

UNFI Non-GAAP Financial Measures



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To supplement its financial statements presented on a generally accepted accounting principles (“GAAP”) basis, the Company may from time to time present certain historical and estimated non-GAAP financial measures which exclude certain special items. 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 these measures facilitate making period-to-period comparisons and are meaningful indications of its historical and estimated operating performance. The Company’s management utilizes this non-GAAP financial information to compare the Company’s operating performance during the current fiscal year versus the comparable periods in prior year and to internally prepared projections.

Leverage as a Multiple of EBITDA

(in thousands except for leverage multiple)	Rolling 12-months ended	
	July 29, 2017	April 29, 2017
Leverage as a multiple of EBITDA:		
Net Income	\$130,155	\$125,967
Depreciation and amortization	86,051	83,969
Other Expense, Net	11,602	18,487
Provision for Income Taxes	84,268	82,587
EBITDA	\$312,076	\$311,010
Outstanding debt (1)	\$387,054	\$470,620
Leverage as a multiple of EBITDA	1.24	1.51

(1) Excludes the impact of reclassification of debt issuance costs as the Company early adopted ASU No. 2015-03 during the fourth quarter of fiscal 2016.

Fiscal 2018 Free Cash Flow Guidance

(in thousands)	Fiscal Year Ending July 28, 2018	
	Low Range	High Range
Free cash flow:		
Net cash provided by operating activities	208,000	258,000
Capital expenditures	53,000	73,000
Free cash flow	155,000	185,000