Q1 Fiscal 2019

Supplemental Slides

December 6, 2018

Disclaimer

These forward looking statements involve risks and uncertainties and are based on current expectations and management estimates; actual results may differ materially. The risks and uncertainties which could impact these statements are described in filings that United Natural Foods, Inc. (the "Company") has made under the Securities Exchange Act of 1934, as amended, including its annual report on Form 10-K filed with the Securities and Exchange Commission (the "SEC") on September 24, 2018 and other filings the Company makes with the SEC, and include, but are not limited to the Company's dependence on principal customers; the Company's sensitivity to general economic conditions, including changes in disposable income levels and consumer spending trends; the Company's ability to realize anticipated benefits of its acquisitions and dispositions, in particular, its acquisition of SUPERVALU; the possibility that restructuring and other charges and costs we may incur in connection with the sale or closure of SUPERVALU's retail operations will exceed current estimates; the Company's reliance on the continued growth in sales of higher margin natural and organic foods and non-food products in comparison to lower margin conventional products; increased competition in the Company's industry as a result of increased distribution of natural, organic and specialty products by conventional grocery distributors and direct distribution of those products by large retailers and online distributors; increased competition as a result of continuing consolidation of retailers in the natural product industry and the growth of supernatural chains; the Company's ability to timely and successfully deploy its warehouse management system throughout its distribution centers and its transportation management system across the Company and to achieve the efficiencies and cost savings from these efforts; the addition or loss of significant customers or material changes to the Company's relationships with these customers; volatility in fuel costs; volatility in foreign exchange rates; the Company's sensitivity to inflationary and deflationary pressures; the relatively low margins and economic sensitivity of the Company's business; the potential for disruptions in the Company's supply chain by circumstances beyond its control; the risk of interruption of supplies due to lack of long-term contracts, severe weather, work stoppages or otherwise; moderated supplier promotional activity, including decreased forward buying opportunities; union -organizing activities that could cause labor relations difficulties and increased costs; and the ability to identify and successfully complete acquisitions of other natural, organic and specialty food and non-food products distributors. Any forward-looking statements are made pursuant to the Private Securities Litigation Reform Act of 1995 and, as such, speak only as of the date made. The Company is not undertaking to update any information in the foregoing reports until the effective date of its future reports required by applicable laws. Any estimates of future results of operations are based on a number of assumptions, many of which are outside the Company's control and should not be construed in any manner as a guarantee that such results will in fact occur. These estimates are subject to change and could differ materially from final reported results. The Company may from time to time update these publicly announced estimates, but it is not obligated to do so.

This presentation also contains certain non-GAAP financial measures such as adjusted diluted earnings per common share, adjusted estimated diluted earnings per common share, adjusted EBITDA, and estimated adjusted EBITDA. The reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures are presented in the appendix to this presentation. The presentation of these non-GAAP financial measures is not intended to be considered in isolation or as a substitute for any measure prepared in accordance with GAAP. The Company believes that presenting these non-GAAP financial measures aids in making period-to-period comparisons and is a meaningful indication of its estimated operating performance. The Company's management utilizes and plans to utilize this non-GAAP financial information to compare the Company's operating performance during certain fiscal periods to the comparable periods in the other fiscal years and, in certain cases, to internally prepared projections.

First Quarter Fiscal 2019 Supplemental Presentation

This material is provided as a supplement to UNFI's December 6, 2018 press release announcing first quarter results for the period ended October 27, 2018.

Q1
FY 2019

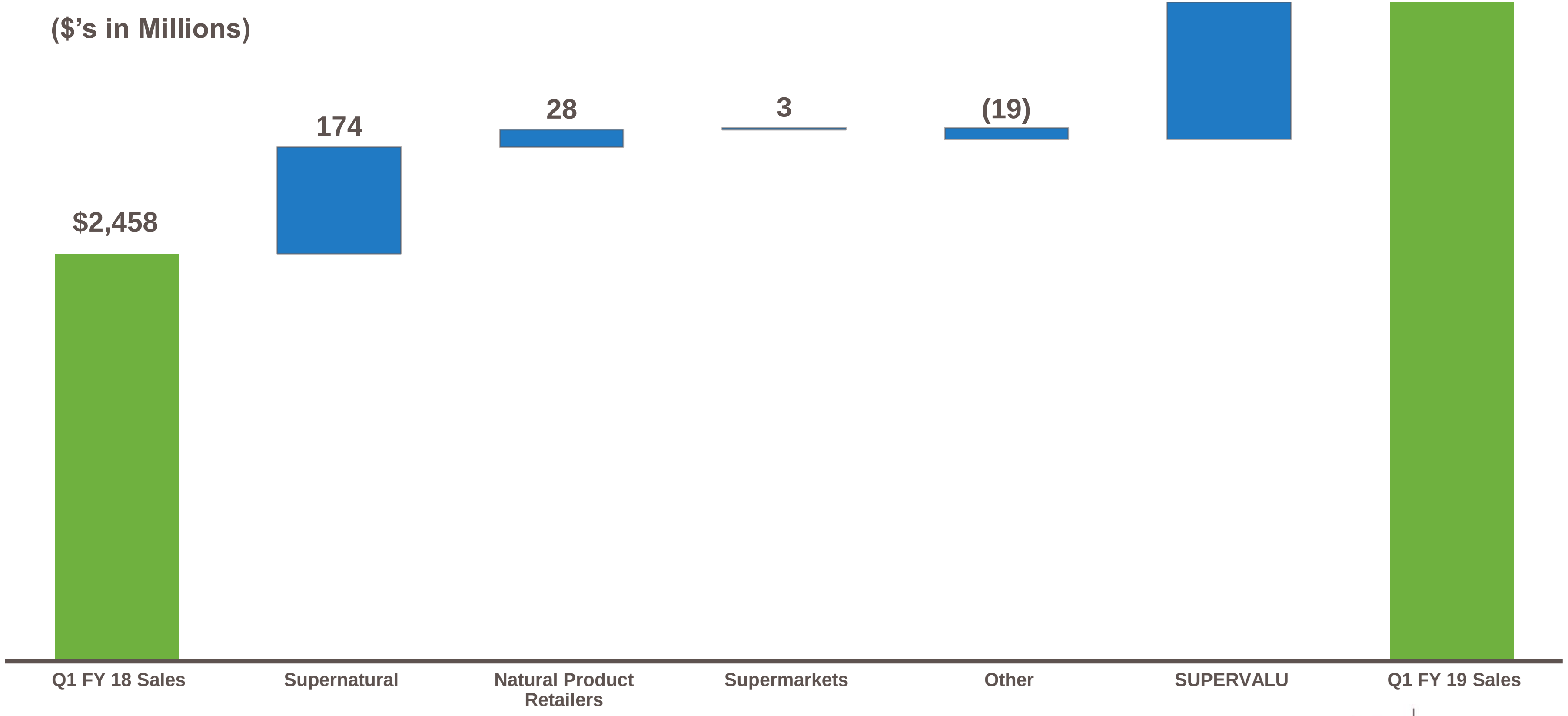
Key accomplishments

First Quarter Fiscal 2019

- Completed the acquisition of SUPERVALU
- Grew legacy UNFI sales by nearly **8%**
- Integration work proceeding as planned
- Affirming cost synergy outlook of more than **$185M in year 4**

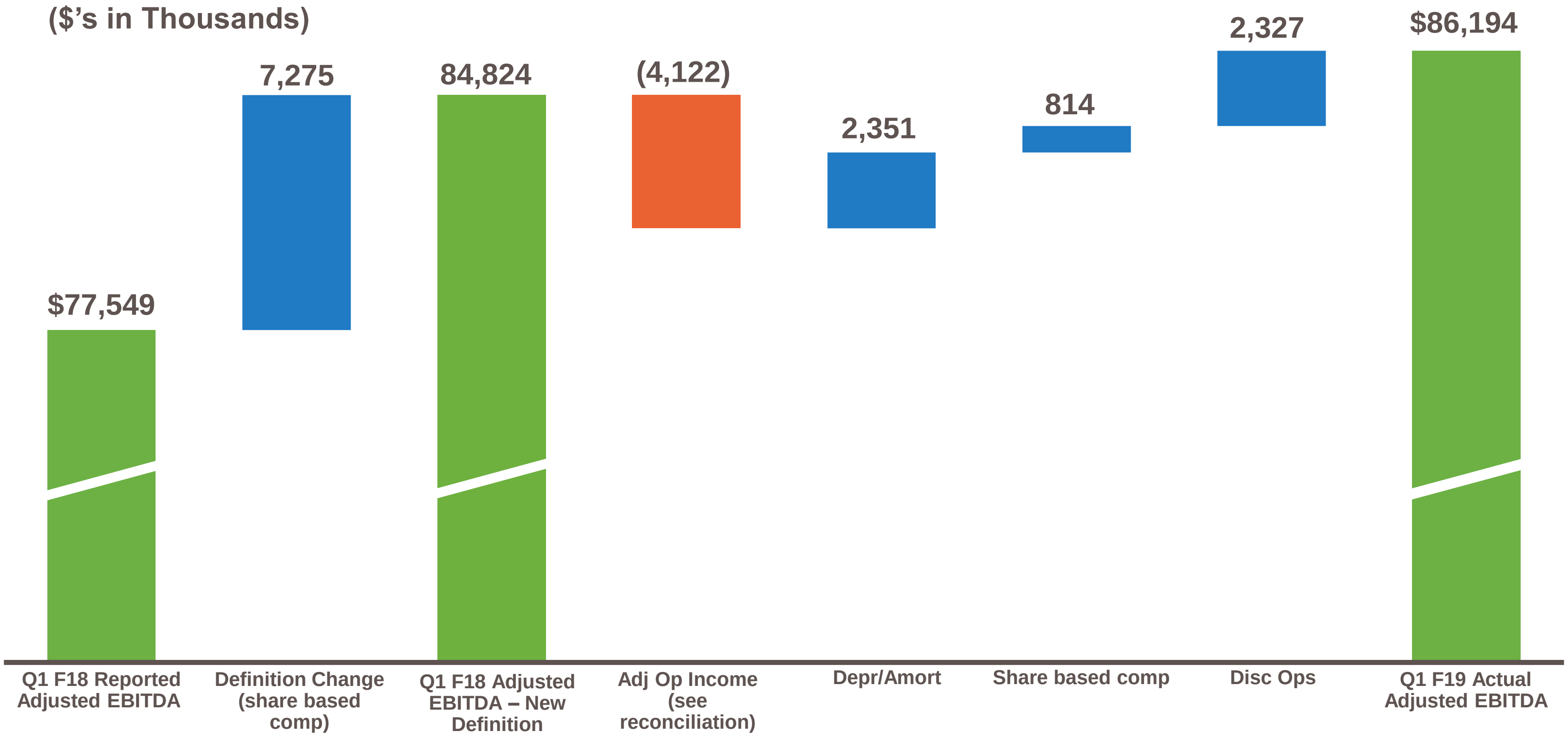
Sales: Q1 FY18 to Q1 FY19

First quarter sales increased by over $400M



Adjusted EBITDA: Q1 FY18 to Q1 FY19

First quarter Adjusted EBITDA impacted by customer mix and labor costs



Adjusted EBITDA is defined as net income / (loss) plus provision for income taxes, depreciation and amortization, total other expense (including interest), share based compensation expense, and certain adjustments determined by management.

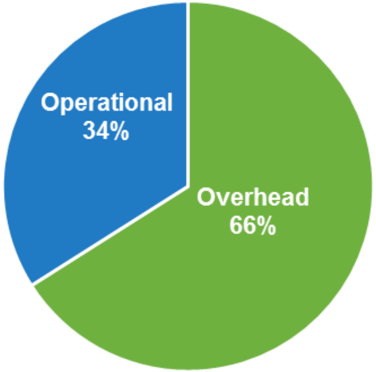
Integration

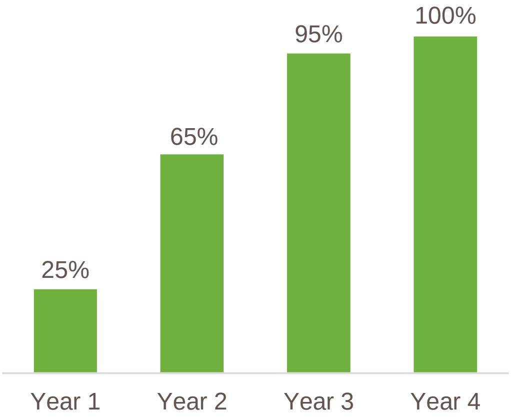
Integration lead by highly experienced leaders from both organizations

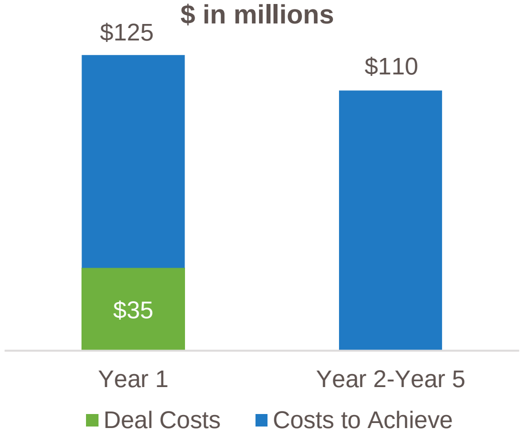
- Distribution center welcome week visits
- Customer meetings
- Joint town halls with associates
- Tactical execution
- Early synergies

Synergies

Sources of Cost Synergies	Timeline to Achieve	One-Time Costs







Cost Synergies

- More than $175 million in cost synergies in year 3 net of reverse synergies and excludes one-time costs in year 3; expect more than $185 million in cost synergies in year 4
- Assessing opportunities to accelerate synergy realization

One-Time Costs

- Costs to Achieve: reflects restructuring and integration costs to achieve synergies. Deal costs include advisor and consulting fees
- One-time costs including deal and integration costs for year 1 are expected to be ~$125 million; excludes costs or charges associated with divestiture of retail banners or stores.
- Higher than prior estimate based on inventory fair value adjustment and accounting for change in control payments. No change to use of cash.
- Costs in year 3 through year 5 are primarily related to IT integration

Retail Divestiture

All banners reported in Discontinued Operations

Cub

Shoppers

Continue to operate near term

Hornbacher's	Announced sale on 11/30/18
Shop 'n Save	All stores sold or closed as of 11/16/18
SHOP 'n SAVE	Previously announced pending sale for 5 of 8 stores currently open

Exit expected to be complete by the end of the second quarter of fiscal 2019

unfi | SUPERVALU

Retail Divestitures

Reporting Implications

As long as banners remain, continuing operations is burdened with meaningful costs previously reported in SUPERVALU's retail segment

- Allocated Corporate Overhead
- Fixed or Indirect Supply Chain Costs
- Certain Store Leases

Costs previously included in SUPERVALU's retail segment that are required to remain in continuing operations.
In total, these items will burden continuing operations by nearly $80 million in fiscal 2019 which will be eliminated or mitigated as the banners are sold or stores closed.

Q1 Capital Structure

Company intends to apply all free cash flow to paying down debt

($'s in Millions)	Maturity	Rate	Balance
Secured term loan B-1	October 2025	L + 4.25%	$ 1,800
Secured term loan B-2	October 2019	L + 2.00%	150
$2.1B ABL revolver	October 2023	L + 1.25% / Prime + 0.25%	1,327
Unsecured notes & premium (SVU) (1)	November 2018	6.75% / 7.75%	547
Capital leases	Various	Various	211
Equipment loan	October 2023	5.735%	42
Total Debt (face value)			**$ 4,077**
Balance sheet cash			(54)
Restricted cash - SVU notes (2)			(547)
Total Debt Net of Cash (face value)			**$ 3,476**

(1) Includes $530M of SVU notes principal and $17M of prepayment premiums (classified as debt on balance sheet).

(2) There is an additional $19M of Restricted cash on the Q1FY19 balance sheet, which was set aside to pay accrued interest on SVU notes when redeemed on 11/21/18.

Fiscal 2019 Guidance – 53 weeks

Consolidated UNFI –
Assumes existing retail store base operated through Fiscal 2019

Sales	• $21.5 - $22.0 billion
Adjusted EBITDA	• $650 - $665 million • Including discontinued operations
Interest Expense	• $181 - $191 million • Includes non-cash interest expense related to amortization of financing fees and original issue discount, etc.
Tax Rate	• Expect to pay cash taxes related to continuing operations of less than $20 million.
Earnings Per Share	• $(0.19) - $0.01
Adjusted Earnings Per Share	• $1.69 - $1.89, excluding restructuring, merger and integration related costs

Fiscal 2019 Guidance – What's Changed

Changes to Adjusted EPS Guidance Driven By

Purchase Accounting

- Higher depreciation/amortization expense equal to approximately $1.05 per share vs. prior guidance

Interest Expense

- Increased due to shift in debt markets, SUPERVALU's Q2 results, and related unexpected financing costs

Q1 Results

- First quarter came in below expectations
- Identified trends carried into rest of year (as appropriate)

SUPERVALU

- Current performance below prior expectations
  - Challenging environment contributing to soft sales trends
  - Accelerated network realignment costs
  - Gross margins

Consolidated Guidance

- More meaningful than Continuing Ops given the interplay between Retail and Wholesale

Appendix

Reconciliation – Q1 FY19 and Q1 FY18 Adjusted EBITDA

Reconciliation of Net (Loss) Income to Adjusted EBITDA (unaudited)

(in thousands)

	13-Week Period Ended	
	October 27, 2018	October 28, 2017
Net (loss) income attributable to United Natural Foods, Inc.	$ (19,294)	$ 30,505
Restructuring, acquisition, and integration related expenses	68,004	—
Depreciation and amortization	24,793	22,442
Total other expense, net	6,778	2,713
(Benefit) provision for income taxes	(4,255)	21,889
Share-based compensation	8,089	7,275
Inventory fair value adjustment	1,819	—
Impact of discontinued operations	260	—
Adjusted EBITDA	$ 86,194	$ 84,824

Reconciliation – FY19 Guidance For Adjusted EPS

Reconciliation of 2019 Guidance for Estimated Net (Loss) Income per Common Share to Estimated Non-GAAP Adjusted Diluted Income per Common Share (unaudited)

	Fiscal Year Ending August 3, 2019	
	Low Range	High Range
Net (loss) income per diluted common share	$ (0.19)	$ 0.01
Restructuring, acquisition and integration related costs [1]	2.40	2.40
Tax impact of adjustments	(0.52)	(0.52)
Adjusted net income per diluted common share	$ 1.69	$ 1.89

(1) Also includes the loss on debt extinguishment, interest expense on bonds, and inventory fair value adjustment incurred in the first quarter of fiscal 2019. Excludes costs or charges associated with divestiture of retail banners or stores.

Reconciliation – FY19 Guidance For Adjusted EBITDA

Reconciliation of 2019 Guidance for Net (Loss) Income to Adjusted EBITDA (unaudited)

	Fiscal Year Ending August 3, 2019		
(in thousands)	Low Range	Estimate	High Range
Net (loss) income attributable to United Natural Foods, Inc.	$ (10,000)		$ 800
(Benefit) provision for Income tax	(4,000)		200
Restructuring, acquisition, and integration related costs (1)		$ 125,000	
Net interest expense		186,000	
Total other (income) expense, net		(2,000)	
Depreciation and amortization		332,000	
Share-based compensation		58,000	
Net periodic benefit income, excluding service costs		(35,000)	
Adjusted EBITDA	$ 650,000		$ 665,000

(1) Also includes approximately $3 million of interest expense related to the SUPERVALU notes. Excludes costs or charges associated with divestiture of retail banners or stores.

Definition of Adjusted EBITDA

Revised definition meant to be a better representation of cash flow

Net Earnings / (Loss)

+/- Provision for income taxes

\+ Depreciation and amortization

\+ Total other expense (includes interest expense)

\+ Share based compensation expense

\- Net periodic benefit income (pension/OPEB)

+/- Certain adjustments determined by management

Adjusted EBITDA