



#### **Cautionary notice**

This communication includes forward-looking statements. All statements other than statements of historical facts may be forward-looking statements. Words and expressions such as remains, committed, uncertainty, will, continue, subject to, continuing, targets, priorities, next 4 years, transformation, enhance, long-term, strategy, accelerating, maintains, further, forward, 2040, constant, expected, fully on track, due course, ambitions, propose, outlook, goal, forecasting or other similar words or expressions are typically used to identify forward-looking statements.

Forward-looking statements are subject to risks, uncertainties and other factors that are difficult to predict and that may cause the actual results of Koninklijke Ahold Delhaize N.V. (the "Company") to differ materially from future results expressed or implied by such forward-looking statements. Such factors include, but are not limited to. risks relating to the Company's inability to successfully implement its strategy, manage the growth of its business or realize the anticipated benefits of acquisitions; risks relating to competition and pressure on profit margins in the food retail industry; the impact of economic conditions on consumer spending; turbulence in the global capital markets; political developments, natural disasters and pandemics; climate change; raw material scarcity and human rights developments in the supply chain; disruption of operations and other factors negatively affecting the Company's suppliers; the unsuccessful operation of the Company's franchised and affiliated stores; changes in supplier terms and the inability to pass on cost increases to prices; risks related to environmental, social and governance matters (including performance) and sustainable retailing; food safety issues resulting in product liability claims and adverse publicity; environmental liabilities associated with the properties that the Company owns or leases; competitive labor markets, changes in labor conditions and labor disruptions; increases in costs associated with the Company's defined benefit pension plans; the failure or breach of security of IT systems; the Company's inability to successfully complete divestitures and the effect of contingent liabilities arising from completed divestitures; antitrust and similar legislation; unexpected outcomes in the Company's legal proceedings; additional expenses or capital expenditures associated with compliance with federal, regional, state and local laws and regulations; unexpected outcomes with respect to tax audits; the impact of the Company's outstanding financial debt; the Company's ability to generate positive cash flows; fluctuation in interest rates; the change in reference interest rate; the impact of downgrades of the Company's credit ratings and the associated increase in the Company's cost of borrowing; exchange rate fluctuations; inherent limitations in the Company's control systems; changes in accounting standards; adverse results arising from the Company's claims against its self-insurance program; the Company's inability to locate appropriate real estate or enter into real estate leases on commercially acceptable terms; and other factors discussed in the Company's public filings and other disclosures. Forward-looking statements reflect the current views of the Company's management and assumptions based on information currently available to the Company's management. Forward-looking statements speak only as of the date they are made, and the Company does not assume any obligation to update such statements, except as required by law.



## Welcome

JP O'Meara

SVP Investor Relations







#### Giving back to our communities









































#### Performance Review: Key Highlights

Key Finar	ncial Targets	Target 2021	Results in 2021
<b>9</b>	Group underlying operating margin	≥ 4.0%	4.48
Ø	Diluted underlying eps growth <sup>l</sup>	Mid-to-high single- digit % vs. 2019	28.8%
1	Capital expenditures, net <sup>2</sup>	~ €2.2 billion	€2.3 billion
<b>6</b>	Free cash flow <sup>2</sup>	~ €l.6 billion	€I.6 billion
%	Dividend payout ratio <sup>3</sup>	40-50% and yoy increase in dividend per share	428
(Table 1)	Share buyback <sup>3</sup>	€l billion	€l billion

Diluted Underlying EPS growth of 2022 is shown versus 2021
 Target excludes M&A; actuals show reported capex.
 Management remains committed to the share buyback and dividend program, but given the uncertainty caused by COVID-19, they will continue to monitor macro-economic developments. The program is also subject to changes in corporate activities, such as material M&A activity. The dividend payout ratio for results in 2021 is calculated as a percentage of underlying income from continuing operations on a 52-week basis.

Targets are based on previous year's full year results unless stated otherwise.



## Our omnichannel customer value proposition is at the core of how our brands grow





#### 4 priorities for the next 4 years

#### For customers

Serve customers with deeper (digital) relationships

#### For operations

Accelerate the omnichannel transformation δ continue to be the best local operators

#### For H&S

Lead the transformation into a healthy δ sustainable food system

#### For our portfolio

Create the ecosystem for smarter customer journeys

Ahold Delhaize - Investor Day 2021



## Highlights: Customer Priority



## Create a uniquely local omnichannel customer experience for every brand

- Launched Albert Heijn Premium Loyalty subscription program; already >300,000 customers
- Giant Food soft-launched Ship2Me, an online marketplace solution, initially offering an additional ~40,000 general merchandise and food items
- Delhaize starts first in-store kitchen in collaboration with Tastyoo
- In CZ, Albert expanded their eCommerce service to greater Brno and Olomouc
- Optimized urban store format translated from Europe to the US
- US brands added 59 click δ collect points added in Q4, to a total of 1,386



### Outlook: Customer Priority



## Create a uniquely local omnichannel customer experience for every brand

- Completing roll out Albert Heijn To Go at 100 BP gas stations
- Alfa Beta successfully opened its (OOth AB Shop & Go store, aspiring to grow with another 45 stores in 2022
- Full national launch of "My Maxi" loyalty app at Delhaize
   Serbia in QI 2022, following successful pilot
- The GIANT Company partners with Instacart on instant delivery from all stores



## Highlights: Operational Priority



Enhance the long-term durability of our strategy by building scale and accelerating the omnichannel transformation

- Opened our new eCommerce fulfillment facility in the Philadelphia market at The GIANT Company, scaling learnings to EU in 2022
- Machine Learning based store optimization tool for store managers at Albert Heijn
- Proprietary network optimization engine rolled out in the US, leveraging predictive analytics, scaling to Europe in 9099



## Outlook: Operational Priority



## Enhance the long-term durability of our strategy by building scale and accelerating the omnichannel transformation

- In cross-EU collaboration, we are finalizing the roll-out of Price and Assortment optimization tooling at all our Europe brands with promo to follow in 2022
- U.S. network transformed to 85% in-house full self-distribution by end of 2022, two fully automated frozen facilities live beginning of 2023; 100% integrated, self-distributed US supply chain network by 2024
- Prism eCommerce platform servicing all US brands by 2023
- By 2O24, >8O% of stores in EU will have ESL and >7O% will have self-checkout, and scaling across US



## Outlook: Portfolio priority



## Create the ecosystem for smarter customer journeys

- Bol.com is cornerstone of our Winning in Benelux strategy announced at Investor Day
- For 2022, the sub-IPO of bol.com is one of our top priorities
- Benelux eCommerce market highly attractive with Total Addressable Market (including VAT) estimated to increase from €46 billion in 2021 to €63 billion in 2025 according to Euromonitor
- With a Gross Merchandise Value (including VAT) of over €6.5
   billion, bol.com has significant headroom to grow
- Additional highly attractive growth to come from new services in advertising and logistics, with Benelux Digital Advertising market currently estimated to have a Total Addressable Market of just under €5 billion



#### Highlights: Healthy & Sustainable



#### Lead the transformation into a healthy **& sustainable** food system

- Ahold Delhaize achieves "AA" MSCI ESG 2021 ranking
- Ahold Delhaize maintains position as a world leader in the DJSI ranking, second in the world
- **Hannaford** became the first large-scale supermarket chain in the Northeast United States to achieve zero food waste to landfills
- Albert Heijn launched Foodfirst lifestyle Coach app
- **Delhaize** is committed to sustainability, and this now also applies to its fish range, by working with local Belgian sea fishermen as much as possible, ensuring that its entire range is now CO2 neutral
- Ahold Delhaize accelerates net-zero target to 2040 for direct carbon emissions



Sustainability Indices Powered by the S&P Global CSA



#### Outlook: Healthy & Sustainable



## Lead the transformation into a **healthy** & sustainable food system

Own brand healthy food sales

>55% By 2025 Carbon emissions in own operations to net-

By 2040

Carbon emissions in full business net-

ZERO By 2050

Food waste reduction

**-50**<sup>8</sup>

By 2016-2030

Recyclable, reusable or compostable own brand plastic product packaging

100%

#### Ahold Delhaize

# 2022 Outlook reflects positive comparable sales growth

Well set up to manage inflation through "shouldcost" models, attractive private label assortment, good promotions and loyalty programmes







#### **Q4** Underlying Performance

















#### **Q4 IFRS-reported results**



Operating margin

Operating income 4.48 € 895 Million vs LY constant rates NM vs LY constant rates 4.6 pts

Online Sales € 2,176 vs LY constant rates





NM: Not meaningful, as Q42020 Group operating income and income from continuing operations at constant rates were losses, and diluted EPS was negative in Q42020



#### Full year 2021 underlying performance

Net sales

€ 75,601

vs LY constant rates 3.3

Comparable Sales Growth excl. gas

2.38

U.S. 1.98 E.U. 2.88 Net Consumer Online Sales

€ 10,401

vs LY constant rates 38.28

Underlying operating income

€ 3,331

vs LY constant rates (4.5)

Underlying operating margin

4.48

vs LY constant rates (O.4) pts

Underlying Income from continuing operations

€ 2,262

vs LY constant rates (4.08)

Diluted Underlying

€ 2.19

vs LY constant rates (-0.5%)

<sup>.</sup> For comparable information on a 13/52-week basis, refer to section Pro forma information; financial data on a 13/52-week basis in the appendix slide 34

Net consumer online sales is defined as online sales including sales of third parties via bol.com's Plaza. Net consumer online sales excludes Value Added Tax (VAT). Ahold Delhaize's management believes that this measure provides more insight into the growth of our online businesses.



#### Full year 2021 IFRS-reported results



Online sales<sup>1/2</sup> **7,704**in million

vs LY constant rates 40.18

IFRS reported operating income

€ 3,320

in million

vs LY constant rates 62.28

IFRS reported operating margin

4.4.6

vs LY constant rates 1.6pts

Income from continuing operations

2,246

in million

vs LY constant rates 72.78

Diluted EPS

£ 2.17

vs LY constant rates 79.08

For comparable information on a 13/52-week basis, refer to section Pro forma information: financial data on a 13/52-week basis in the appendix slide 38

<sup>.</sup> Online sales are net sales generated through electronic ordering by the final customer at the fair value of the consideration received or receivable. Online sales includes both business-to-consumer and business-to-business sales as long as the purchaser is the end user, sales generated through third-party platforms (e.g., price markups), fees and commissions when Ahold Delhaize acts as an agent. Online sales excludes Value Added Tax (VAT).



#### Two-year comparable sales stack<sup>1</sup> in Q4

Value above the bar is 2-year comparable sales ex-gas stack; within



**Europe** 





<sup>&</sup>lt;sup>1</sup>Two-year comparable sales stack is the comparable sales growth excluding gasoline in the current year period added to the comparable sales growth excluding gasoline in the prior year period. This measure may be helpful to improve the understanding of trends in periods that are affected by variations in prior year growth rates.



#### 2020

#### Adjusting for the effects of weather and calendar

helpful to improve the understanding of trends in periods that are affected by variations in prior year growth rates

Q4 2021 two-year comparable sales stack maintained mid double-digit rates in the U.S., and accelerated in Europe



. Adjustments exclude U.S. calendar shift and weather impacts OI 2020, and 03 2021 periods; excludes lapping effect of Stop & Shop strike in Q2 2020; excludes Europe calendar shift impacts OI 2021, and OI 2020, and Q2 2020; excludes Europe weather impacts of Q3 2021

Two-year comparable sales stack is the comparable sales growth excluding agosline in the prior year period. This measure may be



#### **Highlights: United States**

- Net sales grew 1.5% at constant rates, 5.9% at actual rates to €13.8 billion. Excluding last year's 53rd week, fourth quarter net sales grew by 9.2% at constant exchange rates
- 30.5% online sales growth in Q4 (constant rates); Excluding the Fresh Direct acquisition, U.S. online sales grew 7.5% in Q4 2021 (constant rates), building on top of the significant 128.5% growth in the same quarter last year
- Opened our new ecommerce fulfillment facility in the Philadelphia market at The GIANT Company
- Completed 19 Stop & Shop remodels in Q4 bringing total remodeled stores in 2O2I to 55; remodeled stores continue to exceed sales expectations
- 59 click δ collect points added in Q4; ended the year with 1,386 click
   δ collect locations in the U.S.
- Food Lion achieved its 37<sup>th</sup> consecutive quarter of positive comparable sales growth; The 71 stores added in early 2021 continue to exceed sales expectations









#### Highlights: Europe

- Net sales in the fourth quarter decreased 1.9% at constant exchange rates and by 1.5% at actual rates to €8 billion. Excluding last year's 53rd week, Q4 net sales in Europe grew by 3.0% at constant exchange rates.
- Q4 market share gains in the Benelux, market share remained stable in CSE
- 7.4% net consumer online sales growth in Q4, on top of 73.4% growth in the prior year
- Albert Heijn completed its remaining remodeling of the 38 stores acquired from DEEN to the new AH fresh format
- Albert Heijn To Go introduced at 86 BP fueling station locations
- In CZ, Albert expanded their eCommerce service to greater Brno and Olomouc, and moved in-store pick to the first HSC, with further HSC updates end 2022, based on EU scaling and sharing
- In cross-EU collaboration, we are finalizing the roll-out of Price and Assortment optimization tooling at all our EU brands with Promo to follow in 2022







#### Highlights: bol.com

- Bol.com grew net consumer online sales growth by 7.8% in 0.4; on top of 69.6% growth in the year ago period
- **Bol.com** added approximately I,000 merchant partners to the platform in Q4, bringing the total to ~49,000 merchant partners; sales from third-party sellers grew 9.18 in Q4
- Bol.com reached an agreement to enter a strategic alignment with delivery expert Cycloon, focused on making delivery more sustainable and social; the transaction is expected to close in the first half of 2022
- Sub-IPO process formally kicked off in December 2021; internal working teams established, and external advisors appointed
- We are fully on track with our preparations to be ready to launch a sub-IPO in the second half of 2022. More details on bol.com will be shared with the prospectus and other documents in due course





#### Bol.com delivers record sales and free cash flow in 2021

Net sales

€ 2,765
in million
2020: €2,282 million

Gross Merchandise Value excluding VAT

€ 5,591
in million

2020: €4,458 million
Retailer I 398
Network 618

Net Consumer Online sales

€ 5,461
in million
2020 : €4,313 million

Underlying EBITDA

€ 166

in million

2020: €167 million

IFRS FY2I reported operating income

€ 95

in million

2020 : €IIO million

Capital expenditure

€ 159

in million

2020 : €139 million

Free cash flow

€ 162

in million

2020 : €135 million

I. Gross merchandise value ("GMV") is the total gross value of goods sold through bol.com's online platform (either Retailer I or Network), exclusive of value added taxes and not taking into account any shipping costs, discounts, returns and concellations



#### Q4 and Full Year Free Cash Flow Bridge

FCF Q4 δ FY 2O2I vs Last Year (in €m)





#### Outlook: Key Targets 2022 (1/2)

Key Financial Targets		Target 2021	Results in 2021	Target 2022	
9	Group underlying operating margin	≥ 4.0%	4.48	≥ 4.0%	
Ø	Diluted underlying eps growth <sup>l</sup>	Mid-to-high single- digit growth % vs. 2019	28.88	Mid-to-low-single- digit & decline vs 2021 <sup> </sup>	
1	Capital expenditures, net <sup>2</sup>	~ €2.2 billion	€2.3 billion	~ €2.5 billion	
	Free cash flow <sup>2</sup>	~ €l.6 billion	€l.6 billion	~ €1.7 billion	
%	Dividend payout ratio <sup>3</sup>	40-50% and yoy increase in dividend per share	42%	40-50% and yoy increase in dividend per share	
<b>B</b>	Share buyback <sup>3</sup>	€l billion	€l billion	€I billion	

I. Diluted Underlying EPS growth of 2022 is shown versus 2021
2. Target excludes MAx, actuals show reported capex.
3. Management remains committed to the share buyback and dividend program, but given the uncertainty caused by COVID-19, they will continue to monitor macro-economic developments. The program is also subject to changes in corporate activities, such as malarial MAX activity. The dividend payout ratio for results in 2021 is calculated as a percentage of underlying income from continuing operations on a 52-week basis.

Targets are based on previous year's full year results unless stated of derevise.



#### Outlook: Key Targets 2022 (2/2)

Drive Omnichannel Growth		Target 2021	Results in 2021	Target 2022			
<b>8</b>	Net consumer online sales growth / US online sales growth <sup>I</sup>	≥ 30% / ≥ 60%	+428 / +748	mid-teens			
	Stop δ shop store remodels	~ 60	55	~ 40			
	Complementary revenue streams		€355 million	≥ 20%			
Strengthen Operational Excellence							
	Save for Our Customers savings	≥ €750 million	€967 million	≥ €850 million			
	Supply chain initiatives	Transition of five facilities into the integrated network	Five facilities transitioned from C&S into our integrated supply chain network	U.S. network transformed to 858 in-house full self-distribution in 2022			
	In-store initiatives	≥ 50% of the European brands' grocery stores with electronic shelf labeling	Rolled out electronic shelf labeling to >508 of European brands' grocery stores, including almost IOO8 of owned Benelux supermarkets	≥ 808 of European grocery stores with electronic shelf labeling			
	Improving online productivity	Launching U.S. Autostore/Swisslog micro-fulfillment center and increasing automated capacity at bol.com	AutoStore/Swisslog micro- fulfillment center launched in Q4 and automated capacity at bol.com further increased	Continued semi-automated capacity expansion at bol.com and facility expansion in Europe. Ramping up micro fulfillment center in Philadelphia in U.S.			

I. Comparable 52 week basis



## Exceeded Save For Our Customers goal with € 2.5 billion of cumulative savings from 2019-2021



- Save for Our Customers helps fund growth investments, absorbs cost pressures, and improves customer value proposition
- Cumulative 2019-2021 savings of €2.5 billion well above the initial target of €1.8 billion
- 2022 target of at least €850 million



## Strong dividend growth from 2016 through 2021



- We propose a cash dividend of
   € 0.95 per common share for the
   financial year of 202l
- This reflects our ambition of sustainable growth of the dividend share. This represents a payout ratio of 42%, based on the expected dividend payment on underlying income from continuing operations (52-week basis), which is in line with our dividend policy

#### Our financial ambitions





#### +€IOb

Sales growth vs. 2022



#### 2x

Net consumer online sales growth vs. 2021



#### €lb

Complementary revenue streams by 2025



by 2025

#### >€6b

Cumulative Free Cash Flow

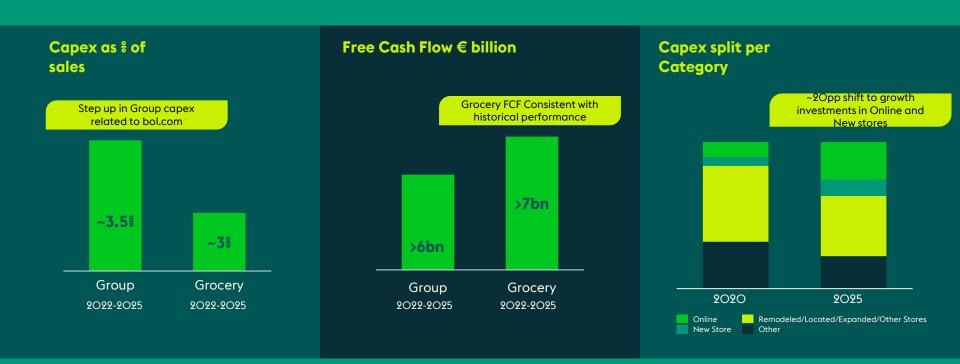


#### **High-Single Digit**

Annual underlying EPS growth vs. 2022



#### Additional granularity on 2025 Free Cash Flow and Capex guidance







Ahold Delhaize ends 2021 with accelerating Q4 comp sales; 2022 outlook forecasts solid margins and continued strong free cash flow generation

- On a two-year comparable sales growth basis<sup>1</sup>, Q4 comparable sales excluding gas increased 16.0% in the U.S. and 11.6% in Europe, accelerating versus Q3 in both segments
- Q4 Group net sales were €20.1 billion, up 0.1% at constant exchange rates compared to Q4 of 2020, which contained a 53rd week. Excluding last year's 53rd week, Q4 net sales grew by 6.7% at constant rates. Full year 2021 Group net sales of €75.6 billion were up 3.3% over 2020 at constant exchange rates, and up 5.0% on a comparable 52-week basis
- In Q4, net consumer online sales grew 13.2% at constant exchange rates. 2021 net consumer online sales grew 38.2% at constant exchange rates
- In 2021, we invested €364 million in COVID-19 care, including a commitment of €20 million in additional charitable donations spread evenly between the U.S. and Europe. In total, our brands contributed over €199 million in monetary value to charitable initiatives in 2021
- Q4 underlying operating margin was 4.2%, flat year-over-year at constant exchange rates. 2021 underlying operating margin was 4.4%
- Q4 diluted underlying EPS was €0.59, an increase of 7.68 at constant currency rates versus the
  prior year. 2O2I diluted underlying EPS was €2.19, down 3.48 or down 0.58 at constant currency
  rates. Q4 IFRS-reported operating income was €895 million; Q4 IFRS-reported diluted EPS was
  €0.62, and 2O2I IFRS-reported diluted EPS was €2.17
- Strong 2O2I free cash flow generation of €2.2 billion was used to pay a \$190 million (~€170 million) pension liability in the U.S. following 2O2O U.S. MEP withdrawals, ahead of schedule, and fund the Company's decision to pay approximately €380 million related to a disputed tax claim, resulting in €1.6 billion reported free cash flow for 2O2I
- We propose a cash dividend of €0.95 for fiscal 2021, which is a 5.68 increase compared to 2020
- 2022 outlook: underlying operating margin to be at least 4%; underlying EPS to decline by low- to mid-single-digits vs. 2021; free cash flow of approximately €1.7 billion; net capital expenditures of €2.5 billion

Two-year comparable sales growth is a stack of the comparable sales growth excluding gasoline in the current year period added to the comparable sales growth excluding gasoline in the prior year period. This measure may be helpful in improving the understanding of trends in periods that are affected by variations in prior-year growth rates.



## Thank you













































## Appendix



## Pro Forma information: Q4 and Full Year 2021 financial data on a 13/52-week basis

- Considering that the 2020 financial year consisted of 53 weeks, compared with 52 weeks in 2021, with the last quarter of 2020 having 14 weeks, compared to 13 weeks in Q4 2021, Ahold Delhaize has prepared proforma information in order to provide a comparable base for the results. The proforma information presented below is intended to provide comparable information on a 13-week basis for the fourth quarter and 52-week basis for the full year of 2021 versus 2020.
- This pro forma information represents an estimate of the results related to a I3-week period for Q4 2020 and a 52-week period for the full-year 2020 and is calculated by deducting the estimated results related to the 53rd week of 2020 from the reported results for the fourth quarter and the full-year 2020, as presented in the other sections of this summary report.

	Pro forma information											
	Ahold Delhaize Group		The United States		Europe		Ahold Delhaize Group		The United States		Europe	
€ million.	Q4 2021	% change constant rates	Q4 2021	% change constant rates	Q4 2021	% change constant rates	2021	% change constant rates	2021	% change constant rates	2021	% change constant rates
except per share data		(1:	3 weeks 20	021 vs. 202	20)			(52	2 weeks 20	)21 vs. 202	0)	
Net sales	20,148	6.7 %	12,099	9.2 %	8,049	3.0 %	75,601	5.0 %	45,455	5.6 %	30,147	4.2 %
Online sales	2,176	23.0 %	863	42.4 %	1,314	13.0 %	7,704	43.4 %	3,228	73.7 %	4,477	27.7 %
Net consumer online sales	2,981	21.5 %	863	42.4 %	2,118	14.6 %	10,401	41.5 %	3,228	73.7 %	7,173	30.8 %
Underlying operating margin	4.2 %	0.3 pts	4.4 %	0.9 pts	4.1 %	(0.9)pts	4.4 %	(0.3)pts	4.7 %	(0.6)pts	4.3 %	(0.2)pts
Diluted underlying EPS	0.59	23.3 %					2.19	2.7 %				