, Sobeys achieved sales of \$13.0 billion, an increase of \$313.9 million or 2.5 percent over fiscal 2006. During the fiscal year, same-store sales (sales from stores in the same locations in both reporting periods) increased by 2.4 percent. Same-store sales growth does not include wholesale sales.

Sales growth, for the year, was driven by Sobeys' continued implementation of sales and merchandising initiatives across the country, coupled with an increase in retail selling square footage resulting from the development of new stores, an ongoing program to enlarge and renovate existing store assets, and by the acquisition on August 27, 2006 of ADL. This acquisition included 25 owned or franchised retail store operations, other wholesale supply agreements and a distribution facility in Rouyn-Noranda, Québec.

Store square footage increased by 4.0 percent in fiscal 2007 as a result of the opening of 77 new or replacement stores and the expansion of 24 stores. There were 38 stores closed in fiscal 2007.

Sobeys expects sales growth to continue in fiscal 2008 as a result of the ongoing capital investment in its retail store network, and continued offering, merchandising and pricing improvements across the country.

Sobeys experienced declines in its wholesale tobacco sales during fiscal 2007. Wholesale tobacco sales declined \$123.9 million in fiscal 2007 compared to fiscal 2006. Sales growth was also negatively impacted by the disposition on March 31, 2006 of Sobeys' Cash and Carry business in Ontario and Québec. Cash and Carry sales were \$196.1 million in fiscal 2006. As shown in the table below, excluding the impact of the wholesale tobacco decline, the Cash and Carry disposition, and the ADL acquisition, Sobeys' sales growth would have been 3.8 percent in fiscal 2007.

52 Weeks Ended (\$ in millions)	May 5, 2007	May 6, 2006	\$ Change	% Change	
Sobeys' financially reported sales	\$ 13,032.0	\$ 12,718.1	\$ 313.9	2.5%	
Add (deduct) the impact of:					
Cash and Carry disposal			196.1		
Wholesale tobacco decline			123.9		
ADL acquisition			(151.8)		
Subtotal			168.2		
			\$ 482.1	3.8%	

As noted in previous quarters, late in the second quarter of fiscal 2007 a major Canadian tobacco supplier began to sell and distribute directly to certain Sobeys' customers further impacting the decline in sales. This change is expected to reduce sales on an annual basis by approximately \$300.0 million. Margins on tobacco sales are significantly lower than on other products: the loss of these sales are not expected to have a material impact on earnings.

# **BUSINESS PROCESS AND SYSTEM** INITIATIVE, BUSINESS RATIONALIZATION **AND PRIVATIZATION COSTS**

Included in earnings for fiscal 2007 were costs related to Sobeys' business process and system initiative as well as business rationalization and privatization costs. In total these costs had a \$51.7 million pre-tax impact on earnings (\$18.6 million pre-tax in fiscal 2006).

#### These costs include:

 Business process and system initiative costs – For the 52 weeks ended May 5, 2007, \$30.3 million (\$18.6 million in fiscal 2006) of pre-tax costs (\$4.9 million for the 13 weeks ended May 5, 2007 and \$5.3 million for the 13 weeks ended May 6, 2006) were incurred related to the business process and system initiative as outlined in "Overview of the Business" section. The business process and system initiative costs primarily include labour, implementation and training costs associated with the business process and system implementation as well as final costs associated with exiting the Commisso's banner. During the third quarter, Sobeys completed the implementation of the system in Ontario in accordance with its plans. This implementation supports all aspects of Sobeys' Ontario business including operations, merchandising, distribution and finance and is an important enabler of further initiatives in Ontario including the new distribution facility in Ontario as further discussed below. Sobeys continues its work on the business process and system initiative in the Western region.

- ➤ Business rationalization costs Also during the third guarter of fiscal 2007, Sobeys completed a rationalization of administrative functions in Atlantic Canada. This administrative rationalization was completed following the recent successful implementation of Sobeys' first phase of the business process and system initiative. In addition to asset write-offs, in excess of 100 people were impacted by this rationalization; however, a number of these people were redeployed into Sobeys' retail store network. Pre-tax costs of \$7.9 million were incurred during the third quarter of fiscal 2007 as a result of this rationalization. Sobeys' expectations are for full-year expense reductions in fiscal 2008 in excess of these costs.
- Ontario distribution network rationalization On November 21, 2006, Sobeys announced plans to build a new distribution centre in Vaughan, Ontario. Utilizing automation technology, the new facility is expected to significantly increase Sobeys' warehouse and distribution capacity while reducing overall distribution costs and improving service to its store network and customers. During the third quarter of the fiscal year Sobeys recognized \$5.3 million of severance costs associated with this rationalization. This new distribution centre, when opened in fiscal 2009, is expected to provide annual distribution cost savings in excess of the costs incurred in the third quarter and any additional business rationalization or restructuring costs incurred leading up to its opening.
- Québec distribution network rationalization In the fourth quarter Sobeys completed the closure of two small facilities, one in Anjou and one in the Abitibi region of Québec. Rationalization costs related to these facilities of \$5.6 million were incurred in the fourth quarter. It is expected that the annualized savings associated with this closure will be approximately \$5.0 million.

➤ Privatization – On April 26, 2007, Empire and Sobeys jointly announced that they had entered into an agreement pursuant to which Empire would acquire the common shares of Sobeys, other than those owned by Empire or its subsidiaries at a price of \$58.00 per share. Pre-tax costs of \$2.6 million were incurred in the fourth quarter related to this transaction. Subsequent to the end of the fiscal year, on June 15, 2007, Empire completed the privatization of Sobeys (see the section titled "Subsequent Events" near the end of this MD&A).

Sobeys expects to incur additional administrative rationalization costs into the first half of fiscal 2008, as a result of its continuing business process and system initiative. The dollar value of these additional costs will be quantified and disclosed in the first quarter of fiscal 2008.

#### **OPERATING INCOME**

Sobeys' operating income equalled \$300.2 million during fiscal 2007, a 9.5 percent decrease from last year, with an operating income margin of 2.30 percent compared to 2.61 percent in fiscal 2006. Included in fiscal 2007 operating income was an \$18.7 million increase in depreciation and amortization expense,

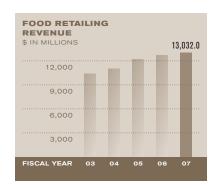
reflecting Sobeys' continued capital investments. Also included in operating income are the business process and system initiative, rationalization and privatization costs outlined previously.

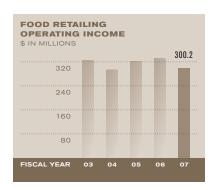
Sobeys will continue to focus on disciplined cost management initiatives, supply chain and retail productivity improvements and migration of best practices across its four regions to continue to fuel and fund investments to drive sales and improve margins over time.

#### NET EARNINGS

Sobeys' fiscal 2007 net earnings equalled \$173.4 million, a decrease of 8.4 percent compared to the \$189.4 million recorded in the prior year. Empire's 72.1 percent ownership of Sobeys contributed net earnings of \$123.9 million in fiscal 2007 (\$130.1 million in fiscal 2006 based on a 70.3 percent ownership interest at the end of the year).

Sobeys' net earnings for the 52-week period ended May 5, 2007 included the increased depreciation and amortization expense, and the business process and system initiative costs as well as the business rationalization and privatization costs referred to above.





Despite growth in revenue, operating income declined as a result of Sobeys' continuing investment in its stores, business processes and systems and rationalization as well as privatization costs.

# Real Estate

# HIGHLIGHTS

- > A record year for residential operations with growth in operating income contribution of \$19.9 million or 38.8 percent.
- ➤ A 49.0 percent total investment return from Crombie REIT since the initial public offering in March 2006.
- ➤ Appointed Donald Clow as President of ECL Developments with a mandate to become the developer of choice for Crombie REIT with Sobeys as a key tenant.
- > Completed the Martello condominium project.

Real estate management assesses its financial performance and condition through monitoring of key financial measures. The primary financial performance and condition measures are set out below.

May 5, 2007	May 6, 2006
5.7	5.9
92.9%	93.2%
\$ 74.6	\$ 76.5
17.5%	17.3%*
39.8%	41.9%
	5.7 92.9% \$ 74.6 17.5%

<sup>\*</sup>Excluding gain on the sale of properties to Crombie REIT.

The table below presents revenue, operating income, net earnings and funds from operations for the real estate division's commercial operations and residential operations.

52 Weeks Ended (\$ in millions)	Ма	ıy 5, 2007	Ma	ıy 6, 2006	\$ Change	% Change
REVENUE						
Commercial	\$	72.7	\$	191.8	\$ (119.1)	(62.1%)
Residential		146.1		84.9	61.2	72.1%
		218.8		276.7	(57.9)	(20.9%)
Inter-segment		(34.3)		(54.0)	19.7	(36.5%)
	\$	184.5	\$	222.7	\$ (38.2)	(17.2%)
OPERATING INCOME						
Commercial	\$	46.8	\$	87.0	\$ (40.2)	(46.2%)
Residential		71.2		51.3	19.9	38.8%
	\$	118.0	\$	138.3	\$ (20.3)	(14.7%)
NET EARNINGS						
Commercial <sup>(1)</sup>	\$	21.0	\$	85.8	\$ (64.8)	(75.5%)
Residential		46.8		32.9	13.9	42.2%
	\$	67.8	\$	118.7	\$ (50.9)	(42.9%)
FUNDS FROM OPERATIONS						
Commercial	\$	26.8	\$	43.2	\$ (16.4)	(38.0%)
Residential		47.8		33.3	14.5	43.5%
	\$	74.6	\$	76.5	\$ (1.9)	(2.5%)

<sup>(1)</sup> There were no net capital gains in net earnings for fiscal 2007 compared to \$59.1 million last fiscal year.

#### REVENUE

Real estate division revenues (net of inter-segment amounts) during fiscal 2007 declined \$38.2 million or 17.2 percent compared to the previous fiscal year. Commercial property revenue declined \$99.4 million. This revenue decline was expected given the sale of 44 commercial properties to Crombie REIT, which accounted for approximately \$116.7 million of revenue last fiscal year. Revenue from residential operations equalled \$146.1 million in fiscal 2007 compared to \$84.9 million last year, a \$61.2 million or 72.1 percent increase. This increase is primarily attributed to higher Genstar revenue. Management continues to caution that the pace of growth experienced in residential lot sales is not sustainable over the long-term, but does expect continued strength in the Alberta market over the next several months.

# **OPERATING INCOME**

During fiscal 2007, real estate division operating income declined \$20.3 million or 14.7 percent compared to last year as the result of a \$40.2 million decline in commercial operating income partially offset by a \$19.9 million increase in residential operating income. The commercial operating income decline was anticipated and is primarily attributed to the sale of 44 commercial

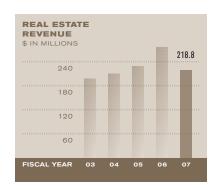
properties to Crombie REIT in March 2006 which accounted for approximately \$39.1 million of the decline. The residential operating income increase in fiscal 2007 reflects the continued strength in the Western housing market.

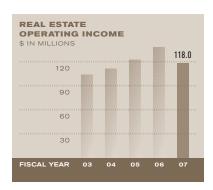
#### **NET EARNINGS**

Real estate division net earnings contribution in fiscal 2007 amounted to \$67.8 million compared to \$118.7 million last year, a \$50.9 million or 42.9 percent decrease. The earnings decline largely reflects the \$20.3 million reduction in operating income as discussed and a decrease in capital gains, net of tax, of \$59.1 million, partially offset by a \$23.3 million reduction in interest expense due to lower long-term debt levels as a result of the sale of 44 commercial properties to Crombie REIT and lower income tax expense of \$5.2 million.

#### **FUNDS FROM OPERATIONS**

Funds from real estate operations in fiscal 2007 of \$74.6 million decreased \$1.9 million or 2.5 percent compared to last year as a result of a decrease in commercial funds from operations of \$16.4 million due to lower operating earnings, partially offset by higher residential funds from operations of \$14.5 million due to higher operating earnings.





Real estate division performance reflects the impact of the sale of 44 commercial properties to Crombie REIT partially offset by improved residential performance.

## Investments & Other Operations

#### HIGHLIGHTS

- ➤ A \$27.4 million or 22.3 percent increase in revenue.
- ➤ A \$5.3 million or 21.5 percent increase in investment income.
- ➤ A \$0.6 million or 2.8 percent increase in operating income.
- ➤ Capital gains of \$6.2 million generated on the sale of investments.
- ➤ Four year annualized return performance for Empire's portfolio was 27.3 percent compared to a 22.4 percent for the S&P/TSX Composite Index and a 9.0 percent total return for the S&P 500 Index, in Canadian dollars.

> Subsequent to year-end, the investment portfolio, excluding Wajax, was sold for proceeds of \$288 million, resulting in a net capital gain of \$101.4 million.

#### **INVESTMENT VALUE**

At the end of fiscal 2007, Empire's total investments, excluding its investment in Genstar U.S. investments and in Crombie REIT, carried a market value of \$441.2 million on a cost base of \$221.9 million, resulting in an unrealized gain of \$219.3 million (2006 - \$214.3 million).

The table below presents a reconciliation of the consolidated balance sheet investments, both equity and cost, to those related to the investment and other operations division:

		1ay 5, 200'		May 6, 2006							
(in millions)	Market Value	Cost Value		Jnrealized Gain		Market Value		Cost Value		nrealized Gain	
Investments, at cost	\$ 283.1	\$ 189.7	\$	93.4	\$	398.9	\$	359.9	\$	39.0	
Investments, at equity	434.0	142.8		291.2		425.3		157.5		267.8	
Less: Crombie REIT	278.1	109.3		168.8		220.7		112.8		107.9	
Less: Genstar U.S. (1)	1.3	1.3		-		11.6		11.6		-	
Plus: Hedge value	3.5	-		3.5		15.4		_		15.4	
	\$ 441.2	\$ 221.9	\$	219.3	\$	607.3	\$	393.0	\$	214.3	

(1) Assumes market value equals book value.

During fiscal 2007 there was a realized capital gain on the sale of investments equal to \$6.2 million compared to an \$11.6 million capital gain last year. The Company sold a significant portion of its U.S. equity investments during the year due to perceived market risk and used the proceeds to reduce bank indebtedness. The total unrealized gain position at the end of fiscal 2007 was \$219.3 compared to \$214.3 million at the end of fiscal 2006.

Realized capital gain for fiscal 2007, plus unrealized capital gain, combined to equal \$225.5 million at the end of the year. This compares to a total realized gain on investment sales plus capital gains at the end of fiscal 2006 equal to \$225.9 million. The decrease in the realized plus unrealized gain position of \$0.4 million since the end of fiscal 2006 is largely the result of a decrease in the valuation of Wajax which was largely offset by an increase in valuations of other investments.

Subsequent to year-end the investment portfolio, with the exception of Wajax, was sold for proceeds of approximately \$288 million. For further details, please see the section entitled "Subsequent Events" in this MD&A.

#### **PORTFOLIO COMPOSITION**

At May 5, 2007, Empire's investment portfolio (excluding cash) consisted of:

							Unre	alized Gain	(Loss	;)
(\$ in millions Cdn.)	Market Value	% of Total	Cost		May 5 2007			May 6, 2006		May 7, 2005
Canadian equities	\$ 237.1	53.8%	\$	144.9	\$	92.2	\$	68.8	\$	51.4
Wajax	154.6	35.0%		32.2		122.4		159.9		89.5
U.S. equities	44.5	10.1%		43.3		1.2		(29.8)		(1.3)
Preferred shares & other	1.5	0.3%		1.5		-		_		_
Hedge value <sup>(1)</sup>	3.5	0.8%		_		3.5		15.4		5.2
Total	\$ 441.2	100.0%	\$	221.9	\$	219.3	\$	214.3	\$	144.8

<sup>(1)</sup> The hedge value of \$3.5 million is based on the \$1.0 million mark-to-market position of \$31 million CAD in currency forwards carrying an average forward foreign exchange rate of \$1.1377 CAD/USD plus \$2.5 million in deferred foreign currency gains on the repayment of U.S. dollar loans.

Empire's direct debt matched to the investment portfolio as of May 5, 2007 was \$6.5 million, representing approximately 1.5 percent of the investment portfolio's market value, including the hedge value. Management considers a ratio of debt to investment value of no greater than 35 percent as prudent.

#### **INVESTMENT RETURN**

The table below presents the total return performance for Empire's investments (excluding the 48.1 percent interest in Crombie REIT) relative to Canadian and U.S. equity benchmark returns on an annualized one through four-year basis for periods ended March 31, 2007.

#### **EMPIRE INVESTMENT PORTFOLIO TOTAL RETURN**

For Periods Ending March 31, 2007 Annualized Returns	One Year	Two Years	Three Years	Four Years
Empire Portfolio	1.1%	12.6%	17.2%	27.3%
Median Manager	11.4%	17.6%	15.3%	19.5%
S&P/TSX Index	11.4%	19.6%	17.7%	22.4%
S&P 500 Index in (C\$)	10.5%	9.1%	5.4%	9.0%

The total return on the Empire investment portfolio, as independently benchmarked against the performance of over 100 equity fund managers, has been ranked as first quartile (first quartile means the top 25 percent of surveyed equity fund managers) investment return performance over the three and four-year trailing periods ended March 31, 2007. Total return performance was relatively weak for the one-year period ended March 31, 2007 at 1.1 percent (fourth quartile), as a result of a decrease in the market price per unit of Wajax over this period of 14.0 percent. Wajax represented approximately one-third of the average portfolio value during fiscal 2007. The value of Wajax units was impacted by the announcement on October 31, 2006 made by the Government of Canada regarding the "Tax Fairness Plan", which intends to impose a tax on distributions from publicly traded income trusts and limited partnerships.

#### **HEDGING INVESTMENT CURRENCY RISK**

At May 5, 2007, Empire had hedged approximately 70.0 percent of the market value of its U.S. based common equity investments by way of \$31 million CAD of forward currency contracts. The average foreign exchange rate associated with these U.S. forward currency contracts is \$1.1377. The fair value of the hedge was \$1.0 million at the end of the fourth quarter.

The forward currency contracts replaced U.S. dollar borrowings which were repaid with a portion of the net cash proceeds from the closing of the Crombie REIT initial public offering on March 23, 2006. The repayment of the U.S. based borrowings resulted in a deferred hedge gain of \$10.2 million which will be realized on the eventual disposition of the underlying U.S. dollar portfolio investments. In fiscal 2007, \$7.7 million of this deferred gain had been recognized, resulting in a deferred hedge gain of \$2.5 million at the end of fiscal 2007.

The table below presents investments and other operations' financial highlights for the 52 weeks ended May 5, 2007 compared to the same period last year.

52 Weeks Ended (\$ in millions)	Ма	y 5, 2007	Ma	y 6, 2006	Year over Year Increase (Decrease			
Revenue	\$	150.2	\$	122.8	\$	27.4	22.3%	
Investment income		29.9		24.6		5.3	21.5%	
Operating earnings Capital gains and other items, net of tax		12.7 5.7		12.7 35.3		- (29.6)	0.0% (83.9%)	
Net earnings	\$	18.4	\$	48.0	\$	(29.6)	(61.7%)	

#### REVENUE

Investments and other operations' revenue, primarily generated by Empire Theatres, equalled \$150.2 million for fiscal 2007 versus \$122.8 million last year. There are 48 weeks of revenue included in fiscal 2007 compared to 52 weeks last year from Empire Theatres as a result of the change in Empire Theatres' year-end date. Fiscal 2006 included approximately 30 weeks of sales related to those newly acquired theatres in September 2006 compared to 48 weeks in fiscal 2007, which resulted in a net \$22.8 million increase in revenue, as previously mentioned.

#### INVESTMENT INCOME

Investment income (excluding equity earnings from Crombie REIT and Genstar's U.S. investments) equalled \$29.9 million in fiscal 2007, an increase of \$5.3 million over the \$24.6 million recorded last year. The increase is the result of dividend income that was \$1.4 million higher than last year and equity earnings from Wajax being \$3.9 million higher than last year.

## **OPERATING EARNINGS**

Investment (net of corporate expenses) and other operations' operating earnings equalled \$12.7 million in fiscal 2007, consistent with last year. This was the result of lower interest expense, higher equity earnings contribution from Wajax and higher dividend income, partially offset by higher income taxes.

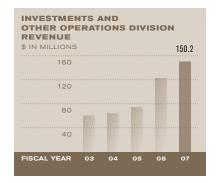
Empire's non-consolidated bank loans totalled \$6.5 million at the end of fiscal 2007 versus \$71.2 million at the beginning of the fiscal year, and \$25.2 million at the end of the third quarter this year. Cash proceeds from investments sales in the third quarter were used in part to reduce bank loans.

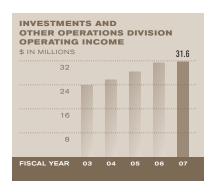
## **CAPITAL GAINS AND OTHER ITEMS**

Capital gains, net of tax, realized from investment sales in fiscal 2007 amounted to \$5.7 million compared to \$35.3 million last year. The bulk of the capital gains, net of tax, for fiscal 2007 relates to the sale of common equity investments. The bulk of the net capital gains in the last fiscal year resulted from the sale of 2.875 million units of Wajax in the first quarter, with Empire retaining 4,577,994 units of Wajax.

#### **NET EARNINGS**

Investments (net of corporate expenses) and other operations contributed \$18.4 million to Empire's consolidated fiscal 2007 net earnings compared to a \$48.0 million net earnings contribution last year. The decrease is primarily the result of lower realized investment capital gains, net of tax, during the year.





With the change in the year-end date for Empire Theatres, fiscal 2006 includes 52 weeks of sales, including 30 weeks of revenue from newly acquired theatres, compared to 48 weeks of sales in fiscal 2007.

# Quarterly Results of Operations

The following table is a summary of selected financial information from the Company's consolidated financial statements (unaudited) for each of the eight most recently completed quarters.

# Results by Quarter

				Fisc	al 20	007						Fisca	al 2006 <sup>(1)</sup>		
(\$ in millions, except per share information)	(13	Q4 Weeks) May 5, 2007	(1:	Q3 3 weeks) Feb. 3, 2007	(13	Q2 3 weeks) Nov. 4, 2006	(1:	Q1 3 weeks) Aug. 5, 2006		Q4 (13 weeks May 6 2006	s)	Q3 (13 weeks) Feb. 4, 2006	Q2 (13 weeks Nov. 5, 2005	) (	Q1 13 weeks) Aug. 6, 2005
Revenue	\$ 3	3,350.4	\$ 3	3,281.9	\$ 3	3,353.4	\$ 3	3,381.0	\$ 3	3,226.6	\$	3,235.2	\$3,263.7	\$	3,338.1
Operating income		123.2		79.7		116.2		121.2		130.9		118.3	122.1		120.1
Operating earnings <sup>(2)</sup> Capital gains (losses) and		63.8		36.1		51.2		53.3		56.9		47.7	47.8		49.6
other items, net of tax		0.7		(1.0)		6.0		-		61.5		8.3	0.8		24.2
Net earnings	\$	64.5	\$	35.1	\$	57.2	\$	53.3	\$	118.4	\$	56.0	\$ 48.6	\$	73.8
PER SHARE INFORMATION, DILUTED															
Operating earnings Capital gains (losses) and	\$	0.97	\$	0.54	\$	0.78	\$	0.81	\$	0.87	\$	0.72	\$ 0.73	\$	0.75
other items, net of tax		0.01		(0.01)		0.09		-		0.93		0.13	0.01		0.37
Net earnings	\$	0.98	\$	0.53	\$	0.87	\$	0.81	\$	1.80	\$	0.85	\$ 0.74	\$	1.12
Diluted weighted average number of shares outstanding (in millions)		65.7		65.7		65.7		65.7		65.7		65.7	65.7		65.7

<sup>(1)</sup> All quarters prior to the first quarter of fiscal 2007 have been restated to reflect retroactive adjustments related to EIC-156. Please see the section entitled "EIC-156" in this MD&A.

Revenue and operating earnings growth have been influenced by the Company's investing activities, the competitive environment, general industry trends and by other risk factors as outlined in this MD&A.

<sup>(2)</sup> Operating earnings is net earnings before capital gains (losses) and other items, net of tax.

# Fourth Quarter Results

#### SUMMARY TABLE OF CONSOLIDATED FINANCIAL RESULTS FOR THE FOURTH QUARTER

(\$ in millions, except per share information)	eeks Ended ay 5, 2007	% of Revenue	 eeks Ended lay 6, 2006	% of Revenue
Consolidated revenue	\$ 3,350.4	100.00%	\$ 3,226.6	100.00%
Operating income	123.2	3.68%	130.9	4.06%
Operating earnings	63.8	1.91%	56.9	1.76%
Capital gains and other items, net of tax	0.7	0.02%	61.5	1.91%
Net earnings	\$ 64.5	1.93%	\$ 118.4	3.67%
BASIC EARNINGS PER SHARE				
Operating earnings	\$ 0.97		\$ 0.87	
Capital gains and other items, net of tax	0.01		0.94	
Net earnings	\$ 0.98		\$ 1.81	
Basic weighted average number of shares outstanding (in millions)	65.6		65.5	
DILUTED EARNINGS PER SHARE				
Operating earnings	\$ 0.97		\$ 0.87	
Capital gains and other items, net of tax	0.01		0.93	
Net earnings	\$ 0.98		\$ 1.80	
Diluted weighted average number of	 			
shares outstanding (in millions)	65.7		65.7	

The following is a review of financial performance for the 13-week period ended May 5, 2007 compared to the 13-week period ended May 6, 2006.

# REVENUE

Revenue for the fourth quarter was \$3.35 billion compared to \$3.23 billion last year, a \$123.8 million or 3.8 percent increase. As shown in the following table, excluding the quarterly impact of: the sale of the Sobeys' Cash and Carry business, the sale of 44 properties to Crombie REIT, the decline in wholesale tobacco sales and the ADL acquisition, revenue growth would have been 5.4 percent for the fourth quarter.

13 Weeks Ended (\$ in millions)	N	May 5, 2007	M	ay 6, 2006		\$ Change	% Change
Financially reported sales	\$	3,350.4	\$	3,226.6	\$	123.8	3.8%
Add (deduct) the impact of:					***********	•••••••••••••••••••••••••••••••••••••••	
Cash and Carry disposal						26.4	
Wholesale tobacco decline						37.5	
ADL acquisition						(41.5)	
Sale of 44 commercial properties to Crombie REIT						27.5	
Subtotal					•	49.9	
					\$	173.7	5.4%

Food retailing division revenue increased by \$117.9 million or 3.8 percent compared to the fourth quarter of fiscal 2006. Same-store sales increased 2.3 percent during the fourth quarter of fiscal 2007. The growth in retail sales was a direct result of the continued implementation of sales and merchandising initiatives across Sobeys, and the ongoing financial commitment to upgrade and renovate existing store assets. As outlined above the decline in wholesale tobacco sales and the disposition of Sobeys' Cash and Carry business in Ontario and Québec had a negative impact on fourth quarter sales, however this was offset in part by the ADL acquisition. Excluding the impact of the tobacco decline, the impact of the Cash and Carry disposition, and the ADL acquisition, Sobeys' sales growth would have been 4.5 percent on a comparable 13-week basis.

Real estate operations reported fourth quarter revenues (net of inter-company elimination) of \$66.0 million, an increase of \$1.8 million or 2.8 percent over the fourth quarter last year. Commercial property revenue declined by \$23.9 million or 72.2 percent while revenue from residential operations increased by \$25.7 million or 82.6 percent. The decline in commercial property revenues was expected, resulting primarily from the sale of 44 properties to Crombie REIT nine days prior to the end of the fourth quarter last year. The increase in residential revenue from Genstar was the result of exceptionally strong lot sales, particularly in the Calgary and Edmonton, Alberta markets.

Revenue from investments and other operations in the fourth quarter equalled \$40.7 million, an increase of \$4.1 million or 11.2 percent over the fourth quarter last year. This is primarily related to higher revenue contributions from both Empire Theatres and Kepec.

# **OPERATING INCOME**

Consolidated operating income in the fourth quarter of fiscal 2007 totalled \$123.2 million compared to \$130.9 million in the fourth quarter last year, a decrease of \$7.7 million or 5.9 percent. The decrease in operating income is the result of an \$11.0 million or 12.9 percent decline in operating income contribution from the food division, partially offset by an increase in real estate division operating income of \$5.4 million or 13.3 percent.

Included in operating income for the fourth quarter are \$13.1 million of pre-tax costs incurred by Sobeys related to its business process and system initiative, warehouse closure costs in Québec and privatization costs. Sobeys incurred \$5.3 million of pre-tax costs related to its business process and system initiative in the fourth quarter last year.

Residential real estate operating income of \$34.6 million increased \$17.6 million compared to the fourth quarter last year, reflecting the development and timing of land parcel and lot sales during the quarter. Commercial real estate operating income of \$11.5 million declined \$12.2 million from the same quarter last year, largely the result of the sale of 44 properties to Crombie REIT in the fourth quarter last year.

#### **INTEREST EXPENSE**

The \$4.7 million decrease in fourth quarter consolidated interest expense compared to the same quarter last year is primarily due to a \$3.7 million reduction in long-term interest expense. This is primarily related to the decrease in real estate long-term debt as a result of the sale of commercial property to Crombie REIT in the fourth quarter last year, as previously discussed.

#### **INCOME TAXES**

The effective income tax rate for the fourth quarter was 30.3 percent versus 32.9 percent in the fourth quarter last year. The main reason for this decrease in the tax rate is due to a reduction in the Canadian federal and certain provincial statutory income tax rates and the application of those lower rates to future tax balances, related to the real estate operations.

# **MINORITY INTEREST**

In the fourth quarter of fiscal 2007, Empire recorded minority interest expense of \$13.9 million compared to \$18.9 million in the fourth quarter last year. The decrease of \$5.0 million in minority interest is primarily the result of lower Sobeys' earnings as well as an increase in Empire's ownership in Sobeys from 70.3 percent at May 6, 2006 to 72.1 percent at May 5, 2007.

# **OPERATING EARNINGS**

The \$6.9 million or 12.1 percent increase in operating earnings (earnings before capital gains and other items) over the prior year was the result of the \$7.7 million reduction in operating income more than offset by the \$4.7 million reduction in interest expense, the \$4.9 million reduction in income taxes and the \$5.0 million reduction in minority interest, as discussed.

#### **CAPITAL GAINS AND OTHER ITEMS**

The Company generated capital gains and other items, net of tax, of \$0.7 million in the fourth quarter compared to \$61.5 million last year. The fourth quarter of fiscal 2006 included the gains from the sale of properties to Crombie REIT.

# **NET EARNINGS**

Consolidated net earnings, including capital gains and other items, net of tax, totalled \$64.5 million (\$0.98 per share) in the fourth quarter, a decrease of \$53.9 million or 45.5 percent over the fourth quarter last year.

## Financial Condition

# Capital Structure and Key Financial Condition Measures

The Company's financial condition at the end of fiscal 2007 remained healthy as indicated by the following financial condition measures.

(\$ in millions, except per share and ratio calculations)	Ma	ay 5, 2007	N	lay 6, 2006	N	lay 7, 2005
Shareholders' equity	\$	2,135.4	\$	1,965.2	\$	1,709.0
Book value per share		32.37		29.77		25.87
Minority interest		590.2		585.4		556.3
Bank indebtedness		30.1		98.6		219.4
Long-term debt, including current portion <sup>(1)</sup>		881.9		809.8		974.4
Funded debt to total capital		29.9%		31.6%		41.1%
Net debt to capital ratio <sup>(2)</sup>		22.4%		22.4%		34.8%
Adjusted debt to total capital <sup>(3)</sup>		48.1%		50.4%		53.5%
Debt to EBITDA		1.42x		1.33x		1.85x
Interest coverage		7.33x		5.86x		5.35x
Total assets	\$	5,224.9	\$	5,051.5	\$	4,929.2

<sup>(1)</sup> Includes liabilities related to assets held for sale.

Empire's financial condition continued to strengthen as evidenced by the improvement in interest coverage, a reduction in funded debt to total capital and an increase in the book value per share.

## Shareholders' Equity

Book value per common share was \$32.37 at May 5, 2007, compared to \$29.77 at May 6, 2006 and \$25.87 at May 7, 2005. The increase in book value largely reflects the Company's earnings growth.

The Company's share capital on May 5, 2007 consisted of:

		Issued and
	Authorized	Outstanding
	Number of Shares	Number of Shares
Preferred shares, par value \$25 each, issuable in series	2,814,100	300,000
2002 Preferred shares par value \$25 each, issuable in series	992,000,000	-
Non-Voting Class A shares, without par value	259,107,435	31,174,037
Class B common shares, without par value, voting	40,800,000	34,560,763

Total Non-Voting Class A and Class B common shares outstanding at May 5, 2007 equalled 65,734,800, slightly lower than the previous fiscal year-end, May 6, 2006. There were 31,174,037 Non-Voting Class A and 34,560,763 Class B common shares outstanding at May 5, 2007. Empire had no options outstanding at May 5, 2007 compared to 27,674 options outstanding at May 6, 2006. There were 27,674 options exercised during the

second quarter of fiscal 2007. During the third quarter of fiscal 2007 the Company purchased for cancellation 31,900 Series 2 Preferred shares for \$0.8 million; no preferred shares were purchased in fiscal 2006. The Company plans to purchase for cancellation an additional 100,000 Series 2 Preferred shares by the end of calendar 2007.

<sup>(2)</sup> Net debt to total capital reduces funded debt by cash and cash equivalents.

<sup>(3)</sup> Adjusted debt includes capitalization of lease obligations based on six times net annual lease payments (gross lease payments net of expected sub-lease income).

Empire has a policy of repurchasing enough Non-Voting Class A shares to offset the dilutive effect of shares issued to fulfill the Company's obligation under its stock option and share purchase plans. During fiscal 2007, Empire purchased 46,047 Non-Voting Class A shares for cancellation versus 20,254 shares purchased for cancellation in fiscal 2006.

On July 26, 2006, Empire filed a Notice of Intention to make a Normal Course Issuer Bid with the Toronto Stock Exchange to purchase for cancellation up to 623,200 shares representing approximately 2.0 percent of the issued and outstanding Non-Voting Class A shares. The Board of Directors and senior management of Empire are of the opinion that from time to time the purchase of Class A Non-Voting shares at the prevailing market prices is a worthwhile use of funds and in the best

interests of Empire and its shareholders. The Normal Course Issuer Bid expires on July 27, 2007. The Company intends to renew its Normal Course Issuer Bid.

As at June 28, 2007, the Company had total Non-Voting Class A and Class B common shares outstanding of 31,174,037 and 34,560,763 respectively.

Dividends paid to Non-Voting Class A and Class B common shareholders amounted to \$39.5 million in fiscal 2007 (\$0.60 per share) versus \$36.7 million (\$0.56 per share) in fiscal 2006. Subsequent to fiscal year-end, on June 28, 2007, the Company announced an increase in the dividend rate to \$0.66 per share annually.

#### Liabilities

Historically, Empire has financed a significant portion of its assets through the use of bank indebtedness and long-term debt. Longer-term assets are generally financed with fixed rate, long-term debt, thereby reducing both interest rate and refinancing risk. Total fixed rate, long-term debt (including the current portion of long-term debt) at May 5, 2007 was \$700.9 million, representing 76.8 percent of Empire's total funded debt of \$912.0 million. Funded debt has increased \$3.6 million from the previous fiscal year, May 6, 2006 (\$908.4 million). The increase over fiscal 2006 is primarily the result of the \$125 million MTN issued by Sobeys in the second quarter of fiscal 2007, partially offset by reductions in indebtedness matched to investment and other operations of

\$78.4 million and real estate of \$40.7 million. The reduction in investment and other operations indebtedness is the result of proceeds on investment sales being used to reduce the short-term debt levels, while the real estate reduction relates to payments to Crombie REIT in connection with commitments for capital expenditures, rental income subsidies, interest rate subsidies and tax subsidies as detailed in various commercial agreements between ECL and Crombie REIT.

The majority of Empire's funded debt is long-term in nature. The long-term debt, excluding bank indebtedness, is segmented by division as follows:

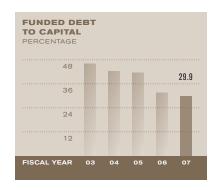
Long-term debt (\$ in millions)	Ма	y 5, 2007	Ma	ıy 6, 2006	Ma	ay 7, 2005
Food retailing	\$	612.7	\$	490.0	\$	457.8
Real estate		228.1		261.0		512.2
Investments and other operations		41.1		58.8		4.4
Total	\$	881.9	\$	809.8	\$	974.4

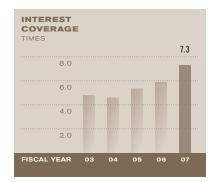
On October 6, 2006, Sobeys issued a \$125.0 million Series E MTN with a maturity date of October 6, 2036 (30 years) and a coupon rate of 5.79 percent, the proceeds of which were used for general corporate purposes.

Since last fiscal year-end, the consolidated funded debt to total capital ratio has decreased 1.7 percentage points to 29.9 percent as higher debt levels were more than offset by growth in total capital.

Interest coverage in fiscal 2007 was 7.3 times, an increase from the 5.9 times reported for the fiscal year ended May 6, 2006. The increase in the interest coverage ratio relative to the prior year is the result of lower interest expense.

Empire and its subsidiaries have provided covenants to its lenders in support of various financing facilities. All covenants were complied with for the 52 weeks ended May 5, 2007 and for fiscal 2006.





Empire's financial condition remained healthy in almost every financial metric.

#### Financial Instruments

Empire utilizes interest rate instruments from time to time to prudently manage its exposure to interest rate volatility and also to fix future long-term debt maturities that are expected to be refinanced. At May 5, 2007, there were no interest rate hedges in place by Empire directly or with any of its operating companies, other than Empire Theatres. Empire Theatres entered into two interest rate swaps on December 27, 2006, which fixed the interest rate on \$20.0 million of the floating rate debt at 4.28 percent plus a stamping fee, for a five-year term. These swaps fixed the interest rate on approximately 40 percent of Empire Theatres' total indebtedness, all of which is borrowed at floating rates.

To mitigate the currency risk associated with the Company's U.S. dollar investments, including its investment in Genstar U.S., Empire entered into and designated \$31.0 million CAD dollar forward currency contracts with staggered maturities to act as a hedge against the effect of a stronger Canadian dollar

relative to the U.S. dollar. The fair value of these currency forwards at May 5, 2007 was positive \$0.9 million U.S. Approximately 70 percent of the market value of U.S. dollar common equities in the Empire investment portfolio was hedged at an average foreign exchange rate of \$1.1377. These forward exchange contracts have variable maturities over the next year and were wound-up subsequent to year-end.

The Company also uses forward contracts to fix the exchange rate on some of its expected requirements for Euros and U.S. dollars. Amounts received or paid related to instruments used to hedge foreign exchange, including any gains and losses, are recognized in the cost of purchases. The fair value of these contracts at year-end was \$0.9 million.

Empire and its subsidiaries utilize hedging instruments as deemed appropriate to mitigate risk exposure, not for speculative purposes.

# Liquidity and Capital Resources

Empire's liquidity remained strong at May 5, 2007 as a result of the following sources of liquidity:

- Cash and cash equivalents on hand;
- ➤ Unutilized bank credit facilities;
- Availability of long-term debt financing;
- ➤ Empire's portfolio of liquid investments; and
- > Cash generated from operating activities.

At May 5, 2007, cash and cash equivalents equalled \$294.9 million versus \$341.1 million at May 6, 2006.

At the end of fiscal 2007, on a non-consolidated basis, Empire maintained authorized bank lines for operating, general and corporate purposes of \$325.0 million, of which \$6.5 million or 2.0 percent was utilized. On a consolidated basis, Empire's

authorized bank credit facilities exceeded borrowings by \$661.0 million at May 5, 2007, versus \$626.4 million at May 6, 2006.

Subsequent to fiscal year-end, on June 15, 2007, Empire purchased all of the outstanding common shares of Sobeys that it did not then own for a total consideration of approximately \$1.06 billion. Please see the section titled "Subsequent Events" for more details.

The Company anticipates that its capital resources will meet its financial and liquidity requirements over the next year, including capital expenditures, dividends and scheduled debt repayments.

The following table highlights major cash flow components for the 13 weeks and 52 weeks ended May 5, 2007 compared to the 13 weeks and 52 weeks ended May 6, 2006.

#### **MAJOR CASH FLOW COMPONENTS**

(\$ in millions)	 eks Ended ly 5, 2007	eks Ended ay 6, 2006	 eks Ended ay 5, 2007	 eks Ended ay 6, 2006
Earnings for common shareholders	\$ 64.4	\$ 118.3	\$ 209.7	\$ 296.5
Items not affecting cash	127.2	45.1	387.5	254.4
	191.6	163.4	597.2	550.9
Net change in non-cash working capital	90.3	168.3	(147.8)	75.7
Cash flows from operating activities	281.9	331.7	449.4	626.6
Cash flows used in investing activities	(154.8)	(19.9)	(435.4)	(472.9)
Cash flows used in financing activities	(35.6)	(136.3)	(60.2)	(94.3)
Increase (decrease) in cash and cash equivalents	\$ 91.5	\$ 175.5	\$ (46.2)	\$ 59.4

# Operating Activities

Fourth quarter cash flows from operating activities equalled \$281.9 million compared to \$331.7 million in the comparable period last year. The decline of \$49.8 million is largely attributed to a decrease in the net change in non-cash working capital of \$78.0 million, and by a decrease in net earnings available for common shareholders of \$53.9 million as discussed, partially offset by an increase in items not affecting cash of \$82.1 million. The decrease in earnings for common shareholders is primarily the result of the \$76.2 million gain last year associated with the sale of properties to Crombie REIT.

In fiscal 2007, operating activities generated cash flow of \$449.4 million compared to \$626.6 million last year. After adjusting for the one-time gain on the sale of Wajax units of \$23.5 million and the gain on the sale of property to Crombie REIT of \$76.2 million in fiscal 2006, earnings for common shareholders increased \$13.0 million and items not affecting cash, primarily Sobeys' rationalization costs and depreciation and amortization, increased \$33.4 million, partially offset by reduced minority interest. Non-cash working capital decreased \$223.5 million, resulting in a \$177.2 million decrease in cash flows from operating activities for the 52 weeks ended May 5, 2007.

The following tables present non-cash working capital changes on a quarter-over-quarter basis and on a year-over-year basis.

#### NON-CASH WORKING CAPITAL (QUARTER-OVER-QUARTER)

(\$ in millions)	М	ay 5, 2007	Fel	b. 3, 2007	(Dec	F2007 vs. Q3 F2007 Increase crease) in ush Flows	(De	F2006 vs. Q3 F2006 Increase crease) in ash Flows
Receivables	\$	326.8	\$	328.4	\$	1.6	\$	(0.5)
Inventories		757.5		772.8		15.3		32.3
Prepaid expenses		51.4		51.9		0.5		(0.9)
Accounts payable and accrued liabilities		(1,260.3)		(1,176.2)		84.1		111.5
Income taxes receivable (payable)		3.6		(17.9)		(21.5)		34.6
Impact of rationalization costs on working capital		(0.6)				0.6		
Impact of business acquisitions on working capital		(1.6)				1.6		-
Other items		(8.1)		-		8.1		(8.7)
Total	\$	(131.3)	\$	(41.0)	\$	90.3	\$	168.3

# NON-CASH WORKING CAPITAL (YEAR-OVER-YEAR)

(\$ in millions)	Ma	y 5, 2007	ay 6, 2006	Year-Over-Year Increase (Decrease) in Cash Flows		
Receivables	\$	326.8	\$ 275.4	\$	(51.4)	
Inventories		757.5	694.3		(63.2)	
Prepaid expenses		51.4	51.5		0.1	
Accounts payable and accrued liabilities		(1,260.3)	(1,241.8)		18.5	
Income taxes receivable (payable)		3.6	(35.8)		(39.4)	
Impact of rationalization costs on working capital		12.1	-		(12.1)	
Impact of business acquisitions on working capital		(12.9)	-		12.9	
Other items		13.2	-		(13.2)	
Total	\$	(108.6)	\$ (256.4)	\$	(147.8)	

The net increase in non-cash working capital of \$90.3 million in the fourth quarter was largely due to an \$84.1 million increase in payables and a \$15.3 million decrease in inventories, partially offset by decreased income taxes payable of \$21.5 million compared to the third quarter ended February 3, 2007. The decrease in inventory is primarily related to lower inventory requirements in the food division following the December selling season. The decrease in taxes payable compared to the third quarter reflects the timing of tax remittances, while the increased accounts payable and accrued liabilities reflects higher supplier payables and accrued liabilities as construction activities have increased.

Year-over-year, non-cash working capital decreased \$147.8 million. Sobeys contributed \$88.7 million to this decrease related to increased receivables, inventory and associated payables necessary to support Sobeys' higher sales volume due to the increased amount of square footage in its expanded store network. The \$147.8 million decrease was also significantly impacted by tax deposits with CRA related to reassessments, described in the section titled "Contingencies" in this MD&A.

# Investing Activities

Cash used in investing activities equalled \$154.8 million in the fourth quarter of fiscal 2007 compared to \$19.9 million in the fourth quarter last year. The fourth quarter investing activities last year benefited from proceeds of \$267.7 million related to the sale of property to Crombie REIT, which was partially offset by the purchase of Sobeys' common shares in the amount of \$49.5 million and the purchase of portfolio investments totalling \$112.9 million. Investment in property, equipment and other assets totalled \$166.5 million in the fourth quarter versus \$137.3 million in the same quarter last year.

For the fiscal year, cash used in investing activities decreased \$37.5 million to total \$435.4 million. This was primarily the result of: (i) a net decrease in investments of \$317.4 million, (ii) proceeds on sale of property to Crombie REIT in fiscal 2006 of \$267.7 million, (iii) reduced purchases of property plant and equipment of \$1.2 million and (iv) increased proceeds on the sale of other property of \$39.6 million.

Consolidated on-balance sheet purchases of property, equipment and other assets totalled \$545.2 million compared to \$546.4 million last fiscal year. The table below presents on-balance sheet capital expenditures over the last two years by division.

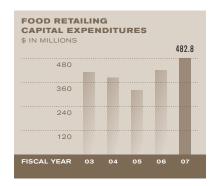
(\$ in millions)	Ма	y 5, 2007	M	ay 6, 2006
Food retailing	\$	482.8	\$	421.3
Real estate		16.2		67.9
Investments and				
other operations		46.2		57.2
Total	\$	545.2	\$	546.4

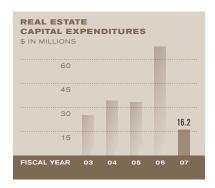
Food division company-wide capital investment which includes on-balance sheet capital expenditures, all known capital investments by franchise affiliates and capital investment by third-party landlords totalled \$580.0 million in fiscal 2007, an increase of \$20.0 million from \$560.0 million recorded in the previous year.

The table below outlines the number of stores Sobeys invested in during fiscal 2007 compared to fiscal 2006.

# SOBEYS' CORPORATE AND FRANCHISED STORE CONSTRUCTION ACTIVITY

# of Stores	13 Weeks Ended May 5, 2007	13 Weeks Ended May 6, 2006	52 Weeks Ended May 5, 2007	52 Weeks Ended May 6, 2006
Opened/Relocated	7	12	48	56
Acquired	-	_	29	_
Expanded	3	4	24	18
Rebannered/Redeveloped	13	4	49	9
Closed	(9)	_	(38)	(76)





Empire's capital expenditure program is focused on developing food-anchored shopping plazas that build on the relationship between the food retailing and real estate businesses.

The following table shows Sobeys' square footage changes for the 13 weeks and 52 weeks ended May 5, 2007 by type.

#### **SOBEYS' SQUARE FOOTAGE CHANGES**

	13 Weeks Ended	52 Weeks Ended
Square Feet	May 5, 2007	May 5, 2007
Opened	58,278	464,166
Relocated	142,368	548,372
Acquired	_	437,362
Expanded	3,480	120,895
Rebannered/Redeveloped	_	(13,714)
Closed	(138,846)	(567,172)
	65,280	989,909

At May 5, 2007, Sobeys' square footage totalled 26.4 million square feet, a 4.0 percent increase over May 6, 2006.

Sobeys continues to focus on growth through a combination of new store openings, renovations, replacements and enlargements and, where appropriate, through strategic

# Financing Activities

Financing activities during the fourth quarter used \$35.6 million of cash compared to \$136.3 million of cash used in the comparable period of fiscal 2006. Net repayments of funded debt amounted to \$19.0 million in the fourth quarter (repayments of \$40.9 million net of issuances of \$21.9 million) compared to net repayments of \$126.5 million (repayments of \$281.7 million net of issuances of \$155.2 million) in the fourth quarter of fiscal 2006. In the fourth quarter of fiscal 2006 some of the proceeds from the sales of property to Crombie REIT were used to pay down bank indebtedness, and also to purchase common shares of Sobeys.

acquisitions. It is expected that there will be an increase in capital expenditures in fiscal 2008. This will include a continued focus on the retail store network along with increased spending on landbank sites and logistics infrastructure, particularly the new distribution centre in Vaughan, Ontario as previously announced. During fiscal 2008, Sobeys plans to open, expand, or renovate approximately 150 corporate and franchised stores across Canada, increasing square footage by approximately four percent.

Capital expenditures for the real estate division equalled \$16.2 million in fiscal 2007 (\$67.9 million in fiscal 2006) as a result of ongoing property developments and land additions. The capital expenditures are expected to accelerate in fiscal 2008 as a result of ECL Developments' focus on acquiring sites for grocery-anchored shopping plaza development.

Capital spending by investments and other operations equalled \$46.2 million in fiscal 2007 (\$57.2 million in fiscal 2006) as a result of expenditures to invest in selected oil and gas properties in Alberta through Kepec and to modernize and develop various movie theatre locations.

For the fiscal year, financing activities decreased cash by \$60.2 million compared to a \$94.3 million decline last year. Bank indebtedness decreased in fiscal 2007 by \$68.5 million compared to a \$110.6 million decrease last year. In fiscal 2007, proceeds from the sale of investments were used to reduce bank indebtedness. The Company added net long-term debt of \$57.8 million in fiscal 2007 versus \$47.0 million added last year.

# Accounting Policy Changes

The following accounting standards have been implemented during fiscal 2007 and 2006:

# ACCOUNTING FOR CONSIDERATION BY A VENDOR TO A CUSTOMER (INCLUDING A RESELLER OF THE VENDOR'S PRODUCTS) ("EIC-156")

Issued in September 2005, EIC-156 addresses cash consideration, including a sales incentive, given by a vendor to a customer. This consideration is presumed to be a reduction of the selling price of the vendor's products and should therefore be classified as a reduction of sales in the vendor's income

statement. These recommendations were effective for all interim and annual financial statements for fiscal years beginning on or after January 1, 2006.

Prior to the implementation of EIC-156, Sobeys recorded certain sales incentives paid to independent franchisees, associates and independent accounts in cost of sales, selling and administrative expenses. As reclassifications, these changes did not impact net earnings.

Effective in the first quarter of fiscal 2007, sales figures were retroactively restated as required by EIC-156. The following is a summary of the restatement of selected consolidated financial statements for each of the eight most recently completed quarters.

				Fise	cal 20	07						Fisc	al 20	06 (1)		
		Q4		Q3		Q2		Q1		Q4		Q3		Q2		Q1
	(13 V	Veeks)	(13	weeks)	(13	weeks)	(13	weeks)	(13	weeks)	(13	weeks)	(13	weeks)	(13	weeks
	N	Лау 5,		Feb. 3,		Nov. 4,		Aug. 5,		May 6,		Feb. 4,		Nov. 5,		Aug. 6,
(\$ in millions)		2007		2007		2006		2006		2006		2006		2005		2005
Sales as previously reported	\$ 3,3	384.8	\$ 3	,318.0	\$3	,388.6	\$ 3	,416.5	\$3	,263.4	\$3,	271.1	\$3	,295.9	\$3,	,368.4
Sales after reclassification	\$ 3,3	350.4	\$ 3	,281.9	\$ 3	,353.4	\$ 3	,381.0	\$3	,226.6	\$3,	235.2	\$3	,263.7	\$3,	,338.1
Reclassification between																
sales and cost of sales,																
selling and administrative																
expenses	\$	34.4	\$	36.1	\$	35.2	\$	35.5	\$	36.8	\$	35.9	\$	32.2	\$	30.3

# ACCOUNTING BY A CUSTOMER (INCLUDING A RESELLER) FOR CERTAIN CONSIDERATION RECEIVED FROM A VENDOR ("EIC-144")

During fiscal 2006, the Company adopted the amendment to EIC-144 issued in January 2005. The amendment requires disclosure of the amount of vendor allowances that have been recognized in income but for which the full requirements for entitlement have not yet been met. Certain allowances from vendors are contingent on the Company achieving minimum purchase levels. In accordance with EIC-144, the Company recognizes these allowances in income when it is probable that the minimum purchase level will be met, and the amount of allowance can be estimated. As of the fiscal year ended May 5, 2007, the Company has recognized \$2.4 million (May 6, 2006 – \$3.5 million) of allowances in income where it is probable that the minimum purchase level will be met and the amount of allowance can be estimated.

# ACCOUNTING FOR CONDITIONAL ASSET RETIREMENT OBLIGATIONS ("EIC-159")

This abstract provides guidance on when a conditional asset retirement obligation should be recognized in accordance with CICA Section 3110, "Asset Retirement Obligations." The abstract was applied on a retroactive basis effective in the fourth quarter of fiscal 2006. The abstract requires an entity to recognize a conditional asset retirement obligation if the fair value of the liability can be reasonably estimated. A conditional asset retirement obligation refers to a legal obligation to perform an asset retirement activity in which the timing and/or method of settlement are conditional on a future event that may not be within the control of the entity. The obligation to perform the asset retirement activity is unconditional even though uncertainty exists about the timing and/or method of settlement.

#### **FUTURE ACCOUNTING STANDARDS**

# FINANCIAL INSTRUMENTS, HEDGING AND COMPREHENSIVE INCOME

As part of Canada's current move toward harmonization with International Accounting Standards (currently expected to be completed by 2011), the CICA issued three new accounting standards that apply to the Company as of the first day of its 2008 fiscal year.

CICA Section 1530, "Comprehensive Income", introduces a statement of comprehensive income which will be included in interim and annual financial statements. Comprehensive income is comprised of net income and other comprehensive income, and represents the change in equity during a period from transactions and other events with non-owner sources. It includes all changes in equity during a period except those resulting from investments by owners and distributions to owners. Other comprehensive income will include unrealized gains and losses on financial assets that are classified as available-for-sale and changes in fair value of the effective portion of cash flow hedges.

CICA Section 3855, "Financial Instruments – Recognition and Measurement", requires that all financial assets be classified as held for trading, available for sale, held-to-maturity or loans and receivables and all financial liabilities as held for trading or as other liabilities. All derivative instruments, including any embedded derivatives that are required to be separated from the host instruments, must be classified as held for trading. Financial assets and liabilities classified as held for trading are measured at fair value with gains and losses during the period recognized in net income in the periods in which they arise. Financial assets classified as available-for-sale are measured at fair value with gains and losses recognized in other comprehensive income until the underlying financial asset is derecognized or

becomes impaired. Held-to-maturity investments, loans and receivables and other liabilities are measured at amortized cost. Gains or losses on financial assets and liabilities carried at amortized cost are recognized in net income when the financial asset or financial liability is derecognized or impaired.

CICA Section 3865, "Hedges", establishes standards for when and how hedge accounting may be applied. The standard requires that hedges be designated as either fair value hedges, cash flow hedges or hedges of a net investment in a selfsustaining operation. For a fair value hedge, the gain or loss on the hedging item is recognized in earnings for the period together with the offsetting change on the hedged item attributable to the hedged risk. For a cash flow hedge, as well as a hedge of a net investment in a self-sustaining foreign operation, the effective portion of the unrealized gain or loss on the hedging item is reported in other comprehensive income and subsequently recognized in earnings when the hedged item affects earnings.

These new standards are effective for fiscal year ends beginning after October 1, 2006. Therefore, the Company will adopt these standards effective May 6, 2007. Prior periods presented will not be restated; the opening balance of retained earnings, net of income taxes, will be adjusted by the following:

- > The difference between the previous carrying amount and the fair value of financial assets and liabilities designated as held for trading under the fair value option;
- > The ineffective portion of the gain or loss on the hedging items in designated cash flow hedging relationships and the total gain or loss on the hedging items in designated fair value hedging relationships;
- ➤ The difference between the carrying amount and the fair value of derivatives or non-derivatives that no longer meet the hedging criteria; and
- ➤ The fair value of "embedded derivatives" (i.e. clauses in contracts that are in essence derivatives).

The opening balance of "Accumulated other comprehensive income", net of income taxes, will be adjusted by the following:

- > The difference between the previous carrying amount and the fair value of assets classified as available for sale;
- > The effective portion of the gain or loss on the hedging items that are included in designated cash flow hedging relationships; and
- > The accumulated foreign currency translation adjustment on the translation of certain subsidiaries historically accounted for using the current rate method.

The Company has gone through a process of determining the transitional impact on the Fiscal 2008 Consolidated Financial Statements. While the future impact of the new standards on the Company's results of operations, financial position and cash flows cannot be determined at present, as they are partially contingent upon future events, the new standards are not expected to have a material impact on business strategy or business risks.

CICA Section 3070 "Deferred Charges" has been withdrawn with the introduction of CICA Sections 3855, 3865, and 1530 as discussed above.

CICA Section 1506 "Accounting Changes" requires that all companies are permitted to change an accounting policy only when it results in financial statements that provide reliable and more relevant information or results from a requirement under a primary source of Canadian GAAP. This guidance also addresses how to account for a change in accounting policy, estimate or corrections of errors, and establishes enhanced disclosures about their effects on the financial statements. These recommendations are effective for fiscal years beginning on or after January 1, 2007. The Company will implement these recommendations as required on a prospective basis.

CICA Section 3031 "Inventories" which has replaced Section 3030 with the same title was approved in March 2007. The new section establishes that inventories should be measured at the lower of cost and net realizable value, with guidance on the determination of cost. The final standard is effective for interim and annual financial statements relating to fiscal years beginning on or after January 1, 2008 and are applicable for the Company's first quarter of fiscal 2009. The Company is currently evaluating the impact of this new standard.

# Critical Accounting Estimates

The preparation of financial statements in accordance with Canadian GAAP requires management to make estimates and assumptions that affect the reported amounts and disclosures made in the consolidated financial statements and accompanying notes. Management continually evaluates the estimates and assumptions it uses. Actual results could differ from these estimates.

# PENSION, POST-RETIREMENT AND POST-EMPLOYMENT BENEFITS

Certain estimates and assumptions are used in actuarially determining the Company's defined pension and employee future benefits obligation.

Significant assumptions used to calculate the pension and employee future benefits obligation are the discount rate, the expected long-term rate of return on plan assets and expected growth rate of health care costs. These assumptions depend on various underlying factors such as economic conditions, investment performance, employee demographics and mortality rates. These assumptions may change in the future and may result in material changes in the pension and employee benefit plans expense. The magnitude of any immediate impact,

however, is mitigated by the fact that net actuarial gains and losses in excess of 10 percent of the greater of the accrued benefit plan obligation and the market value of the benefit plan assets are amortized on a straight-line basis over the average remaining service period of the active employees. Changes in financial market returns and interest rates could also result in changes in funding requirements for the Company's defined benefit pension plans.

The discount rate is based on current market interest rates, assuming a portfolio of Corporate AA bonds with terms to maturity that, on average, match the terms of the obligation. The appropriate discount rates are determined on April 30<sup>th</sup> every year. For fiscal 2007, the discount rate used for calculation of pension and other benefit plan expense was 5.0 percent and 5.25 percent, respectively (fiscal 2006 – 5.5 percent for both pension and other benefit plans). The expected long-term rate of return on plan assets for pension benefit plans for each of fiscal 2007 was 7.0 percent (fiscal 2006 – 7.0 percent). The expected growth rate in health care costs was 10.0 percent for fiscal 2007 (fiscal 2006 – 10.0 percent). The cumulative growth rate in health care costs to 2016 is expected to be 5.0 percent. The expected future growth rate is evaluated on an annual basis.

The table below outlines the sensitivity of the 2007 key economic assumptions used in measuring the accrued benefit plan obligations and related expenses of the Company's pension and other benefit plans. The sensitivity of each key assumption has been calculated independently. Changes to more than one assumption simultaneously may amplify or reduce the impact on the accrued benefits obligation or benefit plan expenses.

		Per	sion Pla			Other Benefit Plans				
(\$ in millions)	0	Benefit Obligations		Benefit Cost (1)	Benefit Obligations			Benefit Cost (1)		
Expected long-term rate of return on plan assets				7.0%						
Impact of: 1% increase			\$	(2.8)						
Impact of: 1% decrease			\$	2.8						
Discount rate		5.0%		5.0%		5.25%		5.25%		
Impact of: 1% increase	\$	(32.6)	\$	0.4	\$	(17.2)	\$	(0.6)		
Impact of: 1% decrease	\$	36.7	\$	(0.8)	\$	20.7	\$	0.7		
Growth rate of health care costs (2)						10.0%		10.0%		
Impact of: 1% increase					\$	17.4	\$	1.8		
Impact of: 1% decrease					\$	(13.6)	\$	(1.3)		

<sup>(1)</sup> Reflects the impact on the current service cost, the interest cost and the expected return on assets.

<sup>(2)</sup> Gradually decreasing to 5.0 percent in 2016 and remaining at that level thereafter.

The Company has also assumed that a pending merger of pension plans will be completed. If this merger is not completed, the valuation of the transitional pension asset included in other assets on the balance sheet may need to be re-evaluated.

#### **GOODWILL AND LONG LIVED ASSETS**

Goodwill is not amortized and is assessed for impairment at the reporting unit level. This is done, at a minimum, annually. Any potential goodwill impairment is identified by comparing the fair value of a reporting unit to its carrying value. If the fair value of the reporting unit exceeds its carrying value, goodwill is considered not to be impaired. If the carrying value of the reporting unit exceeds its fair value, potential goodwill impairment has been identified and must be quantified by comparing the estimated fair value of the reporting unit's goodwill to its carrying value. Any goodwill impairment will result in a reduction in the carrying value of goodwill on the consolidated balance sheet and in the recognition of a non-cash impairment charge in operating income.

The Company periodically assesses the recoverability of long-lived assets when there are indications of potential impairment. In performing these analyses, the Company considers such factors as current results, trends and future prospects, current market value and other economic factors.

A substantial change in estimated undiscounted future cash flows for these assets could materially change their estimated fair values, possibly resulting in additional impairment. Changes which may impact future cash flows include, but are not limited to, competition and general economic conditions and unrecoverable increases in operating costs.

#### INCOME TAXES

Future income tax assets and liabilities are recognized for the future income tax consequences attributable to temporary differences between the financial statement carrying values of assets and liabilities and their respective income tax bases. Future income tax assets or liabilities are measured using enacted or substantively enacted income tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The calculation of current and future income taxes requires management to make estimates and assumptions and to exercise a certain amount of judgement. The financial statement carrying values of assets and liabilities are subject to accounting estimates inherent in those balances. The income tax bases of assets and liabilities are based upon the interpretation of income tax legislation across various jurisdictions. The current and future income tax assets and liabilities are also impacted by expectations about future operating results and the timing of reversal of temporary differences as well as possible audits of tax filings by the regulatory authorities. Management believes it has adequately provided for income taxes based on current available information.

Changes or differences in these estimates or assumptions may result in changes to the current or future income tax balances on the consolidated balance sheet. A charge or credit to income tax expense may result in cash payments or receipts.

## **VALUATION OF INVENTORIES**

Inventories are valued at the lower of cost and estimated net realizable value. Significant estimation or judgment is required in the determination of (i) inventories counted and adjusted to cost and (ii) estimated inventory reductions due to spoilage, shrinkage and allowances, occurring between the last physical inventory count and the balance sheet date.

Inventory shrinkage, which is calculated as a percentage of the related inventory, is evaluated throughout the year and provides for estimated inventory shortages from the last physical count to the balance sheet date. To the extent that actual losses experienced vary from those estimated, both inventories and operating income may be impacted.

Changes or differences in these estimates may result in changes to inventories on the consolidated balance sheet and a charge or credit to operating income in the consolidated statement of earnings.

#### Controls and Procedures

Empire's management, with the participation of the Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), has reviewed and evaluated the Corporation's disclosure controls and procedures (as that term is defined in Multi-National Instrument 52-109) as of May 5, 2007. Based on that evaluation the CEO and CFO have concluded that the design and operation of the system of disclosure controls and procedures was effective.

# Internal Controls Over Financial Reporting

Empire's management, with the participation of the CEO and CFO, has reviewed and evaluated the design of the Corporation's internal controls over financial reporting (as that term is defined in MI 52-109) as of May 5, 2007. Internal controls over financial reporting are designed to provide reasonable assurance regarding the reliability of the Company's financial reporting and its preparation of financial statements for external purposes in accordance with Canadian GAAP. All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial reporting.

As a result of this evaluation, management is in the process of remediating several control deficiencies. However, these deficiencies, even in aggregate, are not material in nature. Therefore, Empire's CEO and CFO have concluded that the design of its internal controls over financial reporting was effective.

In addition, management has evaluated whether there were changes in our internal controls over financial reporting during the interim period ended May 5, 2007 that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting. While there are no such changes, we continue to undergo a system transition initiative that will further enhance our internal controls.

# Related Party Transactions

The Company rents premises from Crombie REIT. In addition, Crombie REIT provides administrative and management services to the Company. The rental payments are at fair value and the charges incurred for administrative and management services are on a cost recovery basis. The Company has non-interest bearing notes payable to Crombie REIT in the amount of \$33.1 million.

On October 2, 2006, the Company sold two commercial properties to Crombie REIT, for cash proceeds of \$32.4 million, which was fair market value. Since the sale was to an equity accounted investment, no gain was recorded on the sale.

# Guarantees and Commitments

The following illustrates the Company's significant contractual obligations.

# **GROSS OBLIGATIONS EXCLUDING LEASE INCOME**

(\$ in millions)	2008	 2009	 2010	2011	 2012	Thereafter	Total
Long-term debt	\$ 72.3	\$ 74.2	\$ 33.8	\$ 38.8	\$ 27.1	\$ 579.2	\$ 825.4
Capital leases	10.2	7.7	7.2	6.5	5.6	12.5	49.7
Operating leases	249.1	230.6	219.0	207.2	195.8	1,392.1	2,493.8
Total contractual							
obligations	\$ 331.6	\$ 312.5	\$ 260.0	\$ 252.5	\$ 228.5	\$ 1,983.8	\$ 3,368.9

#### OPERATING LEASES, NET OF EXPECTED LEASE INCOME RECEIVED BY THE COMPANY

(\$ in millions)	2008	2009	2010	2011	2012	•	Thereafter	Total
	\$ 187.1	\$ 164.7	\$ 157.0	\$ 151.1	\$ 144.0	\$	1,073.5	\$ 1,877.4

#### **FRANCHISE AFFILIATES**

Sobeys has guaranteed certain bank loans contracted by franchise affiliates. As at May 5, 2007, these loans amounted to approximately \$2.9 million (May 6, 2006 – \$1.3 million).

Sobeys also has guaranteed certain equipment leases of its franchise affiliates. Under the terms of the guarantee should a franchise affiliate be unable to fulfill its lease obligation Sobeys would be required to fund the difference of the lease commitments up to a maximum of \$100.0 million on a cumulative basis. Sobeys approves each of the contracts.

The aggregate, annual, minimum rent payable under the guaranteed equipment leases for fiscal 2008 is approximately \$29.4 million. The guaranteed lease commitments over the next five fiscal years are:

(\$ in millions)	Guaranteed Lease Commitments						
2008	\$	29.4					
2009		25.5					
2010		21.7					
2011		17.0					
2012		6.4					
Thereafter	\$	_					

#### OTHER

At May 5, 2007, the Company was contingently liable for letters of credit issued in the aggregate amount of \$48.5 million (May 6, 2006 – \$47.6 million).

Upon entering into the lease of its new Mississauga distribution centre in March 2000, Sobeys guaranteed to the landlord the performance by SERCA Foodservice Inc. of all of its obligations under the lease. The remaining term of the lease is 13 years with an aggregate obligation of \$40.4 million (May 6, 2006 – \$43.3 million). At the time of the sale of assets of SERCA Foodservice Inc. to Sysco Corp., the lease of the Mississauga distribution centre was assigned to and assumed by a subsidiary of the purchaser and Sysco Corp. agreed to indemnify and hold Sobeys harmless from any liability it may incur pursuant to its guarantee.

# Designation for Eligible Dividends

The new dividend regime for the favourable tax treatment of "eligible dividends" has been brought into effect by Bill C-28 which came into effect on February 21, 2007. Passage of this bill has important implications for corporations paying eligible dividends. To be eligible dividends, dividends paid:

- On or after February 21, 2007, must be designated as such at the time of payment;
- ➤ Before February 21, 2007, can be designated as such up to May 22, 2007.

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

# Contingencies

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 tax authorities.

On June 21, 2005, Sobeys received a notice of reassessment from CRA for the fiscal years 1999 and 2000 related to the Goods and Services Tax ("GST"). CRA asserts that Sobeys was obliged to collect GST on sales of tobacco products to Status Indians. The total tax, interest and penalties in the reassessment were \$13.6 million. Sobeys has reviewed this matter, has received legal advice and believes it was not required to collect GST. During the second quarter of fiscal 2006, Sobeys filed a Notice of Objection with CRA. Accordingly, Sobeys has not recorded in its statement of earnings any of the tax, interest or penalties set-out in the notice of reassessment. Sobeys has deposited with CRA funds to cover the total tax, interest and penalties in the reassessment and has recorded this amount as a long-term receivable from CRA pending resolution of the matter.

The Company and certain subsidiaries are presently under audit by CRA and certain provincial taxing authorities for fiscal years 2001 through 2006. The principal matters under audit are:

- a) The tax treatment of gains realized on the sale of shares in Hannaford Bros. Co. ("Hannaford") in fiscal 2001;
- The tax treatment of gains realized on the sale of shares in Delhaize America Inc. in fiscal years 2001 and 2002; and
- c) The taxation of income from certain of the Company's real estate investments for fiscal years 2003 to 2006.

Reassessments have been received in respect of the sale of shares of Hannaford. In the event that the tax authorities are successful in respect of the Hannaford transaction, which the Company believes is unlikely, the maximum potential exposure in excess of provisions taken is approximately \$30 million.

The Company has appealed the reassessments in respect of the sale of the Hannaford shares. The Company expects that it will be substantially successful on its appeals of each of these reassessments. The Company also believes that the ultimate resolution of these matters will not, in any event, have a material impact on earnings because it has made adequate provisions for each of these matters. Should the ultimate outcome materially differ from the provisions established, the effective tax rate and earnings of the Company could be materially affected, negatively or positively, in the period in which the matters are resolved.

In the third quarter of fiscal 2007, Sobeys was named as a defendant in a lawsuit brought by beneficiaries of a multi-employer pension plan. The lawsuit alleges mismanagement of certain pension plan investments by the trustees of the pension plan and seeks, among other remedies, payment of \$1 billion in damages from the trustees and the contributing employers, of which Sobeys is one of approximately 440. Sobeys played no role in the management of the pension plan and intends to contest the lawsuit. Accordingly, Sobeys has not recorded in its statement of earnings any amount related to this lawsuit.

The Company entered into an agreement with Crombie REIT to fund certain property redevelopments and originally issued and recorded a note payable to Crombie REIT in the amount of \$39.6 million related thereto. The Company has agreed to pay all additional costs and expenses required for the redevelopment of those properties. In the event that the redevelopment costs are less than \$39.6 million, the savings will be paid to the Company.

The Company has agreed to indemnify its directors and officers and particular employees in accordance with the Company's policies. The Company maintains insurance policies that may provide coverage against certain claims.

There are various claims and litigation which the Company is involved with arising out of the ordinary course of business operations. The Company's management does not consider the exposure to such litigation to be material, although this cannot be predicted with certainty.

# Risk Management

Through its operating companies and its investment portfolio, Empire is exposed to a number of risks in the normal course of business that have the potential to affect operating performance. The Company has operating and risk management strategies and insurance programs to help minimize these operating risks.

During fiscal 2006, Sobeys adopted an annual enterprise risk management assessment which is overseen by the Company's Leadership Committee and reported to the Board and Committees of the Board. The enterprise risk management framework sets out principles and tools for identifying, evaluating, prioritizing and managing risk effectively and consistently across Sobeys.

#### COMPETITION

Empire's food retail business, through Sobeys, operates in a dynamic and competitive market. Other national and regional food distribution companies along with non-traditional competitors, such as mass merchandisers and warehouse clubs, represent a competitive risk to Sobeys' ability to attract customers and operate profitably in its markets.

Sobeys maintains a strong national presence in the Canadian retail food and food distribution industry through regionally managed operations. The most significant risk to Sobeys is the potential for reduced revenues and profit margins as a result of increased competitive intensity. To mitigate this risk, Sobeys' strategy is to be geographically diversified with the benefits of national scale, to be customer and market-driven, to be focused on superior execution, and to have efficient, cost effective operations. Sobeys reduces its exposure to competitive or economic pressures in any one region of the country by operating in each region of Canada through a network of corporate, franchised, and affiliated stores, and through servicing the needs of thousands of independent, wholesale accounts. Sobeys approaches the market with five distinct formats, sizes, and banners, to meet anticipated needs of its customers in order to enhance profitability by region and by target market.

Empire's real estate operations, through ECL, compete with numerous other developers, managers, and owners of real estate properties in seeking tenants and new properties for future development. The existence of competing developers, managers and owners could affect our real estate group's ability to lease space in its properties and on rents charged or concessions granted. Commercial property revenue is also dependent on the renewal of lease arrangements by key tenants. These factors could adversely affect revenues and cash flows.

Continued growth of rental income is dependent on renewing expiring leases and finding new tenants to fill vacancies at market rental rates, thereby ensuring an attractive return on our investment. The success of the real estate portfolio is also subject to general economic conditions, the supply and demand for rental property in key markets served, and the availability of attractive financing to expand the real estate portfolio where deemed prudent. During fiscal 2007, our real estate operations encountered generally positive economic conditions with relatively stable occupancy levels and healthy rental renewal rates. During fiscal 2007, capitalization rates remained low which impacted the number of potential properties that generate an attractive return on investment.

#### FINANCIAL

The Company employs numerous professionally accredited accountants throughout its finance group.

Empire and its operating companies have adopted a number of key financial policies to manage interest rate risk and foreign exchange risk. Risks can also arise from changes in the rules or standards governing accounting or financial reporting.

In the ordinary course of managing its debt, the Company utilizes financial instruments from time to time to manage the volatility of borrowing costs. Financial instruments are not used for speculative purposes. The majority of Empire's consolidated debt is at fixed rates and accordingly there is limited exposure to interest rate fluctuations.

# INTEREST RATE RISK

Interest rate risk is the potential for financial loss arising from changes in interest rates. The majority of the Company's long-term debt is generally at a fixed interest rate, and therefore, the Company's exposure to interest rate cash flow risk during the term of the debt is minimal.

# INSURANCE

Empire and its subsidiaries are self-insured on a limited basis with respect to certain operational risks and also purchase excess insurance coverage from financially stable third-party insurance companies. In addition to maintaining comprehensive loss prevention programs, the Company maintains management programs to mitigate the financial impact of operational risks.

#### **HUMAN RESOURCES**

Empire is exposed to the risk of labour disruption in its operating companies. Labour disruptions pose a moderate operational risk, as Sobeys operates an integrated network of more than 21 distribution centres across the country for

the food division. Sobeys has good relations with its employees and unions and does not anticipate any material labour disruptions in fiscal 2008. However, Sobeys has stated that it will accept the short-term costs of a labour disruption to support a steadfast commitment to building and sustaining a competitive cost structure for the long-term.

Effective leadership is very important to the growth and continued success of the Company. The Company develops and delivers training programs at all levels across its various operating regions in order to improve employee knowledge and to better serve its customers. The ability of the Company to properly develop and retain its employees could affect the Company's future performance.

#### **BUSINESS CONTINUITY**

The Company is subject to unexpected events and natural hazards which could cause sudden or complete cessation of its day-to-day operations.

One such unexpected and natural hazard is the risk of a pandemic. Sobeys is working with industry and government sources to develop a pandemic preparedness plan.

Responsibility for business continuity planning has been designated to Sobeys' Leadership Committee.

#### **ENVIRONMENTAL, HEALTH AND SAFETY**

The Company is continually enhancing its programs in areas of environmental, health and safety and is in compliance with relevant legislation. Employee awareness and training programs are conducted and environmental, health and safety risks are reviewed on a regular basis.

Any environmental site remediation is completed using appropriate, qualified internal and external resources and health and safety issues are proactively dealt with. The Board of Directors receives regular reports which review outstanding matters, identify new legislation and outline new programs being implemented across the Company to positively impact the environment and employee health and safety. Existing environmental protection regulatory requirements are not expected to have a material financial or operational effect on the capital expenditures, earnings or competitive position of the Company during the current fiscal year or in future years.

Sobeys has developed programs to promote a healthy and safe workplace, as well as progressive employment policies focused on the well-being of the thousands of employees who work in its stores, distribution centres and offices. These policies and programs are reviewed regularly by the Human Resources Committee of the Board.

Each operating business conducts an ongoing, comprehensive environmental monitoring process and the Company is unaware of any material environmental liabilities in any of its operating companies. Empire's Board of Directors receives quarterly reports that review any outstanding issues including plans to resolve them.

#### **FOOD SAFETY**

Sobeys is subject to potential liabilities connected with its business operations, including potential liabilities and expenses associated with product defects, food safety and product handling. Such liabilities may arise in relation to the storage, distribution and display of products and, with respect to private label products, in relation to the production, packaging and design of products.

A large majority of Sobeys' sales are generated from food products and Sobeys could be vulnerable in the event of a significant outbreak of food-borne illness or increased public health concerns in connection with certain food products. Such an event could materially affect financial performance. Procedures are in place to manage food crises, should they occur. These procedures identify risks, provide clear communication to employees and consumers and ensure that potentially harmful products are removed from inventory immediately. Food safety related liability exposures are insured by the Company's insurance program. In addition, Sobeys has food safety procedures and programs, which address safe food handling and preparation standards. Sobeys employs best practices for storage and distribution of food products.

# TECHNOLOGY

The Company and each of its operating companies are committed to improving their respective operating systems, tools and procedures in order to become more efficient and effective. The implementation of major information technology projects carries with it various risks that must be mitigated by disciplined change management and governance processes. Sobeys has a business process optimization team staffed with knowledgeable internal and external resources that is responsible for implementing the various initiatives. Sobeys' Board of Directors has also created an oversight committee to ensure appropriate governance of these change initiatives is in place and this committee receives regular reports from the Company's management.

# **REAL ESTATE**

The Company utilizes a capital allocation process which is focused on obtaining the most attractive real estate locations for its retail grocery stores as well as for its commercial property and residential development operations, with direct Company ownership being an important, but not overriding, consideration. Sobeys develops certain retail store locations on owned sites, however, the majority of its store development is done in conjunction with external developers. The availability of high potential new store sites and/or the ability to expand existing

stores is therefore in large part contingent upon successful negotiation of operating leases with these developers and Sobeys' ability to purchase these sites.

#### **LEGAL, TAXATION AND ACCOUNTING**

Changes to any of the various federal and provincial laws, rules and regulations related to the Company's business could have a material impact on its financial results. Compliance with any proposed changes could also result in significant cost to the Company. Failure to fully comply with various laws, rules and regulations may expose the Company to proceedings which may materially affect its performance.

Similarly, income tax regulations and/or accounting pronouncements may be changed in ways which could negatively affect the Company. The Company mitigates the risk of not being in compliance with the various laws, rules and regulations by monitoring for newly adopted activities, improving technology systems and controls, improving internal controls to detect and prevent errors and overall, application of more scrutiny to ensure compliance.

#### **OPERATIONS**

The success of Empire is closely tied to the performance of Sobeys' retail stores. Franchise affiliates operate approximately 56 percent of these retail stores. Sobeys relies on the franchise affiliates and corporate store management to successfully execute retail programs and strategies.

To maintain controls over Sobeys' brands and the quality and range of products and services offered at its stores, each franchisee agrees to purchase merchandise from Sobeys. In addition, each store agrees to comply with the policies, marketing plans and operating standards prescribed by Sobeys. These obligations are specified under franchise agreements which expire at various times for individual franchisees. As well, Sobeys maintains head lease control, or has long-term buying agreements, to control the vast majority of its retail locations.

# SUPPLY CHAIN

Sobeys is exposed to potential supply chain disruptions that could result in shortages of merchandise in its retail store network. Sobeys mitigates this risk through effective supplier selection and procurement practices along with a reliance on the efficient maintenance and evolution of its supply and logistics chain to sustain and meet growth objectives.

#### SEASONALITY

The Company's operations as they relate to food, specifically inventory levels, sales volume and product mix, are impacted to some degree by certain holiday periods in the year.

#### **UTILITY AND FUEL PRICES**

The Company is a significant consumer of electricity, other utilities and fuel. Unanticipated cost increases in these items could negatively affect the Company's financial performance. The Company has various consumption and procurement programs in place to minimize utility risk.

#### **FOREIGN OPERATIONS**

Empire does not directly carry out foreign operations, however, Sobeys and ECL do have certain foreign operations. Sobeys' foreign operations are limited to a small number of produce brokerage offices based in the United States.

ECL, through its interest in Genstar, has certain residential land development in the California market but on a limited scale. These foreign operations are relatively small and are not considered material to Empire on a consolidated basis, as such, the Company does not have any material risks associated with foreign operations.

## **FOREIGN CURRENCY**

The Company conducts the majority of its operating business in Canadian dollars and its foreign exchange risk is limited to currency fluctuations between the Canadian dollar, the Euro, and the U.S. dollar. U.S. dollar purchases of product by the food division represent approximately three percent of Sobeys' total annual purchases with Euro purchases limited to specific contracts for capital expenditures. Sobeys has processes in place to use forward contracts with high quality counter-parties to fix the exchange rate on some of its expected requirements for Euros and U.S. dollars.

With respect to portfolio investments denominated in U.S. dollar currency, to mitigate exposure to currency fluctuations, the Company has hedged a portion of its foreign currency exposure through the use of U.S. forward currency contracts. At May 5, 2007 the ratio of U.S. dollar debt to the market value of U.S. equities was approximately 70.0 percent.

#### **ETHICAL BUSINESS CONDUCT**

Any failure of the Company to adhere to its policies, the law or ethical business practices could significantly affect its reputation and brands and could therefore, negatively impact the Company's financial performance. The Company's framework for managing ethical business conduct includes the adoption of a Code of Business Conduct which employees and Directors of the Company are required to acknowledge and agree to on a regular basis and as part of an independent audit and security function, maintenance of a whistle-blowing hotline.

#### INFORMATION MANAGEMENT

The integrity, reliability and security of information in all its forms are critical to the Company's daily and strategic operations. Inaccurate, incomplete or unavailable information and/or inappropriate access to information could lead to incorrect financial and/or operational reporting, poor decisions, privacy breaches and/or inappropriate disclosure or leaks of sensitive information.

Information management is identified as a risk in its own right, separate from the technology risk. The Company recognizes that information is a critical enterprise asset. Currently, the information management risk is being managed at the Regional and National levels through the development of policies and procedures pertaining to security access, system development, change management and problem and incident management. With a view to enhancing and standardizing the controls to manage the information management risk, the Company is

developing corporate operating policies which establish minimum standards for the usage, security and appropriate destruction of information. Furthermore, enterprise metrics are being identified to assist in monitoring significant information management risks.

#### **EQUITY PRICE RISK**

The carrying values of the investments in Empire's investment portfolio are based on cost; however the realizable value of each investment and therefore the portfolio is based on market prices and is subject to market price fluctuations. Empire has a disciplined, long-term approach to selecting quality investments and has been successful in generating above market portfolio returns. While portfolio returns may not match those of the prior year, or exceed median manager returns, management will continue to manage the portfolio prudently to ensure appropriate diversification and liquidity.

# Subsequent Events

(a) On April 26, 2007, Empire and Sobeys jointly announced that they had entered into an arrangement agreement (the "Arrangement") pursuant to which Empire would acquire all of the outstanding common shares of Sobeys that it did not then own at a price of \$58.00 per share. The transaction valued the Sobeys shares not then owned by Empire at approximately \$1.06 billion.

The Arrangement required various approvals to comply with applicable corporate and securities laws: The Sobeys shareholders approved the Arrangement at a special shareholders' meeting held on June 9, 2007 by the requisite majority; the Supreme Court of Nova Scotia gave its sanction to the Arrangement on June 13, 2007; the Arrangement became effective upon registration of the final Court order with the Nova Scotia Registry of Joint Stock Companies at the close of business on June 15, 2007, at which time the Company acquired all the outstanding shares of Sobeys that it did not previously own. Subsequently, the Sobeys common shares ceased trading on the Toronto Stock Exchange, and were de-listed at the close of business on June 18, 2007.

The acquisition was financed by funds from the sale of certain portfolio investments for proceeds of \$278 million and advances of \$784 million under new credit facilities (the "Credit Facilities"). The Credit Facilities consist of a \$950 million unsecured revolving credit facility maturing on June 8, 2010 (subject to annual extensions at the request of the Company) and a \$50 million unsecured non-revolving credit facility maturing June 30, 2007. The Credit facilities are subject to certain financial covenants. Interest on the debt varies based on the designation of the loan (bankers' acceptances ("BA") rate loans, Canadian prime rate loans, U.S. base rate loans or LIBOR loans), fluctuations

in the underlying rates, and in the case of BA rate loans or LIBOR loans, the margin applicable to the financial covenants.

On June 18, 2007, Empire entered into two delayed fixed rate interest swaps. The first swap in an amount of \$200.0 million is for a period of three years at a fixed interest rate of 4.998 percent. The second swap in an amount of \$200.0 million is for a period of five years at a fixed interest rate of 5.051 percent. Both swaps became effective on July 23, 2007.

On June 27, 2007, pursuant to the terms of the Credit Facilities, Empire and Sobeys filed notice with the lenders requesting the establishment of a new \$300.0 million five-year credit facility in favour of Sobeys at the same interest rate as the Credit Facilities. On July 23, 2007, Sobeys drew down \$300.0 million from the new credit facility, the proceeds of which were used to pay a dividend to Empire. Empire used the proceeds from the dividend to reduce its indebtedness under the Credit Facilities and the Credit Facilities were reduced accordingly. On that date, Empire transferred the second swap to Sobeys.

(b) On July 16, 2007, the Company announced that Sobeys and Thrifty Foods ("Thrifty") have entered into an agreement that will see Sobeys purchase the British Columbia-based grocery retailer. The transaction is based on an enterprise value of \$260.0 million and is subject to adjustments for, among other items, assumed liabilities and working capital at closing. Thrifty's business includes 20 full-service supermarkets, a main distribution centre and a wholesale division on Vancouver Island and the lower mainland of British Columbia. The deal is expected to close during the Company's second quarter following receipt of regulatory approval and completion of due diligence. The transaction is expected to be financed with cash and available banking facilities.

#### Outlook

Management's primary objective will continue to be to maximize the long-term sustainable value of Empire through enhancing the worth of the Company's net assets and in turn, having that value reflected in Empire's share price.

Management is clearly focused on directing its energy and capital towards growing the long-term sustainable value of its food retail, real estate and related businesses. While the Company's core businesses are well established and profitable in their own right, the diversification they offer Empire by both business line and by market area served is considered by management to be an additional source of strength. Going forward, the Company intends to continue to direct its resources towards the most promising opportunities within these core businesses in order to maximize long-term shareholder value.

#### **FOOD RETAILING DIVISION**

Sobeys intends to continue to invest in infrastructure and productivity improvements in a manner consistent with its expressed intention to build a healthy and sustainable retail business and infrastructure for the long term.

In fiscal 2008, Sobeys intends to advance its business process and information systems installation plan for the Company by focusing on the significant opportunity to upgrade information processing and decision support capabilities and improve efficiencies in its Western region. The system and processes that are being implemented have been developed over several years and are currently employed in Sobeys' Ontario and Atlantic regions. These initiatives will simplify, standardize and streamline the "back shop", in support of Sobeys' food-focused strategy. This move will leverage technology investments, improve efficiency and lower costs over the long term.

The approach taken for this set of initiatives will be guided and informed by Sobeys' previous experience. The complexity of this comprehensive set of initiatives, which impacts every aspect of the business, requires that a significant investment be made to manage the risk of implementation but also to prepare employees to secure and sustain the benefits of more efficient processes and systems after they have been implemented. The necessary re-training of thousands of employees in Ontario continues and will continue through the first six months of fiscal 2008. The implementation costs as well as training costs for thousands of employees in the Western region will be finalized during fiscal 2008.

#### **REAL ESTATE DIVISION**

Over the next year, Empire's real estate management group intends to continue its policy of maximizing and prudently reinvesting its cash flow to further strengthen and diversify its portfolio of residential and commercial properties.

Empire's real estate management group expects overall retail occupancy levels to remain strong during fiscal 2008 as a result of the diligence of the leasing team and general economic conditions. Management looks forward to continuing its strong relationship with Sobeys and to pursuing attractive opportunities to jointly develop locations with Sobeys.

As previously advised, Empire is continuing to explore the potential sale of some or all of the SLP commercial real estate portfolio. Pursuant to a Non-Competition Agreement between Empire and Crombie REIT, any property sold from SLP must first be offered to Crombie REIT. Any potential transaction, if deemed appropriate, would be subject to customary Board approval.

## Non-GAAP Financial Measures

There are measures included in this MD&A that do not have a standardized meaning under GAAP and therefore may not be comparable to similarly titled measures presented by publicly traded companies. The Company includes these measures because it believes certain investors use these measures as a means of assessing financial performance. Empire's definition of the non-GAAP terms are as follows:

- Operating income or EBIT is calculated as operating earnings before minority interest, interest expense and income taxes.
- EBITDA is calculated as EBIT plus depreciation and amortization.
- Operating earnings is calculated as net earnings before capital gains and other items.
- Funds from operations are calculated as operating earnings plus depreciation and amortization.

- Interest coverage is calculated as operating income divided by interest expense.
- Funded debt is all interest bearing debt, which includes bank loans, bankers' acceptances, long-term debt and liabilities relating to assets held for sale.
- Net debt is calculated as funded debt less cash and cash equivalents.
- ➤ Total capital is calculated as funded debt plus shareholders' equity.
- Adjusted debt is funded debt plus the capitalized value of net operating lease payments, which is calculated as six times net annual operating lease payments.
- Company-wide capital investment includes on-balance sheet capital expenditures, all known capital investments by franchise affiliates and capital investments by third-party landlords.
- > Same-store sales are sales from stores in the same locations in both reporting periods.

The following table reconciles Empire's funded debt and total capital to GAAP measures reported in the unaudited interim period balance sheets as at May 5, 2007, May 6, 2006 and May 7, 2005, respectively:

(\$ in millions)	Ma	y 5, 2007	M	ay 6, 2006	N	lay 7, 2005
Bank indebtedness	\$	30.1	\$	98.6	\$	219.4
Long-term debt due within one year		82.5		95.4		247.0
Liabilities relating to assets held for sale		6.8		7.1		_
Long-term debt		792.6		707.3		727.4
Funded debt		912.0		908.4		1,193.8
Total shareholders' equity		2,135.4		1,965.2		1,709.0
Total capital	\$	3,047.4	\$	2,873.6	\$	2,902.8

Additional financial information relating to Empire, including the Company's Annual Information Form, can be found on the Company's web site or on the SEDAR website for Canadian regulatory filings at www.sedar.com.

Dated: June 28, 2007 Stellarton, Nova Scotia, Canada

# Management's Statement of Responsibility for Financial Reporting

Preparation of the consolidated financial statements accompanying this annual report and the presentation of all other information in the report is the responsibility of management. The consolidated financial statements have been prepared in accordance with Canadian generally accepted accounting principles and reflect management's best estimates and judgements. All other financial information in the report is consistent with that contained in the consolidated financial statements.

Management of the Company has established and maintains a system of internal control that provides reasonable assurance as to the integrity of the consolidated financial statements, the safeguarding of Company assets, and the prevention and detection of fraudulent financial reporting.

The Board of Directors, through its Audit Committee, oversees management in carrying out its responsibilities for financial reporting and systems of internal control. The Audit Committee, which is chaired by and composed solely of directors who are unrelated to, and independent of, the Company, meet regularly with financial management and external auditors to satisfy itself as to reliability and integrity of financial information and the safeguarding of assets. The Audit Committee reports its findings to the Board of Directors for consideration in approving the annual consolidated financial statements to be issued to shareholders. The external auditors have full and free access to the Audit Committee.

Paul D. Sobey President and Chief Executive Officer

June 28, 2007

Paul V. Beesley

Executive Vice-President,

Koul Beesley

Chief Financial Officer and Secretary

June 28, 2007

# Auditors' Report

To the Shareholders of Empire Company Limited

We have audited the consolidated balance sheets of Empire Company Limited as at May 5, 2007 and May 6, 2006, and the consolidated statements of earnings, retained earnings, and cash flows for the 52 week fiscal years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the Company as at May 5, 2007 and May 6, 2006, and the results of its operations and its cash flows for the fiscal years then ended in accordance with Canadian generally accepted accounting principles.

Chartered Accountants New Glasgow, Canada

grant Thornton LLP

June 15, 2007, except for Note 27 which is as of July 23, 2007

# Consolidated Balance Sheets

(in millions)	N	lay 5, 2007	М	ay 6, 2006
ASSETS				
Current				
Cash and cash equivalents	\$	294.9	\$	341.1
Receivables		326.8		275.4
Income taxes receivable		3.6		-
Inventories		757.5		694.3
Prepaid expenses		51.4		51.5
		1,434.2		1,362.3
Investments, at cost (quoted market value \$283.1; 2006 - \$398.9)		189.7		359.9
Investments, at equity (realizable value \$434.0; 2006 - \$425.3) (Note 5)		142.8		157.5
Property and equipment (Note 6)		2,302.9		2,143.6
Assets held for sale		24.1		23.1
Other assets (Note 7)		344.6		273.3
Goodwill		786.6		731.8
	\$	5,224.9	\$	5,051.5
LIABILITIES				
Current				
Bank indebtedness (Note 8)	\$	30.1	\$	98.6
Accounts payable and accrued liabilities		1,260.3		1,241.8
Income taxes payable		_		35.8
Future income taxes (Note 14)		40.4		46.1
Long-term debt due within one year		82.5		95.4
Liabilities relating to assets held for sale		6.8		7.1
		1,420.1		1,524.8
Long-term debt (Note 9)		792.6		707.3
Long-term lease obligation		36.9		20.8
Other liabilities (Note 10)		14.0		18.9
Employee future benefits obligation (Note 21)		102.1		97.3
Future income taxes (Note 14)		133.6		131.8
Minority interest		590.2		585.4
		3,089.5		3,086.3
SHAREHOLDERS' EQUITY				
Capital stock (Note 11)		196.1		195.1
Contributed surplus		0.3		0.2
Retained earnings		1,939.6		1,771.0
Cumulative translation adjustment		(0.6)		(1.1)
		2,135.4		1,965.2
	\$	5,224.9	\$	5,051.5

Contingent liabilities (Note 19) Subsequent events (Note 27)

Approved on behalf of the Board

See accompanying notes to the consolidated financial statements

Director

# Consolidated Statements of Retained Earnings

52 Weeks Ended (in millions)	M	lay 5, 2007	M	lay 6, 2006
Balance, beginning of year	\$	1,771.0	\$	1,515.5
Net earnings		210.1		296.8
Adjustment to minority interest (Note 26)		-		(3.6)
Dividends				
Preferred shares		(0.4)		(0.3)
Common shares		(39.5)		(36.7)
Premium on common shares purchased for cancellation (Note 11)		(1.6)		(0.7)
Balance, end of year	\$	1,939.6	\$	1,771.0

See accompanying notes to the consolidated financial statements

# Consolidated Statements of Earnings

52 Weeks Ended (in millions except per share amounts)	May 5, 2007	ay 6, 2006 ed (Note 1)
Revenue	\$ 13,366.7	\$ 13,063.6
Operating expenses		
Cost of sales, selling and administrative expenses	12,724.0	12,378.2
Depreciation and amortization	243.9	 225.8
	398.8	459.6
Investment income (Note 12)	41.5	 31.8
Operating income	440.3	491.4
Interest expense		
Long-term debt	54.1	75.6
Short-term debt	6.0	 8.2
	60.1	83.8
	380.2	 407.6
Capital gains and other items (Note 13)	7.1	109.4
Earnings before income taxes and minority interest	387.3	517.0
Income taxes (Note 14)		 ······································
Current	104.8	141.8
Future	15.4	11.3
	120.2	153.1
Earnings before minority interest	267.1	363.9
Minority interest	57.0	67.1
Net earnings	\$ 210.1	\$ 296.8
Earnings per share (Note 4)		
Basic	\$ 3.20	\$ 4.53
Diluted	\$ 3.19	\$ 4.51
Weighted average number of common		
shares outstanding, in millions		
Basic	65.6	65.5
Diluted	65.7	 65.7

See accompanying notes to the consolidated financial statements

# Consolidated Statements of Cash Flows

52 Weeks Ended (in millions)	May 5, 2007	May 6, 2006
OPERATING ACTIVITIES		
Net earnings	\$ 210.1	\$ 296.8
Items not affecting cash (Note 15)	387.5	254.4
Preferred dividends	(0.4)	(0.3)
	597.2	550.9
Net change in non-cash working capital	(147.8)	75.7
Cash flows from operating activities	449.4	626.6
INVESTING ACTIVITIES		
Net decrease (increase) in investments	185.4	(132.0)
Net proceeds from sale of Wajax Income Fund	-	50.8
Proceeds from sale of property to Crombie REIT	-	267.7
Purchase of shares in subsidiary, Sobeys Inc.	(48.6)	(49.5)
Purchase of property, equipment and other	(545.2)	(546.4)
Proceeds from sale of other property	68.9	29.3
Business acquisitions, net of cash acquired	(95.9)	(92.8)
Cash flows used in investing activities	(435.4)	(472.9)
FINANCING ACTIVITIES		
Decrease in bank indebtedness	(68.5)	(110.6)
Increase in construction loans	1.2	-
Issue of long-term debt	159.6	409.5
Repayment of long-term debt	(103.0)	(362.5)
Minority interest	(8.3)	6.0
Repurchase of preferred shares	(8.0)	-
Issue of Non-Voting Class A shares	1.0	0.8
Repurchase of Non-Voting Class A shares for cancellation	(1.9)	(0.8)
Common dividends	(39.5)	(36.7)
Cash flows used in financing activities	(60.2)	(94.3)
(Decrease) increase in cash and cash equivalents	(46.2)	59.4
Cash and cash equivalents, beginning of year	341.1	281.7
Cash and cash equivalents, end of year	\$ 294.9	\$ 341.1

See accompanying notes to the consolidated financial statements

# Notes to the Consolidated Financial Statements

May 5, 2007 (in millions except share capital)

# Note 1 Summary of Significant Accounting Policies

#### **BASIS OF CONSOLIDATION**

Empire Company Limited (the "Company") is a diversified Canadian company whose key businesses include food retailing, real estate and corporate investment activities. These consolidated financial statements have been prepared in accordance with Canadian generally accepted accounting principles ("GAAP"), and include the accounts of the Company, all subsidiary companies, including 72.1% owned Sobeys Inc. ("Sobeys"), and certain enterprises considered variable interest entities ("VIEs") 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 are accounted for by the equity method. Investments in significant joint ventures are consolidated on a proportionate basis.

The Company's fiscal year ends on the first Saturday in May. As a result of this, the fiscal year is usually 52 weeks but results in a duration of 53 weeks every five to six years.

#### **CHANGES IN ACCOUNTING POLICIES**

# **ADOPTED DURING FISCAL 2007**

#### Vendor consideration

During the first quarter of fiscal 2007, the Company implemented, on a retroactive basis, the Canadian Institute of Chartered Accountants ("CICA") Emerging Issues Committee ("EIC") Abstract 156, "Accounting by a Vendor for Consideration Given to a Customer (including a Reseller of the Vendor's Products)". This abstract requires a vendor to generally record cash consideration given to a customer as a reduction to the selling price of the vendor's products or services and reflect it as a reduction of revenue when recognized in the statement of earnings.

Prior to the implementation of EIC-156, the Company recorded certain sales incentives paid to independent franchisees, associates and independent accounts in cost of sales, selling and administrative expenses on the statement of earnings. Accordingly, the implementation of EIC-156 on a retroactive basis resulted in a reduction in both revenue and cost of sales, selling and administrative expenses during fiscal 2007 of \$141.2 (2006 – \$135.2). As reclassifications, these changes did not impact net earnings or earnings per share.

#### **ADOPTED DURING FISCAL 2006**

#### Vendor allowances

During the first quarter of fiscal 2006, the Company adopted the amendment to EIC-144 issued in January 2005. The amendment requires disclosure of the amount of any vendor allowances that have been recognized in income but for which the full requirements for entitlement have not yet been met (see Note 25).

#### **FUTURE CHANGES IN ACCOUNTING POLICIES**

#### Financial instruments

In January 2005, the CICA issued Section 3855 of the Handbook, "Financial Instruments – Recognition and Measurement", which describes the standards for recognizing and measuring financial assets, financial liabilities and derivatives. This Section requires that all financial assets be measured at fair value, with some exceptions for loans and investments that are classified as held-to-maturity, and that all financial liabilities be measured at fair value if they are derivatives or classified as held for trading purposes. Other financial liabilities are measured at their amortized cost, and all derivative financial instruments are measured at fair value, even when they are part of a hedging relationship.

The CICA has also reissued Handbook Section 3860 as Section 3861, "Financial Instruments – Disclosure and Presentation", which establishes standards for presentation of financial instruments and non-financial derivatives, and identifies the information that should be disclosed about them.

These changes are applicable to the Company for the first quarter of fiscal 2008. The effect of adopting this Section is not expected to be significant as investments, at a cost of \$188.2, have been sold in the first quarter of fiscal 2008 (see Note 27).

#### Hedges

In January 2005, the CICA issued Section 3865 of the Handbook, "Hedges", which describes how and when hedge accounting can be used.

Hedging is an activity used to change an exposure to one or more risks by creating an offset between changes in the fair value of a hedged item and a hedging item, changes in the cash flows attributable to a hedged item and a hedging item, or changes resulting from a risk exposure related to a hedged item and a hedging item. Under hedge accounting, all gains, losses, revenues and expenses from the derivative and the item it hedges are recorded in the statement of earnings or the other comprehensive income statement in the same period.

These changes are applicable to the Company for the first quarter of fiscal 2008. The effect of adopting this section is not expected to be significant.

#### Comprehensive income

In January 2005, the CICA issued Handbook Section 1530, "Comprehensive Income". The section describes how to report and disclose comprehensive income and its components. The main components of other comprehensive income include unrealized gains and losses on available-for-sale investments, and gains and losses on cash flow hedges.

These changes are applicable to the Company for the first quarter of fiscal 2008. The effect of adopting these sections is not expected to be significant.

#### Inventories

In March 2007, the CICA issued Handbook Section 3031, "Inventories", which has replaced existing Section 3030 with the same title. The new Section establishes that inventories should be measured at the lower of cost and net realizable value, with guidance on the determination of cost. The new standard is effective for interim and annual financial statements relating to fiscal years beginning on or after January 1, 2008 and is therefore applicable for the Company's first quarter of fiscal 2009. The Company is currently evaluating the impact of this new standard.

# Accounting changes

In July 2006, the CICA issued Handbook Section 1506, "Accounting Changes", which describes the criteria for changing accounting policies, along with the accounting and disclosure for changes in accounting policies, changes in accounting estimates and corrections of errors. These changes came into effect as of January 1, 2007 and are applicable for the first quarter of fiscal 2008.

### **CASH AND CASH EQUIVALENTS**

Cash and cash equivalents are defined as cash, treasury bills and guaranteed investments with a maturity less than 90 days at date of acquisition.

#### INVENTORIES

Warehouse inventories are valued at the lower of cost and net realizable value with cost being determined on a first-in, first-out ("FIFO") or a moving average cost basis. Retail inventories are valued at the lower of cost and net realizable value. Cost is determined using FIFO or the retail method. The retail method uses the anticipated selling price less normal profit margins, substantially on an average cost basis. Real estate inventory of residential properties is carried at the lower of cost and net realizable value.

#### **PORTFOLIO INVESTMENTS**

Portfolio investments are accounted for under the cost method. Investment income is recognized on an accrual basis. Portfolio investments are written down when the inherent loss is determined to be other than temporary. Gains and losses on sale of investments are recorded in earnings as realized.

#### PROPERTY AND EQUIPMENT

Property and equipment is recorded at net book value, being original cost less accumulated depreciation and any writedowns for impairment.

Depreciation on real estate buildings is calculated using the straight-line method with reference to each property's book value, its estimated useful life (not exceeding 40 years) and its residual value. Deferred leasing costs are amortized over the terms of the related leases.

Depreciation of other property and equipment is recorded on a straight-line basis over the estimated useful lives of the assets as follows:

Equipment 3 – 20 years
Buildings 10 – 40 years
Leasehold

improvements Lesser of lease term and 7 - 10 years

Property and equipment is reviewed for impairment when events or circumstances indicate that the carrying value exceeds the sum of the undiscounted future cash flows expected from use and eventual disposal. Property and equipment is reviewed for impairment annually. The carrying value of the property and equipment is also reviewed whenever events or changes in circumstances indicate that the carrying value of property and equipment may not be recoverable. If property and equipment is determined to be impaired, the impairment loss is measured at the excess of the carrying value over fair value.

Assets to be disposed are classified as held for sale and are no longer depreciated. Assets held for sale are recognized at the lower of book value and fair value less cost of disposal.

The Company follows the full cost method of accounting for its exploration and development of petroleum and natural gas reserves. Costs initially capitalized are depleted and depreciated using the unit-of-production method based on production volumes, before royalties, in relation to the Company's share of estimated proved petroleum and natural gas reserves.

#### **CAPITALIZATION OF COSTS**

### (a) Construction projects

Certain subsidiary companies and joint ventures capitalize interest during the construction period until the project opening date. The amount of interest capitalized to construction in progress in the current year was \$1.5 (2006 – \$0.5).

#### (b) Commercial properties

Certain subsidiaries and joint ventures capitalize the direct carrying and operating costs applicable to the unleased areas of each new project for a reasonable period from the project opening date until a certain level of occupancy is reached. No amounts were capitalized in fiscal 2006 or 2007.

# (c) Development properties and

# land held for future development

A subsidiary company capitalizes interest, real estate taxes and other expenses to the extent that they relate to properties for immediate development. To the extent that the resulting carrying value exceeds its fair market value, the excess is charged against income. The carrying costs on the balance of properties held for future development are capitalized as incurred. An amount of \$0.7 (2006 – \$0.2) was capitalized during the year.

#### **LEASES**

Leases meeting certain criteria are accounted for as capital leases. The imputed interest is charged against income. If the lease contains a term that allows ownership to pass to the Company or there is a bargain purchase option the capitalized value is depreciated over the estimated useful life of the related asset. Otherwise the capitalized value is depreciated on a straight-line basis over the lesser of the lease term and its estimated useful life. Capital lease obligations are reduced by rental payments net of imputed interest. All other leases are accounted for as operating leases.

Lease allowances and incentives received are recorded as a deferred credit and amortized as a reduction of lease expense over the terms of the lease. Real estate lease expense is amortized straight-line over the entire term of the lease including free rent periods related to store fixturing. A store fixturing period varies by store but is generally considered to be one month prior to the store opening.

#### GOODWILL

Goodwill represents the excess of the purchase price of the business acquired over the fair value of the underlying net tangible and intangible assets acquired at the date of acquisition. Goodwill is not amortized but rather is subject to an annual impairment review or more frequently if circumstances exist that might indicate the value is impaired. Should the carrying value exceed the fair value, the carrying value will be written down to the fair value.

#### INTANGIBLES

Intangibles arise on the purchase of a new business, existing franchises and the acquisition of pharmacy prescription files. Amortization on limited life intangibles is recorded on a straight-line basis over 10-15 years. Intangible assets with indefinite useful lives are not amortized but rather are subject to an annual impairment review or more frequently if circumstances exist that might indicate their value is impaired. Should the carrying value exceed the fair value of intangible assets (e.g. trademarks), the carrying value will be written down to the fair value.

#### **DEFERRED COSTS**

Deferred costs consist of deferred store marketing, deferred financing and deferred purchase agreements and are included in other assets.

Deferred costs are amortized on a straight-line basis as follows:

- ➤ Deferred store marketing up to 7 years
- > Deferred financing over the term of the debt
- Deferred purchase agreements over the term of the purchase agreement

### **ASSETS HELD FOR SALE**

Certain land and buildings have been listed for sale and reclassified as "Assets held for sale" in accordance with CICA Handbook Section 3475, "Disposal of Long-lived Assets and Discontinued Operations". These assets are expected to be sold within a twelve month period, are no longer productive assets and there is no longer an intent to develop for future use. Assets held for sale are valued at the lower of book value and fair value less cost of disposal.

#### STORE OPENING EXPENSES

Opening expenses of new stores and store conversions are written off on a straight-line basis during the first year of operation.

# **FUTURE INCOME TAXES**

The Company accounts for income taxes under the liability method. The difference between the tax basis of assets and liabilities and their carrying value on the balance sheet is used to calculate future tax assets and liabilities. The future tax assets and liabilities have been measured using substantively enacted tax rates that will be in effect when the differences are expected to reverse.

#### **DEFERRED REVENUE**

Deferred revenue consists of long-term supplier purchase agreements, rental revenue arising from the sale of subsidiaries and gains on sale leaseback transactions. Deferred revenue is being taken into income on a straight-line basis over the term of the related agreements.

# FOREIGN CURRENCY TRANSLATION

Assets and liabilities of self-sustaining foreign investments are translated at exchange rates in effect at the balance sheet date. The revenues and expenses are translated at average exchange rates for the year. Cumulative gains and losses on translation are shown as a separate component of shareholders' equity.

Other assets and liabilities are translated at the exchange rate in effect at the balance sheet date. These exchange gains or losses are recognized in operating income. Revenues and expenses denominated in foreign currencies are translated into Canadian dollars at the average exchange rate for the period.

# **REVENUE RECOGNITION**

Food sales are recognized at the point-of-sale. Sales include revenues from customers through corporate stores operated by the Company and consolidated VIEs, and revenue from sales to non-VIE franchised stores, affiliated stores and independent accounts. Revenue received from non-VIE franchised stores, affiliated stores and independent accounts is mainly derived from the sale of product. The Company also collects franchise fees under two types of arrangements. Franchise fees contractually due based on the dollar value of product shipped are recorded as revenue when the product is shipped. Franchise fees contractually due based on the franchisee's retail sales are recorded as revenue weekly upon invoicing based on the franchisee's retail sales. Real Estate revenue is recognized in accordance with the lease agreements with tenants on a straight-line basis.

# **FINANCIAL INSTRUMENTS**

The Company uses various derivative financial instruments to hedge its exposure to foreign exchange and interest rate risks. If documentation and effectiveness requirements are met, gains and losses on these instruments are deferred and recognized in earnings in the same period the related hedged risk is realized (settlement accounting). If effectiveness requirements are not met, gains and losses on these instruments are recognized in earnings as the fair value of the instrument changes. Amounts received or paid, including any gains and losses on instruments used to hedge these risks are recognized over the term of the hedged item. The derivatives are not recorded on the balance sheet.

#### PENSION BENEFIT PLANS AND OTHER BENEFIT PLANS

The cost of the Company's pension benefits for defined contribution plans are expensed at the time active employees are compensated. The cost of defined benefit pension plans and other benefit plans is accrued based on actuarial valuations, which are determined using the projected benefit method pro-rated on service and management's best estimate of the expected long-term rate of return on plan assets, salary escalation, retirement ages and expected growth rate of health care costs.

Current market values are used to value benefit plan assets. The obligation related to employee future benefits is measured using current market interest rates, assuming a portfolio of Corporate AA bonds with terms to maturity that, on average, match the terms of the obligation.

The impact of changes in plan amendments is amortized on a straight-line basis over the expected average remaining service life ("EARSL") of active members. For pension benefit plans, the actuarial gains and losses and the impact of changes in the actuarial basis in excess of 10% of the greater of the projected benefit obligation and the market value of assets are amortized on a straight-line basis over the EARSL of the active members. For the Company's Supplemental Executive Retirement Plan, the impact of changes in the plan provisions are amortized over five years. For other benefit plans, actuarial gains and losses are recognized immediately.

# **USE OF ESTIMATES**

The preparation of consolidated financial statements in conformity with Canadian generally accepted accounting principles, requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Certain of these estimates require subjective or complex judgements by management that may be uncertain. Some of these items include the valuation of inventories, goodwill, employee future benefits and income taxes. Changes to these estimates could materially impact the financial statements. These estimates are based on management's best knowledge of current events and actions that the Company may undertake in the future. Actual results could differ materially from these estimates.

# **EARNINGS PER SHARE**

Earnings per share is calculated by dividing the earnings available to common shareholders by the weighted average number of common shares outstanding during the year. Diluted earnings per share is calculated using the treasury stock method.

# Note 2 Sale of Wajax Income Fund

On June 6, 2005, the shareholders of Wajax Limited, an equity accounted investment, approved a Plan of Arrangement to convert into Wajax Income Fund ("Wajax"). The Company owned approximately 45% of the outstanding shares of Wajax Limited (on a fully diluted basis). The Plan of Arrangement was completed on June 15, 2005 with the Company receiving one unit of Wajax for each Wajax Limited share held. Through a secondary offering on June 21, 2005, the Company sold a total of 2.5 million Wajax units for net proceeds of approximately \$44.0. On June 29, 2005, the underwriter exercised their overallotment option to purchase 375,000 Wajax units at \$19.25 per

unit, resulting in additional net proceeds of \$6.8. This reduced the Company's ownership percentage to approximately 27.6%. Details of the sale are as follows:

Net proceeds	\$ 50.8
Book value	21.1
	29.7
Equity share of income fund	
conversion-related items	4.1
Capital gain before income taxes	25.6
Income taxes	2.1
Net capital gain	\$ 23.5

# Note 3 Sale of Property to Crombie REIT

On March 23, 2006, the Company's real estate segment sold 44 commercial properties to Crombie Real Estate Investment Trust ("Crombie REIT"). Included in the proceeds is an interest in Crombie REIT giving the Company effective ownership of 48.3%. The Company's investment in Crombie REIT is accounted using the equity method. Details of the sale are as follows:

Proceeds	
Cash	\$ 267.7
Investment in Crombie REIT	200.8
	468.5
Book value of assets sold and liabilities assumed	
Property and equipment	593.2
Net working capital	(1.0)
Employee future benefits obligation	(2.2)
Future income taxes	(44.7)
Long-term debt	(312.9)
	232.4
Early extinguishment of long-term debt	25.4
Share of issue costs	9.4
Other costs	17.1
	284.3
Capital gain before deferral and income taxes	184.2
Deferral of capital gain related to retained interest	(88.2)
Capital gain before income taxes	96.0
Income taxes	19.8
Net capital gain	\$ 76.2

# Note 4 Earnings Per Share

Earnings per share amounts are calculated on the weighted average number of shares outstanding after providing for preferred share dividends accrued to the balance sheet date. Diluted earnings per share is calculated on the assumption that all the outstanding stock options were exercised and share purchase loans were repaid at the beginning of the year.

Earnings applicable to common shares is comprised of the following:

	2007	2006
Operating earnings	\$ 204.4	\$ 202.0
Capital gains and other items, net of tax of \$1.4 (2006 - \$14.4)	5.7	94.8
Net earnings	210.1	296.8
Preferred share dividends	(0.4)	(0.3)
Earnings applicable to common shares	\$ 209.7	\$ 296.5

Earnings per share is comprised of the following:

	2007	2006
Operating earnings Capital gains and other items	\$ 3.11 0.09	\$ 3.08 1.45
Basic earnings per share	\$ 3.20	\$ 4.53
Operating earnings Capital gains and other items	\$ 3.10 0.09	\$ 3.07 1.44
Diluted earnings per share	\$ 3.19	\$ 4.51

# Note 5 Investments, at Equity

	y 5, 2007	ay 6, 2006
Wajax Income Fund (27.6% interest)	\$ 32.2	\$ 33.1
Crombie REIT (48.1% interest)	109.3	112.8
U.S. residential real estate partnerships	1.3	11.6
	\$ 142.8	\$ 157.5

The Company's carrying value of its investment in Wajax Income Fund is as follows:

	May	5, 2007	May	6, 2006
Balance, beginning of year	\$	33.1	\$	55.1
Equity earnings		20.6		16.3
Distributions received		(21.5)		(13.1)
Book value of equity interest sold		-		(25.2)
Balance, end of year	\$	32.2	\$	33.1

The Company's carrying value of its investment in Crombie REIT is as follows:

	May 5, 2007		Ma	y 6, 2006
Balance, beginning of year	\$	112.8	\$	_
Interest received in Crombie REIT		_		200.8
Less deferral of gain due to retained interest				(88.2)
Equity earnings		11.6		0.2
Distributions received		(15.1)		_
Balance, end of year	\$	109.3	\$	112.8

# Note 6 Property and Equipment

			٨٥	cumulated	M	ay 5, 2007 Net
		Cost		preciation	ı	Book Value
						······································
Food segment	ı.					
Land	\$	152.8	\$	_	\$	152.8
Land held for future development		129.0		-		129.0
Buildings		782.5		161.7		620.8
Equipment		1,819.5		1,170.1		649.4
Leasehold improvements		397.9		243.9		154.0
Assets under capital leases		83.1		34.5		48.6
		3,364.8		1,610.2		1,754.6
Real estate and other segments						
Land		78.8		_		78.8
Land held for future development		26.8		-		26.8
Buildings		399.1		102.2		296.9
Equipment		72.7		32.6		40.1
Leasehold improvements		52.4		12.1		40.3
Petroleum and natural gas costs		78.7		13.3		65.4
		708.5		160.2		548.3
Total	\$	4,073.3	\$	1,770.4	\$	2,302.9

				M	ay 6, 2006
			cumulated		Net
	Cost	De	epreciation		Book Value
Food segment					
Land	\$ 138.6	\$	_	\$	138.6
Land held for future development	89.5		_		89.5
Buildings	681.1		135.7		545.4
Equipment	1,707.4		1,062.7		644.7
Leasehold improvements	361.0		218.2		142.8
Assets under capital leases	78.9		27.7		51.2
	3,056.5		1,444.3		1,612.2
Real estate and other segments					
Land	79.6		-		79.6
Land held for future development	23.6		_		23.6
Buildings*	385.9		94.1		291.8
Equipment	69.4		26.9		42.5
Leasehold improvements	51.6		8.3		43.3
Petroleum and natural gas costs	54.0		3.4		50.6
	664.1		132.7		531.4
Total	\$ 3,720.6	\$	1,577.0	\$	2,143.6

<sup>\*</sup> During the year ended May 6, 2006, based on revised estimates of holding periods, it was determined that the carrying value of five commercial properties was impaired. Accordingly, the Company recorded an impairment charge of \$27.4 to reduce their carrying value to estimated fair value using external appraisals.

# Note 7 Other Assets

	Ma	May 5, 2007		ay 6, 2006
Loans and mortgages receivable	\$	65.1	\$	68.4
Deferred costs		144.3		101.4
Accrued benefit asset (Note 21)		42.7		36.2
Restricted cash		5.7		14.7
Other		48.6		25.4
Intangibles (less accumulated amortization of \$11.7; 2006 - \$7.6)		38.2		27.2
	\$	344.6	\$	273.3

# **LOANS RECEIVABLE**

Loans receivable represent long-term financing to certain retail associates. These loans are primarily secured by inventory, fixtures and equipment, bear various interest rates and have repayment terms up to ten years. The carrying amount of the loans receivable approximates fair value based on the variable interest rates charged on the loans and the operating relationship of the associates with the Company.

The loans and mortgages receivable are net of current portions of \$14.5 (2006 – \$15.9).

# Note 8 Bank Indebtedness

As security for certain bank loans the Company has provided an assignment of certain marketable securities and, in certain divisions and subsidiaries, general assignments of receivables and leases, first floating charge debentures on assets and the assignment of proceeds of fire insurance policies. Under the terms of a credit agreement entered into between the Company and a banking syndicate, a revolving term credit facility of \$300.0 was established. During the third quarter of fiscal 2006, the expiry date of the revolving unsecured credit facility was extended from June 22, 2006 to December 20, 2010. All indebtedness and obligations under the agreement shall be payable in full on December 20, 2010. Interest payable on this facility fluctuates with changes in the prime interest rate.

Note 9 Long-term Debt

			М	lay 5, 2007	Ма	ıy 6, 2006
	Food Segment	Real Estate and other Segments		Total		Total
First mortgage loans, average interest rate 9.3%,						
due 2008-2026	\$ 25.2	\$ 130.4	\$	155.6	\$	167.2
Medium Term Notes, interest Rate 5.8%,						
due October 6, 2036	125.0	-		125.0		_
Medium Term Notes, interest rate 6.1%,						
due October 29, 2035	175.0	-		175.0		175.0
Medium Term Notes, interest rate 7.2%,						
due February 26, 2018	100.0	-		100.0		100.0
Debentures, average interest rate 10.4%, due 2008-2016	58.1	30.7		88.8		95.7
Notes payable and other debt primarily						
at interest rates fluctuating with the prime rate	79.7	101.3		181.0		215.6
Capital lease obligations, net of imputed interest	49.7	-		49.7		49.2
	612.7	262.4		875.1		802.7
Less amount due within one year	30.0	52.5		82.5		95.4
	\$ 582.7	\$ 209.9	\$	792.6	\$	707.3

Long-term debt is secured by land and buildings, specific charges on certain assets and additional security as described in Note 8. Capital lease obligations are secured by the related capital lease asset.

On October 21, 2005, the Company filed a short form base shelf prospectus providing for the issuance of up to \$500.0 of unsecured Medium Term Notes. On October 28, 2005, the

Company issued new Medium Term Notes of \$175.0, maturing on October 29, 2035. On November 1, 2005, Medium Term Notes of \$175.0 were repaid according to the terms of the agreement. On October 6, 2006, the Company issued new Medium Term Notes of \$125.0, maturing on October 6, 2036.

During the year, the Company increased its capital lease obligation by \$5.6 (2006 – \$29.0) with a similar increase in assets under capital lease.

Debt retirement payments and capital lease obligations in each of the next five fiscal years are:

	Long T	erm Debt	Cap	ital Leases
2008	\$	72.3	\$	10.2
2009	\$	74.2	\$	7.7
2010	\$	33.8	\$	7.2
2011	\$	38.8	\$	6.5
2012	\$	27.1	\$	5.6
Thereafter	\$	579.2	\$	12.5

# OPERATING LEASES

The net aggregate, annual, minimum rent payable under operating leases for fiscal 2008 is approximately \$178.1 (\$249.1 gross less expected sub-lease income of \$71.0). The commitments over the next five fiscal years are:

	Net Lease	Gross lease		
	Obligation		Obligation	
2008	\$ 178.1	\$	249.1	
2009	\$ 164.7	\$	230.6	
2010	\$ 157.0	\$	219.0	
2011	\$ 151.1	\$	207.2	
2012	\$ 144.0	\$	195.8	
Thereafter	\$ 1,073.5	\$	1,392.1	

# Note 10 Other Liabilities

	May	5, 2007	May 6, 2006		
Deferred revenue	\$	6.5	\$	3.3	
Deferred hedge gain		2.5		10.2	
Above market leases from acquisitions		4.4		5.0	
Asset retirement obligations		0.6		0.4	
	\$	14.0	\$	18.9	

# Note 11 Capital Stock

	No. of Shares
AUTHORIZED	
Preferred shares, par value of \$25 each, issuable in series. Series 2 cumulative, redeemable, rate of 75% of prime.	2,814,100
2002 Preferred Shares, par value of \$25 each, issuable in series.	992,000,000
Non-Voting Class A shares, without par value.	259,107,435
Class B common shares, without par value, voting.	40,800,000

		May 5, 2007			Ma	ay 6, 2006
	No. of Shares			No. of Shares		
ISSUED AND OUTSTANDING:						
Preferred shares, Series 2	300,000	\$	7.5	331,900	\$	8.3
Non-Voting Class A	31,174,037		184.5	31,175,047		183.7
Class B common	34,560,763		7.7	34,560,763		7.7
			199.7			199.7
Loans receivable from officers and						
employees under share purchase plan			(3.6)			(4.6)
		\$	196.1		\$	195.1

During the year, under a normal course issuer bid which expires on July 27, 2007, the Company purchased for cancellation 46,047 (2006 – 20,254) Non-Voting Class A shares. The purchase price was \$1.9 of which \$1.6 of the purchase price (representing the premium on common shares purchased for cancellation) was charged to retained earnings.

During the year, the Company purchased for cancellation 31,900 Series 2 preferred shares for \$0.8.

During the year, 27,674 options were exercised for \$0.2. Options allowed holders to purchase Non-Voting Class A shares at \$6.555 per share. There are no longer any options outstanding.

During the year, 18,373 (2006 – 20,254) Non-Voting Class A shares were issued under the Company's share purchase plan to certain officers and employees for \$0.8 (2006 – \$0.8), which was based on the average trading price of the Non-Voting Class A shares on the Toronto Stock Exchange for the five previous trading days.

Loans receivable from officers and employees of \$3.6 (2006 – \$4.6) under the Company's share purchase plan are classified as a reduction of Shareholders' Equity. Loan repayments will result in a corresponding increase in Share Capital. The loans are non-interest bearing and non-recourse, secured by 125,265 (2006 – 229,484) Non-Voting Class A shares. Market value of the shares at May 5, 2007 was \$5.3 (May 6, 2006 – \$9.9).

Under certain circumstances, where an offer (as defined in the share conditions) is made to purchase Class B common shares, the holders of the Non-Voting Class A shares shall be entitled to receive a follow-up offer at the highest price per share paid, pursuant to such offer to purchase Class B common shares.

During the year, Nil (2006 – 24,462) Class B common shares were exchanged for Nil (2006 – 24,462) Non-Voting Class A shares.

Note 12 Investment Income

	2007	2006
Dividend and interest income Share of earnings of companies accounted using the equity method	\$ 9.7	\$ 8.3
Share of earnings of companies accounted using the equity method	\$ 41.5	\$ 31.8

# Note 13 Capital Gains and Other Items

	2007	2006
Gain on sale of investments	\$ 6.2	\$ 11.6
Other items	0.9	3.4
Gain on sale of Wajax Income Fund (Note 2)	-	25.6
Gain on sale of property to Crombie REIT (Note 3)	-	96.2
Reduction of book value of real estate assets (Note 6)	-	(27.4)
	\$ 7.1	\$ 109.4

# Note 14 Income Taxes

Income tax expense varies from the amount that would be computed by applying the combined federal and provincial statutory tax rate as a result of the following:

	2007	2006
Income tax expense according to combined statutory rate of 32.5% (2006 - 34.8%)	\$ 123.0	\$ 141.8
Increase (decrease) in income taxes resulting from		
Rate changes effect on timing differences	(2.0)	(1.6)
Non-taxable dividends and equity earnings	(2.2)	(3.5)
Large corporation tax	-	2.0
	118.8	138.7
Capital gains and other items	1.4	14.4
	\$ 120.2	\$ 153.1

May 5, 2007 income tax expense attributable to net earnings consists of:

	Current Future		Future	Total
Operations	\$ 104.9	\$	13.9	\$ 118.8
Capital gains and other items	(0.1)		1.5	1.4
	\$ 104.8	\$	15.4	\$ 120.2

May 6, 2006 income tax expense attributable to net earnings consists of:

	Current	Future	Total
Operations	\$ 127.7	\$ 11.0	\$ 138.7
Capital gains and other items	14.1	0.3	14.4
	\$ 141.8	\$ 11.3	\$ 153.1

The tax effect of temporary differences that give rise to significant portions of future income taxes are presented below:

	M	ay 5, 2007	M	lay 6, 2006
Property and equipment	\$	71.3	\$	64.1
Investments		38.9		59.0
Employee future benefits obligation		(34.9)		(34.8)
Restructuring provisions		(11.6)		(5.0)
Pension contributions		18.6		17.4
Deferred costs		41.0		28.4
Deferred credits		54.8		54.6
Goodwill and intangibles		10.2		8.6
Other		(14.3)		(14.4)
	\$	174.0	\$	177.9
Future income taxes – current liabilities	\$	40.4	\$	46.1
Future income taxes - non-current liabilities		133.6		131.8
	\$	174.0	\$	177.9

# Note 15 Supplementary Cash Flow Information

	2007	2006
a) Items not affecting cash		
Depreciation and amortization	\$ 243.9	\$ 225.8
Future income taxes	15.4	10.1
Amortization of deferred items	44.4	35.8
Equity in earnings of other companies, net of dividends received	-	(4.1)
Minority interest	46.0	55.8
Stock-based compensation	1.4	1.0
Long-term lease obligation	16.1	8.5
Employee future benefits obligation	4.8	4.2
Rationalization costs (Note 24)	15.5	_
Gain on sale of Wajax Income Fund, net of tax of \$2.1	-	(23.5)
Gain on sale of property to Crombie REIT, net of tax of \$19.8	-	(76.2)
Reduction of book value of real estate assets, net of tax of \$(10.4)	-	17.0
	\$ 387.5	\$ 254.4
b) Other information		
Net interest paid	\$ 58.9	\$ 83.1
Net income taxes paid	\$ 168.2	\$ 102.1

# Note 16 Joint Ventures

The financial statements include the Company's proportionate share of the accounts of incorporated and unincorporated joint ventures. A summary of these amounts is as follows:

\$	ay 5, 2007	Ma	y 6, 2006
<u>.</u>	136.3	\$	101.0
\$			
т	72.7	\$	60.0
	63.6		41.0
\$	136.3	\$	101.0
	2007		2006
\$	111.8	\$	98.2
	41.7		43.4
\$	70.1	\$	54.8
\$	68.7	\$	62.3
	(34.2)		4.7
	3.3		3.9
	\$	\$ 111.8 41.7 \$ 70.1 \$ 68.7 (34.2)	\$ 136.3 \$ \$ 2007 \$ 111.8 \$ 41.7 \$ 70.1 \$ \$ 68.7 \$ (34.2)

# Note 17 Segmented Information

	2007	2006
		Restated (Note 1)
Revenue		
Food	\$ 13,032.0	\$ 12,718.1
Real estate		
Commercial	38.4	137.8
Inter-segment	34.3	54.0
Residential	146.1	84.9
	218.8	276.7
Investment and		
other operations	150.2	122.8
	13,401.0	13,117.6
Elimination	(34.3)	(54.0)
	\$ 13,366.7	\$ 13,063.6

	2007	2006
Operating income		
Food	\$ 300.2	\$ 331.6
Real estate		
Commercial	46.8	87.0
Residential	71.2	51.3
Investment and		
other operations	31.6	31.3
Corporate expenses	(9.5)	(9.8)
	\$ 440.3	\$ 491.4

\$

37.8

70.9

	N	lay 5, 2007	M	lay 6, 2006
Identifiable assets				
Food	\$	3,409.0	\$	3,119.5
Goodwill		746.5		691.7
		4,155.5		3,811.2
Real estate		609.4		634.7
Investment and				
other operations				
(including goodwill of				
\$40.1; 2006 - \$40.1)		460.0		605.6
	\$	5,224.9	\$	5,051.5

	2007	2006
Depreciation and amortization		
Food	\$ 215.3	\$ 196.6
Real estate	6.8	16.9
Investment and		
other operations	21.8	12.3
	\$ 243.9	\$ 225.8

	2007	2006
0		······································
Capital expenditure		
Food	\$ 482.8	\$ 421.3
Real estate	16.2	67.9
Investment and		
other operations	46.2	57.2
	\$ 545.2	\$ 546.4

The Company operates principally in two business segments: food and real estate. The food segment consists of distribution of food products in Canada. The real estate segment consists of development and ownership of both commercial and residential properties. Commercial real estate is mainly shopping centres and office buildings in Central and Eastern Canada. Residential real estate is the development of housing lots for resale. Inter-segment transactions are at market values.

# Note 18 Financial Instruments

#### **CREDIT RISK**

There is no significant concentration of credit risk. The credit risk exposure is considered normal for the business.

#### **FAIR VALUE OF FINANCIAL INSTRUMENTS**

The book value of cash and cash equivalents, receivables, income taxes receivable, loans and mortgages, bank indebtedness, and accounts payable and accrued liabilities approximate fair values at May 5, 2007. The fair value of investments is \$717.1 (May 6, 2006 – \$824.2).

The total fair value of long-term debt is estimated to be \$907.5 (May 6, 2006 – \$866.4). The fair value of variable rate long-term debt is assumed to approximate its carrying amount. The fair value of other long-term debt has been estimated by discounting future cash flows at a current rate offered for debt of similar maturities and credit quality.

#### **INTEREST RATE RISK**

The majority of the Company's debt is at fixed rates. Accordingly, there is limited exposure for interest rate risk.

The Company has fixed the interest rate on \$20 of its long term debt at 4.28% by utilizing interest rate exchange agreements of which \$10 expires in December, 2011 and \$10 expires in January, 2012. The fair value of these contracts at year-end was nil.

#### FOREIGN CURRENCY RISK

Investments include \$44.5 Canadian that is denominated in U.S. funds. Bank indebtedness includes \$4.5 Canadian that is denominated in U.S. funds and it acts as a partial hedge to the foreign exchange fluctuations inherent in the residual value of certain equipment.

At May 5, 2007, there are outstanding forward exchange contracts to sell a notional amount of \$31.0, maturing over the next 12 months at a weighted average rate of U.S. 87.90 cents per Canadian dollar. The fair value of the outstanding forward exchange contracts, based on settlement requirements at May 5, 2007, is a positive value of U.S. \$0.9 due to the strengthening of the Canadian dollar since the dates on which the contracts were entered.

The Company also uses forward contracts to fix the exchange rate on some of its expected requirements for Euros and U.S. dollars. Amounts received or paid related to instruments used to hedge foreign exchange, including any gains and losses, are recognized in the cost of purchases. The fair value of these contracts at year end was \$0.9.

# Note 19 Contingent Liabilities

At May 5, 2007 the Company was contingently liable for letters of credit issued in the aggregate amount of \$48.5 (May 6, 2006 – \$47.6).

Sobeys has guaranteed certain bank loans contracted by franchise affiliates. As at May 5, 2007 these loans amounted to approximately \$2.9 (May 6, 2006 – \$1.3).

Sobeys has guaranteed certain equipment leases of its franchise affiliates. Under the terms of the guarantee should a franchise affiliate be unable to fulfill their lease obligation, Sobeys would be required to fund the difference of the lease commitments up to a maximum of \$100.0 on a cumulative basis. Sobeys approves each of the contracts. The aggregate, annual, minimum rent payable under the guaranteed operating equipment leases for fiscal 2008 is approximately \$29.4. The guaranteed lease commitments over the next five fiscal years are:

	Gu lease com	aranteed mitments
2008	\$	29.4
2009	\$	25.5
2010	\$	21.7
2011	\$	17.0
2012	\$	6.4
Thereafter	\$	_

Upon entering into the lease of its Mississauga distribution centre in March 2000, Sobeys guaranteed to the landlord the performance, by SERCA Foodservice, of all its obligation under the lease. The remaining term of the lease is 13 years with an aggregate obligation of \$40.4 (2006 – \$43.3). At the time of the sale of assets of SERCA Foodservice to Sysco Corp., the lease of the Mississauga distribution centre was assigned to and assumed by the purchaser, and Sysco Corp. agreed to indemnify and hold Sobeys harmless from any liability it may incur pursuant to its guarantee.

On June 21, 2005 Sobeys received a notice of reassessment from Canada Revenue Agency ("CRA") for fiscal years 1999 and 2000 related to the Goods and Services Tax ("GST"). CRA asserts that Sobeys was obliged to collect GST on sales of tobacco products to Status Indians. The total tax, interest and penalties in the reassessment was \$13.6. Sobeys has reviewed this matter, has received legal advice and believes it

was not required to collect GST. During the second quarter of fiscal 2006, Sobeys filed a Notice of Objection with CRA. Accordingly the company has not recorded in its statement of earnings any of the tax, interest or penalties in the notice of reassessment. Sobeys has deposited with CRA funds to cover the total tax, interest and penalties in the reassessment and has recorded this amount as a long-term receivable from CRA pending resolution of the matter.

In the third quarter of fiscal 2007, Sobeys was named as a defendant in a lawsuit brought by beneficiaries of a multi-employer pension plan. The lawsuit alleges mismanagement of certain pension plan investments by the trustees of the pension plan and seeks, among other remedies, payment of \$1,000.0 in damages from the trustees and the contributing employers, of which Sobeys is one of approximately 440. Sobeys played no role in the management of the pension plan and intends to contest the lawsuit. Accordingly, the Company has not recorded in its statement of earnings any amount related to this lawsuit.

The Company and certain subsidiaries are presently under audit by CRA and certain provincial taxing authorities for fiscal years 2001 through 2006. The principal matters under audit are:

- a) The tax treatment of gains realized on the sale of shares in Hannaford Bros. Co. ("Hannaford") in fiscal 2001;
- b) The tax treatment of gains realized on the sale of shares in Delhaize America Inc. in fiscal years 2001 and 2002; and
- c) The taxation of income from certain of the Company's real estate investments for fiscal years 2003 to 2006.

Reassessments have been received in respect of the sale of shares of Hannaford. In the event that the tax authorities are successful in respect of the Hannaford transaction, which the Company believes is unlikely, the maximum potential exposure in excess of provisions taken is approximately \$30.0.

The Company has appealed the reassessments in respect of the sale of Hannaford shares. The Company expects that it will be substantially successful on its appeals of each of these reassessments. The Company also believes that the ultimate resolution of these matters will not, in any event, have a material impact on earnings because it has made adequate provisions for each of these matters. Should the ultimate outcome materially differ from the provisions established, the effective tax rate and earnings of the Company could be materially affected, negatively or positively, in the period in which the matters are resolved.

The Company entered into an agreement with Crombie REIT to fund certain property redevelopments and originally issued and recorded a note payable to Crombie REIT in the amount of \$39.6 related thereto. The Company has agreed to pay for all additional costs and expenses required for the redevelopment of those properties. In the event that the redevelopment costs are less than \$39.6, the savings will be paid to the Company.

The Company has agreed to indemnify its directors and officers and particular employees in accordance with the Company's policies. The Company maintains insurance policies that may provide coverage against certain claims.

There are various claims and litigation, which the Company is involved with, arising out of the ordinary course of business operations. The Company's management does not consider the exposure to such litigation to be material, although this cannot be predicted with certainty.

# Note 20 Related Party Transactions

The Company rents premises from Crombie REIT. In addition, Crombie REIT provides administrative and management services to the Company. The rental payments are at fair value and the charges incurred for administrative and management services are on a cost recovery basis. The Company has non-interest bearing notes payable to Crombie REIT in the amount of \$33.1.

On October 2, 2006, the Company sold two commercial properties to Crombie REIT for cash proceeds of \$32.4, which was fair market value. Since the sale was to an equity accounted investment, no gain was recorded on the sale.

# Note 21 Employee Future Benefits

The company has a number of defined benefit and defined contribution plans providing pension and other retirement benefits to most of its employees.

# DEFINED CONTRIBUTION PENSION PLANS

The contributions required by the employee and the employer are specified. The employee's pension depends on what level of retirement income (for example, annuity purchase) that can be achieved with the combined total of employee and employer contributions and investment income over the period of plan membership, and the annuity purchase rates at the time of the employee's retirement.

### **DEFINED BENEFIT PENSION PLANS**

The ultimate retirement benefit is defined by a formula that provides a unit of benefit for each year of service. Employee contributions, if required, pay for part of the cost of the benefit, but the employer contributions fund the balance. The employer contributions are not specified or defined within the plan text; they are based on the result of actuarial valuations which determine the level of funding required to meet the total obligation as estimated at the time of the valuation.

The Company uses December 31 as an actuarial valuation date and April 30 as a measurement date for accounting purposes for its defined benefit pension plans.

	Most recent valuation date	Next required valuation date
Retirement	December 31,	December 31,
Pension Plan	2004	2007
Senior Management	December 31,	December 31,
Pension Plan	2004	2007

#### **DEFINED CONTRIBUTION PLANS**

The total expense and cash contributions for the Company's defined contribution plans are as follows:

2007	\$ 14.5
2006	\$ 14.2

# **DEFINED BENEFIT PLANS**

Information about the Company's defined benefits plans, in aggregate, is as follows:

	Po.	Pension nefit Plans	Po	Pension nefit Plans	Po	Other nefit Plans	Po	Other
	Dei	2007	Dei	2006	Бе	2007	ье	2006
ACCRUED BENEFIT OBLIGATION								
Balance, beginning of year	\$	269.3	\$	267.0	\$	114.1	\$	108.7
Current service cost, net of employee contributions		2.3		2.4		2.5		2.9
Interest cost		14.9		14.5		5.9		6.1
Employee contributions		0.3		0.4		-		-
Divestitures		-		(8.0)		-		(2.2)
Benefits paid		(18.6)		(20.0)		(3.8)		(3.7)
Actuarial losses (gains)		20.5		5.8		(2.1)		2.3
Balance, end of year	\$	288.7	\$	269.3	\$	116.6	\$	114.1
PLAN ASSETS								
Market value, beginning of year	\$	267.2	\$	244.4	\$	-	\$	-
Actual return on plan assets		27.9		33.0		-		-
Employer contributions		6.5		9.3		3.8		3.7
Employee contributions		0.3		0.4		-		-
Benefits paid		(18.6)		(19.9)		(3.8)		(3.7)
Market value, end of year	\$	283.3	\$	267.2	\$	-	\$	_
FUNDED STATUS								
Deficit	\$	(5.4)	\$	(2.1)	\$	(116.6)	\$	(114.1)
Unamortized past service cost		0.5		0.7		1.0		1.1
Unamortized actuarial losses		47.6		37.6		13.5		15.7
Accrued benefit asset (liability)	\$	42.7	\$	36.2	\$	(102.1)	\$	(97.3)
EXPENSE								
Current service cost	\$	2.3	\$	2.5	\$	2.5	\$	2.9
Interest cost		14.9		14.5		5.9		6.1
Actual return on plan assets		(27.9)		(33.0)		-		-
Actuarial losses (gains)		20.4		5.8		(2.1)		2.3
Expense (income) before adjustments		9.7		(10.2)		6.3		11.3
Expected vs actual return on plan assets		9.4		16.0		-		-
Recognized vs actual past service costs		0.2		0.2		0.1		0.1
Recognized vs actual actuarial (gains) losses		(19.3)		(3.9)		2.2		(3.5)
Net expenses	\$	_	\$	2.1	\$	8.6	\$	7.9
CLASSIFICATION OF ACCRUED								
BENEFIT ASSET (LIABILITY)								
Other assets	\$	68.4	\$	60.8	\$	_	\$	-
Other liabilities		(25.7)		(24.6)		(102.1)		(97.3)
Accrued benefit asset (liability)	\$	42.7	\$	36.2	\$	(102.1)	\$	(97.3)
-								

Included in the above accrued benefit obligation at year-end are the following amounts in respect of plans that are not funded:

	Pension			Pension		Other		Other
	Bene	efit Plans	Bene	efit Plans	Ber	efit Plans	Ben	efit Plans
		2007		2006		2007		2006
Accrued benefit obligation	\$	20.9	\$	19.9	\$	102.1	\$	97.3

The significant actuarial assumptions adopted in measuring the Company's accrued benefit obligations are as follows (weighted-average assumptions as of May 5, 2007):

	Pension Benefit Plans 2007	Pension Benefit Plans 2006	Other Benefit Plans 2007	Other Benefit Plans 2006
Discount rate	5.00%	5.50%	5.25%	5.50%
Expected long-term rate of return on plan assets	7.00%	7.00%		
Rate of compensation increase	4.00%	4.00%		

For measurement purposes, a 10% fiscal 2007 annual rate of increase in the per capita cost of covered health care benefits was assumed. The cumulative rate expectation to 2016 is 5%. The expected average remaining service period of the active employees covered by the pension benefit plans ranges from 11 to 13 years with a weighted average of 11 years at year end. The expected average remaining service period of the active employees covered by the other benefit plans range from 12 to 16 years with a weighted average of 16 years at year end.

The table below outlines the sensitivity of the fiscal 2007 key economic assumptions used in measuring the accrued benefit plan obligations and related expenses of the Company's pension and other benefit plans. The sensitivity of each key assumption has been calculated independently. Changes to more than one assumption simultaneously may amplify or reduce impact on the accrued benefit obligations or benefit plan expenses.

	Pension Plans					Other Be	enefit Plans		
		Benefit Obligations		Benefit Cost <sup>(1)</sup>		Benefit Obligations		Benefit Cost <sup>(1)</sup>	
Expected long term rate of return on plan assets				7.00%					
Impact of: 1% increase			\$	(2.8)					
1% decrease			\$	2.8					
Discount rate		5.00%		5.00%		5.25%		5.25%	
Impact of: 1% increase	\$	(32.6)	\$	0.4	\$	(17.2)	\$	(0.6)	
1% decrease	\$	36.7	\$	(8.0)	\$	20.7	\$	0.7	
Growth rate of health costs (2)						10.00%		10.00%	
Impact of: 1% increase					\$	17.4	\$	1.8	
1% decrease					\$	(13.6)	\$	(1.3)	

<sup>(1)</sup> Reflects the impact on the current service cost, the interest cost and the expected return on assets.

<sup>(2)</sup> Gradually decreasing to 5.0% in 2016 and remaining at that level thereafter.

The asset mix of the defined benefit pension plans as at year end is as follows:

2007	2006
Cash and short-term investments 2.43%	3.32%
Bonds, debenture, fixed income pooled funds and real estate funds  18.20%	17.92%
Equities and pooled equities fund 78.55%	77.91%
Accrued interest and dividends 0.22%	0.20%
Foreign currency hedges 0.60%	0.65%
Total investments 100.00%	100.00%

Within these securities are investments in Empire Company Limited. The market value of these shares at year end are as follows:

		% of plan		% of plan
	2007	assets	2006	assets
\$	92.2	9.3%	\$ 93.4	10.2%

# Note 22 Business Acquisitions

### SOBEYS

During fiscal 2007, the Company increased its ownership interest in Sobeys from 70.3% to 72.1% by way of purchase of shares on the open market. The acquisition was accounted using the purchase method with operating results being included in the consolidated financial statements from the date of each share acquisition. The cash consideration paid was \$48.6, goodwill increased by \$13.0 and minority interest decreased by \$35.6.

During fiscal 2006, the Company increased its ownership interest in Sobeys from 68.4% to 70.3% by way of purchase of shares on the open market. The acquisition was accounted using the purchase method with operating results being included in the consolidated financial statements from the date of each share acquisition. The cash consideration paid was \$49.5, goodwill increased by \$13.2 and minority interest decreased by \$36.3.

#### **OTHER ACQUISITIONS**

During fiscal 2007, Sobeys acquired franchisee stores and prescription files as part of its normal course of operations for total cash consideration of \$16.7. The acquisitions were accounted using the purchase method with net identifiable assets recorded at \$15.8 (including intangible assets of \$8.2) and goodwill recorded at \$0.9.

On August 27, 2006, Sobeys acquired substantially all of the food distribution assets of Achille de la Chevrotière Ltée and its associated companies ("ADL") for an amount of \$79.2. The assets acquired include 25 owned or franchised retail store operations, other wholesale supply agreements and distribution facilities in Rouyn-Noranda, Québec. Sixteen of the franchised retail store operations are considered VIEs under the Company's policy (see Note 27). They have been included in the consolidated results of the Company. The acquisition was accounted using the purchase method with the results of ADL being consolidated since the acquisition date. During the third quarter, management carried out a detailed analysis and changes were made to the preliminary allocation of the excess consideration paid over net assets acquired as disclosed in the second quarter. The measurement and allocation of intangible assets was also

completed and amended from \$21.5 to \$6.8. As a result goodwill was adjusted from \$21.7 to \$41.3 to reflect the finalized valuation of ADL. The final purchase price allocation, which has incorporated management's assessment of fair value, is as follows:

Consideration	
Cash	\$ 75.8
Acquisition costs	3.4
Total consideration paid	79.2
Net assets acquired	······································
Current assets	28.0
Long term assets	27.7
Current liabilities assumed	(20.0)
Long term liabilities assumed	(4.6)
Total net assets acquired	31.1
Excess consideration paid over	······································
net assets acquired	\$ 48.1
Allocation of excess consideration paid	
over net assets acquired	
Intangible assets	\$ 6.8
Goodwill	41.3
	\$ 48.1

During fiscal 2006, Sobeys acquired franchisee stores and prescription files as part of its normal course of operations for total cash consideration of \$5.3. The acquisitions were accounted using the purchase method with net identifiable assets recorded at \$5.0 (including intangible assets of \$1.2) and goodwill recorded at \$0.3.

On September 30, 2005, ETL Canada Holdings Limited (a subsidiary of the Company) acquired 27 theatres with 202 screens located in Ontario and Western Canada from Cineplex Galaxy LP. On October 21, 2005 ETL Canada Holdings Limited further acquired one theatre with four screens in Western Canada from Motion Picture Distribution LP. The total cash consideration of the acquisitions was \$87.8. The acquisitions were accounted using the purchase method with net identifiable assets recorded at \$51.5 (including intangible assets of \$6.0) and goodwill recorded at \$36.3.

#### **DEFERRED SHARE UNITS**

Members of the Board of Directors may elect to receive all or any portion of their fees in Deferred Share Units ("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 director's fee payment date. Additional DSUs are received as dividend equivalents. DSUs cannot be redeemed for cash until the holder is no longer a director of the Company. The redemption value of a DSU equals the market value of an Empire Company Limited Non-Voting Class A share at the time of the 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 in the DSU obligation as an operating expense. At May 5, 2007, there were 66,435 (May 6, 2006 - 60,470) DSUs outstanding. During the year, the stock-based compensation expense was \$0.6 (2006 - \$1.0).

# SHARE PURCHASE LOANS

The Company has a Share Purchase Loan plan for employees of the Company whereby loans are granted to purchase Non-Voting Class A Shares. These loans have been treated as stock-based compensation in accordance with EIC Abstract 132.

The compensation cost relating to the fiscal 2007 Share Purchase Loans was determined to be \$0.2 (2006 – \$0.2) with amortization of the cost over 7 years. The total increase in contributed surplus in relation to the Share Purchase Loan compensation cost for fiscal 2007 is \$0.1 (2006 – \$0.2). The contributed surplus balance was reduced by \$0.1 in relation to shares issued under the Share Purchase Loan that have been treated as stock-based compensation that became fully vested with the employee during fiscal 2007. Shares become vested when the employees' outstanding loan balance is reduced. The compensation cost was calculated using the Black-Scholes model with the following assumptions:

	2007	2006
Expected life	7 years	7 years
Risk-free interest rate	4.40%	4.25%
Expected volatility	19.7%	21.8%
Dividend yield	1.4%	1.5%

# Note 24 Business Rationalization Costs

During the third quarter of fiscal 2007, Sobeys completed a rationalization of administrative functions in Atlantic Canada. Sobeys also began to incur costs associated with the development of a new grocery distribution centre in Vaughan, Ontario. These costs primarily relate to severance in both the Atlantic and Ontario regions along with fixed asset and inventory write-offs. In the fourth quarter of fiscal 2007, Sobeys also recorded rationalization costs related to its Québec distribution

network. Sobeys expects to incur additional administrative rationalization costs in the first half of fiscal 2008 enabled by its continuing business process and system initiative. The dollar value of these additional costs will be quantified and disclosed in the first quarter of fiscal 2008. The costs associated with the organizational change are recorded as incurred as cost of sales, selling and administrative expenses in the statement of earnings, as follows:

	_	eginning Liability	Incurred	Paid Vritten off	Ending Liability	Anti	icipated	Total
Severance					 			 
Atlantic	\$	_	\$ 4.7	\$ 1.5	\$ 3.2	\$	_	\$ 4.7
Ontario		_	5.3	0.7	4.6		_	5.3
Québec		_	4.3	_	4.3		_	4.3
Other costs		_	1.1	1.1	-		-	1.1
		_	15.4	3.3	12.1		_	 15.4
Asset write-offs		_	3.4	3.4	_		_	3.4
	\$	_	\$ 18.8	\$ 6.7	\$ 12.1	\$	_	\$ 18.8

# Note 25 Vendor Allowances

The Company receives allowances from certain vendors whose products are purchased for resale. Included in these vendor programs are allowances for volume purchases, exclusivity allowances, listing fees and other allowances. The Company recognizes these allowances as a reduction of cost of sales, selling and administrative expenses and related inventories in accordance with EIC-144. Certain allowances from vendors are

contingent on the Company achieving minimum purchase levels. These allowances are recognized when it is probable that the minimum purchase level will be met, and the amount of allowance can be estimated. As of the year ended May 5, 2007, the Company has recognized \$2.4 (2006 – \$3.5) of allowances in income where it is probable that the minimum purchase level will be met and the amount of allowance can be estimated.

#### Note 26 Variable Interest Entities

Variable interest entities are defined under Accounting Guideline ("AcG")-15, "Consolidation of Variable Interest Entities", as entities that do not have sufficient equity at risk to finance their activities without additional subordinated financial support, or where the equity holders lack the overall characteristics of a controlling financial interest. The guideline requires that the VIE be consolidated with the financial results of the entity deemed to be the primary beneficiary of the VIE's expected losses and its expected residual returns.

The Company implemented AcG-15 on May 7, 2005 retroactively without restatement of prior periods. Entities that have been identified as meeting the characteristics of a VIE were consolidated in the Company's results effective for the fourth quarter of fiscal 2005.

The Company has identified the following entities as VIEs:

#### **FRANCHISE AFFILIATES**

The Company has identified 271 (May 6, 2006 – 300) franchise affiliate stores whose franchise agreements result in the Company being deemed the primary beneficiary of the entity according to AcG-15. The results for these entities were consolidated with the results of the Company.

# WAREHOUSE AND DISTRIBUTION AGREEMENT

The Company has an agreement with an independent entity to provide warehouse and distribution services for one of its distribution centres. The terms of the agreement with this entity require the Company to consolidate its results with those of the Company pursuant to AcG-15.

The Company has consolidated the results of these franchise affiliates and the entity providing warehouse and distribution services effective at the fourth quarter of fiscal 2005.

In the prior year, a charge of \$3.6 (net of minority interest of \$1.9) to retained earnings was required to reflect additional minority interest in the VIEs.

# Note 27 Subsequent Events

(a) On April 26, 2007, the Company and Sobeys jointly announced that they had entered into an arrangement agreement ("the Arrangement") pursuant to which the Company would acquire all of the outstanding common shares of Sobeys that it did not then own at a price of \$58.00 per share. The transaction valued the Sobeys shares not then owned by the Company at approximately \$1.06 billion.

The Arrangement required various approvals to comply with applicable corporate and securities laws: The Sobeys shareholders approved the Arrangement at a special shareholders' meeting held on June 9, 2007 by the requisite majority; the Supreme Court of Nova Scotia gave its sanction to the Arrangement on June 13, 2007; the Arrangement became effective upon registration of the final Court order with the Nova Scotia Registry of Joint Stock Companies at the close of business on June 15, 2007, at which time the Company acquired all the outstanding shares of Sobeys that it did not previously own. Subsequently, the Sobeys common shares ceased trading on the Toronto Stock Exchange, and were de-listed at the close of business on June 18, 2007.

The acquisition was financed by funds of \$278.0, received primarily from sale of certain portfolio investments, and by advances of \$784.0 under new credit facilities (the "Credit Facilities"). The Credit Facilities consist of a \$950.0 unsecured revolving credit maturing on June 8, 2010 (subject to annual extensions at the request of the Company) and a \$50.0 unsecured non-revolving credit maturing June 30, 2007. The Credit Facilities are subject to certain financial covenants. Interest on the debt varies based on the designation of the loan (bankers' acceptances ("BA") rate loans, Canadian prime rate loans, U.S. base rate loans or LIBOR loans), fluctuations in the underlying rates, and in the case of the BA rate loans or LIBOR loans, the margin applicable to the financial covenants.

On June 18, 2007, the Company entered into two delayed fixed rate interest swaps. The first swap in an amount of \$200.0 is for a period of three years at a fixed interest rate of 5.00%. The second swap in an amount of \$200.0 is for a period of five years at a fixed interest rate of 5.05%. Both swaps became effective on July 23, 2007.

On June 27, 2007, pursuant to the terms of the Credit Facilities, Empire and Sobeys filed notice with the lenders requesting the establishment of a new \$300.0 million five-year credit facility in favour of Sobeys at the same interest rate as the Credit Facilities. On July 23, 2007, Sobeys drew down \$300.0 million from the new credit facility, the proceeds of which were used to pay a dividend to Empire. Empire used the proceeds from the dividend to reduce its indebtedness under the Credit Facilities and the Credit Facilities were reduced accordingly. On that date, Empire transferred the second swap to Sobeys.

(b) On July 16, 2007, the Company announced that Sobeys and Thrifty Foods ("Thrifty") have entered into an agreement that will see Sobeys purchase the British Columbia-based grocery retailer. The transaction is based on an enterprise value of \$260.0 and is subject to adjustments for, among other items, assumed liabilities and working capital at closing. Thrifty's business includes 20 full-service supermarkets, a main distribution centre and a wholesale division on Vancouver Island and the lower mainland of British Columbia. The deal is expected to close during the Company's second quarter following receipt of regulatory approval and completion of due diligence. The transaction is expected to be financed with cash and available banking facilities.

# Note 28 Comparative Figures

Comparative figures have been reclassified, where necessary, to reflect the current year's presentation and to record the effects of retroactive application of certain new accounting standards.

# Eleven-Year Financial Review

Years Ended <sup>(1)</sup>	2007	2006	2005	2004	
		Restated		Restated	
FINANCIAL RESULTS (\$ in millions; except ROE)					
Revenue	\$ 13,366.7	\$ 13,063.6	\$ 12,435.2	\$ 11,284.0	
Operating income	440.3	491.4	463.7	422.8	
Interest expense	60.1	83.8	86.7	92.4	
Income taxes	120.2	153.1	131.2	111.0	
Minority interest	57.0	67.1	63.6	58.5	
Earnings from continuing operations before					
net capital gains and other items	204.4	202.0	182.9	163.3	
Earnings from discontinued operations (2)	-	_	_	_	
Operating earnings (3)	204.4	202.0	182.9	163.3	
Capital gains (losses) and other items, net of tax	5.7	94.8	3.7	9.2	
Net earnings	210.1	296.8	186.6	172.5	
Return on equity	10.3%	16.2%	11.4%	11.6%	
FINANCIAL POSITION (\$ in millions)					
Total assets	5,224.9	5,051.5	4,929.2	4,679.7	
Long-term debt (excluding current portion)	792.6	707.3	727.4	913.0	
Shareholders' equity	2,135.4	1,965.2	1,709.0	1,567.6	
PER SHARE DATA ON A FULLY DILUTED BASIS (	\$ per share)				
Operating earnings	3.10	3.07	2.78	2.47	
Capital gains (losses) and other items, net of tax	0.09	1.44	0.05	0.14	
Net earnings	3.19	4.51	2.83	2.61	
Dividends					
Non-Voting Class A shares	0.600	0.560	0.480	0.400	
Class B common shares	0.600	0.560	0.480	0.400	
Book value	32.37	29.77	25.87	23.67	
SHARE PRICE, NON-VOTING CLASS A SHARES	(\$ per share)				
High	45.25	44.35	38.00	29.50	
Low	39.49	33.37	24.25	23.10	
Close	42.33	43.29	36.66	26.65	
Diluted weighted average number of					
shares outstanding (in millions)	65.7	65.7	65.7	65.8	

<sup>(1)</sup> Fiscal years ended April 30th except fiscal 2005, which ended May 7, 2005, fiscal 2006, which ended May 6, 2006 and fiscal 2007 which ended May 5, 2007, reflecting a change in fiscal year end to the first Saturday in May, consistent with the fiscal year end of Sobeys Inc.

<sup>(2)</sup> Discontinued operations reflect the financial contribution of SERCA Foodservice operations, which was sold at the end of 2002.

<sup>(3)</sup> Operating earnings equals net earnings before capital gains (losses) and other items.

1997	 1998	1999	2000	2001	 2002	2003	2	
						Restated	Res	
3,149.7	\$ 2,912.2	\$ 5,362.7	\$ 9,100.1	\$ 9,331.1	\$ 9,926.5	624.2 \$	\$ 10,65	
114.2	108.6	184.4	309.7	341.1	416.2	444.4	4.	
79.2	76.8	112.6	159.6	145.8	111.6	93.7	(	
16.9	17.9	49.1	68.1	131.9	104.8	120.0	1:	
0.4	-	9.2	32.9	34.3	50.0	67.5		
51.5	56.1	59.0	78.8	78.5	123.5	159.3	15	
-	8.1	1.1	5.9	10.0	8.7	-		
51.5	64.2	60.1	84.7	88.5	132.2	159.3	15	
1.4	23.6	74.9	2.1	491.5	63.7	(6.0)		
52.9	87.8	135.0	86.8	580.0	195.9	153.3	15	
11.9%	 17.9%	21.7%	13.3%	69.1%	 16.4%	11.4%	11	
1,797.4	1,907.2	4,023.5	4,171.0	4,254.3	4,318.0	519.3	,	
606.8	616.5	1,391.8	1,332.0	1,107.2	975.0	923.1		
479.6	 558.3	737.5	602.8	1,115.0	 1,290.6	418.5	1,4	
0.65	0.85	0.78	1.10	1.33	2.00	2.42		
0.02	0.32	1.00	0.03	7.49	0.97	(0.09)		
0.67	1.17	1.78	1.13	8.82	2.97	2.33		
0.110	0.121	0.136	0.140	0.170	0.214	0.330	0.	
0.090	0.116	0.136	0.140	0.170	0.214	0.330	0.	
5.93	 7.06	9.03	8.73	16.82	 19.47	21.41	2	
7.85	14.25	16.27	16.98	18.25	33.30	33.25		
6.13	7.80	12.50	12.33	13.88	15.75	23.70		
7.85	13.63	13.00	16.05	17.00	28.88	23.85	2:	
74.0	73.9	75.0	75.6	65.6	65.7	65.8		

# Glossary

### ADJUSTED DEBT

Funded debt plus capitalized value of operating lease payments, which is calculated as six times net annual operating lease payments

#### **ADJUSTED DEBT TO CAPITAL**

Adjusted debt divided by the sum of adjusted debt and shareholders' equity

#### **BOOK VALUE PER SHARE**

Shareholders' equity less preferred shares divided by Non-Voting Class A shares and Class B common shares outstanding

#### **CAPITAL EXPENDITURE**

Payments made for the acquisition of property and equipment

#### **COMPANY-WIDE CAPITAL EXPENDITURES**

Total investment in property and equipment, which includes investment financed by the Company, third party operating leases, landlords and franchise affiliates

#### **EBITDA**

Operating income plus depreciation and amortization

# **EXPANDED STORES**

Stores that undergo construction resulting in a square footage increase during the year

# **FUNDED DEBT**

All interest bearing debt, which includes bank loans, bankers' acceptances, long-term debt and liabilities relating to assets held for sale

### **FUNDS FROM OPERATIONS**

Operating earnings plus depreciation

#### HEDGE

A financial instrument used to manage foreign exchange or interest rate risk by making a transaction which offsets the existing position

# INTEREST COVERAGE

Operating income divided by interest expense

### **LETTERS OF CREDIT**

Financial instruments issued by a financial institution to guarantee the Company's payments to a third party

#### **NET DEBT TO TOTAL CAPITAL**

Funded debt less cash and cash equivalents divided by funded debt less cash and cash equivalents plus shareholders' equity

### ON BALANCE SHEET INVESTMENT

The Company's investment in property and equipment that is recorded on the balance sheet

#### **OPERATING EARNINGS**

Net earnings before capital gains (losses) and other items, net of tax

# **OPERATING INCOME**

Operating earnings before minority interest, interest expense and income taxes

#### **OPERATING MARGIN**

Operating income divided by sales

#### **PRIVATE LABEL**

A brand of products that is marketed, distributed and owned by the Company

# RENOVATED STORES

Stores that undergo construction, resulting in no increase in square footage

#### RETURN ON EQUITY

Net earnings divided by average shareholders' equity

## **SAME-STORE SALES**

Sales from stores in the same location in both reporting periods

# TOTAL CAPITAL

Funded debt plus shareholders' equity

### **VIE (VARIABLE INTEREST ENTITY)**

An entity that does not have sufficient equity at risk to finance its activities without additional subordinated financial support, or where the equity holders lack the overall characteristics of a controlling financial interest

#### **WEIGHTED AVERAGE NUMBER OF SHARES**

Number of Non-Voting Class A shares plus Class B common shares outstanding adjusted to take into account the time the shares are outstanding in the reporting period

# Shareholder and Investor Information

#### **EMPIRE COMPANY LIMITED**

Head Office: 115 King St. Stellarton, Nova Scotia BOK 1S0

Telephone: (902) 755-4440 Fax: (902) 755-6477 Website: www.empireco.ca

### **INVESTOR RELATIONS AND INQUIRIES**

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

Stewart H. Mahoney, CFA

Vice President, Treasury and Investor Relations

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, CIBC Mellon Trust Company.

### SHAREHOLDERS' ANNUAL GENERAL MEETING

September 12, 2007 at 11:00 a.m. (ADT) Empire Studio 7 Cinemas 610 East River Road New Glasgow, Nova Scotia

# SUBSIDIARY COMPANY WEB ADDRESSES

www.sobeys.com www.empiretheatres.com

## STOCK EXCHANGE LISTING

The Toronto Stock Exchange

#### STOCK SYMBOLS

Non-Voting Class A shares – EMP.A Preferred shares: Series 2 – EMP.PR.B

#### **AVERAGE DAILY TRADING VOLUME (TSX)**

28,814

# COMMON DIVIDEND RECORD AND PAYMENT DATES FOR FISCAL 2008

RECORD DATE	PAYMENT DATE
July 16, 2007	July 31, 2007
October 15, 2007*	October 31, 2007
January 14, 2008*	January 31, 2008
April 14, 2008*	April 30, 2008

<sup>\*</sup>Subject to the approval of the Board of Directors

#### **OUTSTANDING SHARES**

AS OF JUNE 28, 2007

Non-Voting Class A shares Class B common shares, voting 31,174,037 34,560,763

#### TRANSFER AGENT

CIBC Mellon Trust Company Investor Correspondence P.O. Box 7010 Adelaide Street Postal Station Toronto, Ontario M5C 2W9

Telephone: (800) 387-0825 Email: enquires@cibcmellon.com

#### **BANKERS**

Bank of Montreal
Bank of Nova Scotia
Bank of Tokyo-Mitsubishi
Canadian Imperial Bank of Commerce
National Bank of Canada
Rabobank
Royal Bank of Canada
TD Canada Trust

# SOLICITORS

Stewart McKelvey Halifax, Nova Scotia

### **AUDITORS**

Grant Thornton, LLP New Glasgow, Nova Scotia

#### **MULTIPLE MAILINGS**

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





www.empireco.ca



