

Smart & Final Stores, Inc.  
Form 10-Q  
November 16, 2017  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**Form 10-Q**

(Mark one)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended October 8, 2017

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_ .

Commission File Number: 001-36626

**Smart & Final Stores, Inc.**

(Exact name of registrant as specified in its charter)

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**Delaware**  
(State or other jurisdiction of  
Incorporation or organization)

**80-0862253**  
(I.R.S. Employer  
Identification No.)

**600 Citadel Drive**  
**Commerce, California**  
(Address of principal executive offices)

**90040**  
(Zip Code)

Registrant's telephone number, including area code: **(323) 869-7500**

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days: Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See definitions of large accelerated filer, accelerated filer, smaller reporting company, and emerging growth company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer   
(Do not check if a smaller reporting company)

Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Indicate the number of shares outstanding of each of the issuer's classes of common units, as of the latest practicable date.

**Class**  
common stock, \$0.001 par value

**Outstanding at November 14, 2017**  
73,228,474



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Smart &amp; Final Stores, Inc. and Subsidiaries

Condensed Consolidated Balance Sheets

(In Thousands, Except Share and Per Share Amounts)

	October 8, 2017 (Unaudited)	January 1, 2017
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 60,890	\$ 54,235
Accounts receivable, less allowances of \$425 and \$434 at October 8, 2017 and January 1, 2017, respectively	33,889	31,809
Inventories	271,327	278,718
Prepaid expenses and other current assets	31,885	48,769
Deferred income taxes		22,105
Total current assets	397,991	435,636
Property, plant, and equipment:		
Land	10,678	9,106
Buildings and improvements	26,384	17,351
Leasehold improvements	330,341	301,522
Fixtures and equipment	403,967	353,764
Construction in progress	45,817	12,110
	817,187	693,853
Less accumulated depreciation and amortization	318,072	249,251
	499,115	444,602
Capitalized software, net of accumulated amortization of \$16,556 and \$13,293 at October 8, 2017 and January 1, 2017, respectively	17,875	10,392
Other intangible assets, net	364,148	369,519
Goodwill	611,242	611,242
Equity investment in joint venture	15,055	14,366
Other assets	69,988	66,662
Total assets	\$ 1,975,414	\$ 1,952,419
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 229,470	\$ 225,227
Accrued salaries and wages	35,173	31,933
Accrued expenses	103,486	82,925
Current portion of debt, less debt issuance costs	65,445	62,352

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Total current liabilities	433,574	402,437
Long-term debt, less debt issuance costs	617,602	616,588
Deferred income taxes	107,696	129,902
Postretirement and postemployment benefits	112,779	121,409
Other long-term liabilities	145,372	129,834
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, \$0.001 par value; Authorized shares 10,000,000 Issued and outstanding shares none		
Common stock, \$0.001 par value; Authorized shares 340,000,000 Issued and outstanding shares - 73,216,516 and 72,930,653 at October 8, 2017 and January 1, 2017, respectively	73	73
Additional paid-in capital	502,617	500,666
Retained earnings	68,396	65,093
Accumulated other comprehensive loss	(12,695)	(13,583)
Total stockholders' equity	558,391	552,249
Total liabilities and stockholders' equity	\$ 1,975,414	\$ 1,952,419

See notes to condensed consolidated financial statements.

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Smart & Final Stores, Inc. and Subsidiaries

Condensed Consolidated Statements of Operations and Comprehensive Income

(Unaudited)

(In Thousands, Except Share and Per Share Amounts)

	Sixteen Weeks Ended		Forty Weeks Ended	
	October 8, 2017	October 9, 2016	October 8, 2017	October 9, 2016
Net sales	\$ 1,457,353	\$ 1,394,429	\$ 3,502,657	\$ 3,341,163
Cost of sales, buying and occupancy	1,243,490	1,191,400	2,993,413	2,852,569
Gross margin	213,863	203,029	509,244	488,594
Operating and administrative expenses	195,285	183,402	474,021	447,303
Income from operations	18,578	19,627	35,223	41,291
Interest expense, net	11,229	9,977	27,738	24,729
Loss on early extinguishment of debt		4,978		4,978
Equity in earnings of joint venture	362	502	576	1,230
Income before income taxes	7,711	5,174	8,061	12,814
Income tax (provision) benefit	(2,605)	1,859	(419)	387
Net income	\$ 5,106	\$ 7,033	\$ 7,642	\$ 13,201
Basic earnings per share	\$ 0.07	\$ 0.10	\$ 0.11	\$ 0.18
Diluted earnings per share	\$ 0.07	\$ 0.09	\$ 0.10	\$ 0.17
Weighted average shares outstanding:				
Basic	72,446,404	72,601,724	72,437,033	72,956,554
Diluted	74,253,374	77,705,917	75,588,182	78,468,330
Comprehensive income:				
Net income	\$ 5,106	\$ 7,033	\$ 7,642	\$ 13,201
Derivative instruments:				
Gain (loss), net of income tax expense (benefit) of \$398 and \$460, respectively, for sixteen weeks ended; \$127 and \$(251), respectively, for forty weeks ended	190	689	596	(376)
Reclassification adjustments, net of income tax expense of \$4 and \$2, respectively, for sixteen weeks ended; \$10 and \$7, respectively, for forty weeks ended	6	5	14	12
Foreign currency translation	122	(76)	278	(178)
Other comprehensive income (loss)	318	618	888	(542)
Comprehensive income	\$ 5,424	\$ 7,651	\$ 8,530	\$ 12,659

See notes to condensed consolidated financial statements.





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Smart & Final Stores, Inc. and Subsidiaries

Condensed Consolidated Statements of Cash Flows

(Unaudited)

(In Thousands)

	Forty Weeks Ended	
	October 8, 2017	October 9, 2016
<b>Operating activities</b>		
Net income	\$ 7,642	\$ 13,201
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	44,526	38,421
Amortization	30,522	26,094
Amortization of debt discount and debt issuance costs	1,485	2,040
Share-based compensation	8,504	7,248
Deferred income taxes	(506)	(608)
Equity in earnings of joint venture	(576)	(1,230)
(Gain) loss on disposal of property, plant, and equipment	(50)	34
Asset impairment	1,430	790
Loss on early extinguishment of debt		4,978
Changes in operating assets and liabilities:		
Accounts receivable, net	(3,858)	(3,000)
Inventories	7,391	(21,185)
Prepaid expenses and other assets	16,404	(6,469)
Accounts payable	(758)	11,115
Accrued salaries and wages	3,240	1,681
Other accrued liabilities	12,644	12,905
Net cash provided by operating activities	128,040	86,015
<b>Investing activities</b>		
Purchases of property, plant, and equipment	(107,078)	(113,195)
Proceeds from disposal of property, plant, and equipment	1,850	443
Assets acquired in Haggen Transaction		(2,235)
Investment in capitalized software	(10,505)	(2,752)
Other	(579)	(2,106)
Net cash used in investing activities	(116,312)	(119,845)
<b>Financing activities</b>		
Proceeds from exercise of stock options	3,780	3,477
Payment of minimum withholding taxes on net share settlement of share-based compensation awards	(1,826)	(652)
Fees paid in conjunction with debt financing	(154)	(8,374)
Borrowings on bank line of credit	63,000	70,000
Payments on bank line of credit	(57,000)	(38,000)
Issuance of bank debt, net of issuance costs		30,093
Stock repurchases	(12,873)	(27,998)
Net cash (used in) provided by financing activities	(5,073)	28,546
Net increase in cash and cash equivalents	6,655	(5,284)

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Cash and cash equivalents at beginning of period		54,235		59,327
Cash and cash equivalents at end of period	\$	60,890	\$	54,043
Cash paid during the period for:				
Interest	\$	26,191	\$	21,766
Income taxes	\$	1	\$	8,091
<b>Non-cash investing and financing activities</b>				
Software development costs incurred but not paid	\$	331	\$	41
Construction in progress costs incurred but not paid	\$	26,093	\$	13,695

See notes to condensed consolidated financial statements.

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Smart & Final Stores, Inc. and Subsidiaries

Condensed Consolidated Statements of Stockholders' Equity

(Unaudited)

(In Thousands, Except Share Amounts)

	Common Stock		Additional	Retained	Accumulated	Total
	Number	Amount	Paid-In	Earnings	Other	
	of Shares		Capital		Comprehensive	
					Loss	
Balance at January 1, 2017	72,930,653	\$ 73	\$ 500,666	\$ 65,093	\$ (13,583)	\$ 552,249
Issuance of restricted stock awards	816,951	1				1
Forfeiture of restricted stock awards	(42,660)					
Share-based compensation			8,504			8,504
Stock option exercises	993,451	1	3,780			3,781
Vested restricted stock awards withheld on net share settlement	(159,297)	(1)	(1,826)			(1,827)
Net income				7,642		7,642
Stock repurchases	(1,322,582)	(1)	(8,507)	(4,339)		(12,847)
Other comprehensive income					888	888
Balance at October 8, 2017	73,216,516	\$ 73	\$ 502,617	\$ 68,396	\$ (12,695)	\$ 558,391

See notes to condensed consolidated financial statements.

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**Smart & Final Stores, Inc. and Subsidiaries**

**Notes to Unaudited Condensed Consolidated Financial Statements**

**1. Description of Business and Basis of Presentation**

**Business**

Smart & Final Stores, Inc., a Delaware corporation ( SFSI and, collectively with its wholly owned consolidated subsidiaries, the Company ), is engaged primarily in the business of selling fresh perishables and everyday grocery items, together with foodservice, packaging and janitorial products. The Company operates non-membership, warehouse-style stores offering products in a range of product sizes.

SFSI was formed in connection with the acquisition of the Smart & Final and Cash & Carry store businesses through the purchase of all of the outstanding common stock of Smart & Final Holdings Corp., a Delaware corporation (the Predecessor ), on November 15, 2012. The principal acquiring entities were affiliates of Ares Management, L.P. ( Ares ) and the acquisition is referred to as the Ares Acquisition.

The Company operates non-membership warehouse-style grocery stores under the Smart & Final banner and the Cash & Carry banner. As of October 8, 2017, the Company operated 316 stores throughout the Western United States ( U.S. ).

The Company owns a 50% joint venture interest in a Mexican domestic corporation, Smart & Final del Noroeste, S.A. de C.V. ( SFDN ), which operated 15 Smart & Final format stores in northwestern Mexico as of October 8, 2017.

**Secondary Public Offering**

On April 24, 2015, certain of the Company s stockholders completed a secondary public offering (the Secondary Offering ) of 10,900,000 shares of common stock, par value \$0.001 per share ( Common Stock ). The Company did not sell any shares in the Secondary Offering and did not receive any proceeds from the sales of shares by the selling stockholders. Following the Secondary Offering, affiliates of Ares held approximately 60% of the Company s issued and outstanding shares of Common Stock.

**Basis of Presentation**

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The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States ( U.S. GAAP ) for interim financial statements, and Rule 10-01 of Regulation S-X of the Securities Act of 1933, as amended (the Securities Act ). The unaudited condensed consolidated financial statements reflect all adjustments, consisting of normal recurring adjustments, considered necessary for a fair presentation of the Company s financial position, results of operations and cash flows for the periods indicated. All intercompany accounts and transactions have been eliminated in consolidation. Interim results are not necessarily indicative of results for a full fiscal year. The information included in these unaudited condensed consolidated financial statements and notes thereto should be read in conjunction with the Company s audited consolidated financial statements as of and for the fiscal year ended January 1, 2017 that were included in the Company s Annual Report on Form 10-K filed with the Securities and Exchange Commission (the SEC ) on March 17, 2017.

### **Fiscal Years**

The Company s fiscal year is the 52- or 53-week period that ends on the Sunday closest to December 31. Each fiscal year typically consists of twelve-week periods in the first, second and fourth quarters and a sixteen-week period in the third quarter. Fiscal year 2017 is, and fiscal year 2016 was, a 52-week fiscal year.

### **2. Significant Accounting Policies**

#### **Cash and Cash Equivalents**

The Company considers all highly liquid instruments purchased with an original maturity of three months or less to be cash equivalents. All credit card, debit card and electronic benefits transfer transactions that process in less than seven days are classified as cash equivalents. The carrying amount of cash equivalents is approximately the same as their respective fair values due to the short-term maturity of these instruments.

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**Accounts Receivable, Net**

Accounts receivable generally represent billings to customers, billings to vendors for earned rebates and allowances, receivables from SFDN, and other items. The receivable from SFDN primarily relates to billings for the shipment of inventory product to SFDN.

The Company evaluates the collectability of accounts receivable and determines the appropriate reserve for doubtful accounts based on analysis of historical trends of write-offs and recoveries on various levels of aged receivables. When the Company becomes aware of the deteriorated collectability of a specific account, additional reserves are made to reduce the net recognized receivable to the amount reasonably expected to be collectible or zero. When the specific account is determined to be uncollectible, the net recognized receivable is written off in its entirety against such reserves.

The Company is exposed to credit risk on trade accounts receivable. The Company provides credit to certain trade customers in the ordinary course of business and performs ongoing credit evaluations. Concentrations of credit risk with respect to trade accounts receivable are limited due to the number of customers comprising the Company's customer base. The Company currently believes the allowance for doubtful accounts is sufficient to cover customer credit risks.

**Inventories**

Inventories consist of merchandise purchased for resale which is stated at the weighted-average cost (which approximates first-in, first-out ( FIFO )) or market. The Company provides for estimated inventory losses between physical inventory counts at its stores based upon historical inventory losses as a percentage of sales. The provision is adjusted periodically to reflect updated trends of actual physical inventory count results.

**Prepaid Expenses and Other Current Assets**

Prepaid expenses and other current assets include primarily prepaid rent, insurance, property taxes, maintenance, and other current assets.

**Property, Plant, and Equipment**

Property, plant, and equipment is stated at cost or estimated fair value based on purchase accounting less accumulated depreciation and depreciated or amortized using the straight-line method. Leased property meeting certain criteria is capitalized and the amortization is based on the straight-line method over the term of the lease.

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The estimated useful lives are as follows:

Buildings and improvements	20 - 25 years
Fixtures and equipment	3 - 10 years
Leasehold improvements	Lesser of lease term or useful life of improvement

Costs of normal maintenance and repairs and minor replacements are charged to expense when incurred. Major replacements, remodeling or betterments of properties are capitalized. When assets are sold or otherwise disposed of, the costs and related accumulated depreciation and amortization are removed from the accounts, and any resulting gain or loss is included in the consolidated statements of operations and comprehensive income.

Included in property, plant, and equipment are costs associated with the selection and procurement of real estate sites. These costs are amortized over the remaining lease term of the successful sites with which they are associated.

The Company reviews its long-lived assets, including property, plant and equipment for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. The Company groups and evaluates long-lived assets for impairment at the individual store level, which is the lowest level at which individual cash flows can be identified. The Company regularly reviews its stores' operating performance for indicators of impairment. Factors it considers important that could trigger an impairment review include a significant underperformance relative to expected historical or projected future operating results, a significant change in the manner of the use of the asset or a significant negative industry or economic trend. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized to the extent the sum of the estimated discounted future cash flows from the use of the asset is less than the carrying value. The Company measured the fair value of its long-lived assets on a nonrecurring basis using Level 3 inputs as defined in the fair value hierarchy. See Note 6, Fair Value Measurements.

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**Capitalized Software**

Capitalized software costs are comprised of third-party purchased software costs, capitalized costs associated with internally developed software including internal direct labor costs, and installation costs. Such capitalized costs are amortized over the period that the benefits of the software are fully realizable and enhance the operations of the business, ranging from three to seven years, using the straight-line method.

Capitalized software costs, like other long-lived assets, are subject to review for impairment whenever events or changes in circumstances indicate that the carrying amount of the capitalized software may not be recoverable, whether it is in use or under development. Impairment is recognized to the extent the sum of the estimated discounted future cash flows from the use of the capitalized software is less than the carrying value.

**Goodwill and Intangible Assets**

In January 2017, the Financial Accounting Standards Board (the FASB) issued Accounting Standard Update (ASU) No. 2017-04, *Intangibles-Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment* (ASU 2017-04). Under ASU 2017-04, an entity should perform its annual, or interim, goodwill impairment test by comparing the fair value of the reporting unit with its carrying amount and should recognize an impairment charge for the amount by which that carrying amount exceeds the reporting unit's fair value. The loss recognized should not exceed the total amount of goodwill allocated to that reporting unit. Additionally, an entity should consider income tax effects from any tax deductible goodwill on the carrying amount of the reporting unit when measuring the goodwill impairment loss, if applicable. Beginning on the first day of the third quarter of fiscal 2017, the Company elected to early adopt ASU 2017-04 on a prospective basis.

Goodwill and intangible assets with indefinite lives are evaluated on an annual basis for impairment during the fourth quarter, or more frequently if events or changes in circumstances indicate that the asset might be impaired. The Company evaluates goodwill for impairment by comparing the fair value of each reporting unit to its carrying value including the associated goodwill. The Company has designated its reporting units to be its *Smart & Final* stores and *Cash & Carry* stores. The Company determines the fair value of the reporting units using the income approach methodology of valuation that includes the discounted cash flow method as well as other generally accepted valuation methodologies. If the fair value of the reporting unit exceeds the carrying value of the net assets, including goodwill assigned to that unit, goodwill is not impaired. If the carrying value of the reporting unit's net assets, including goodwill, exceeds the fair value of the reporting unit, an impairment charge is recognized for the amount by which that carrying amount exceeds the fair value of the reporting unit.

The Company evaluates its indefinite-lived intangible assets associated with trade names by comparing the fair value of each trade name with its carrying value. The Company determines the fair value of the indefinite-lived trade names using a relief from royalty payments methodology. This methodology involves estimating reasonable royalty rates for each trade name and applying these royalty rates to a revenue stream and discounting the resulting cash flows to determine fair value.

During the sixteen weeks ended October 8, 2017, the Company experienced a decline in its share price and a significant reduction in its market capitalization as a result of changed market conditions. Based on these factors, the Company concluded that an impairment trigger occurred for the *Smart & Final* and *Cash & Carry* reporting units and therefore performed interim impairment tests of goodwill. The results of the interim



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goodwill impairment tests indicated that the fair value of each reporting unit exceeded its carrying value, therefore, no impairment charge was necessary.

In connection with the Ares Acquisition, the intangible assets were adjusted and recorded at fair market value in accordance with accounting guidance for business combinations. The recorded fair market value for each of the trade names was determined by estimating the amount of royalty income that could be generated from the trade name if it was licensed to a third-party owner and discounting the resulting cash flows using the weighted-average cost of capital for each respective trade name.

During the fourth quarter of 2015, the Company acquired certain assets, including 33 store leases and related fixtures, equipment and liquor licenses, of Haggen Operations Holdings, LLC and Haggen Opco South, LLC (together, Haggen ). The Company recorded leasehold interests at fair value as of the acquisition dates. Acquired leasehold interests are finite-lived intangible assets amortized straight-line over their estimated useful benefit period which is typically the lease term.

The finite-lived intangible assets are amortized over their estimated useful benefit period and have the following weighted-average amortization periods:

Signature brands	20 years
Leasehold interests	24 years

Finite-lived intangible assets, like other long-lived assets are subject to review for impairment whenever events or changes in circumstances indicate that the carrying amount of the finite-lived intangible asset may not be recoverable. Impairment is recognized to the extent the sum of the discounted estimated future cash flows from the use of the finite-lived intangible asset is less than the carrying value.

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**Asset Acquisition**

An acquired group of assets that do not meet the definition of a business are accounted for as an asset acquisition. Asset acquisitions are accounted for using a cost accumulation approach, whereby the total consideration paid is allocated to the individual assets acquired and liabilities assumed on a relative fair value basis. See Note 14, Haggen Transaction.

These estimates of fair values, the allocation of the purchase price and other factors are subject to significant judgments and the use of estimates. The inputs used in the fair value analysis fall within Level 3 of the fair value hierarchy due to the use of significant unobservable inputs to determine fair value. See Note 6, Fair Value Measurements.

**Other Assets**

Other assets primarily consist of assets held in trusts for certain retirement plans (see Note 7, Retirement Benefit Plans and Postretirement and Postemployment Benefit Obligations), insurance recovery receivables related to self-insurance, liquor licenses and other miscellaneous assets.

**Accounts Payable**

The Company's banking arrangements provide for the daily replenishment and limited monthly advanced payments of vendor payable accounts as checks are presented or payments are demanded. The checks and the advanced payments outstanding in these bank accounts are included in Accounts payable in the accompanying condensed consolidated balance sheets.

**Other Long-Term Liabilities**

Other long-term liabilities include primarily general liabilities, workers' compensation liabilities, liabilities for the deferred compensation plan, leasehold interests, financing obligations for build-to-suit lease arrangements and other miscellaneous long-term liabilities. These leasehold interests are amortized over their estimated useful benefit periods, which is typically the lease term. The weighted-average amortization period is 14 years.

**Lease Accounting**

Certain of the Company's operating leases provide for minimum annual payments that increase over the life of the lease. The aggregate minimum annual payments are charged to expense on a straight-line basis beginning when the Company takes possession of the property and extending

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over the term of the related lease. The amount by which straight-line rent expense exceeds actual lease payment requirements in the early years of the leases is accrued as deferred minimum rent and reduced in later years when the actual cash payment requirements exceed the straight-line expense. Accounting guidance for asset retirement obligations requires an entity to recognize a liability for the fair value of a conditional asset retirement obligation if the fair value of the liability can be reasonably estimated. Due to the nature of the Company's business, its asset retirement obligation with respect to owned or leased properties is not significant.

The Company records an asset and related financing obligation for the estimated construction costs under build-to-suit lease arrangements where it is considered, in substance, to be the owner of the construction project due to the Company's involvement in the building's construction. Upon occupancy and shortly thereafter, the Company assesses whether these arrangements qualify for sales recognition under the sale-leaseback accounting guidance. If the Company continues to be deemed the owner of the building, the Company will continue to account for the arrangement as a financing lease.

### **Store Opening and Closing Costs**

New store opening costs consisting primarily of rent, store payroll and general operating costs are charged to expense as incurred prior to the store opening.

In the event a leased store is closed before the expiration of the associated lease, the discounted remaining lease obligation less estimated sublease rental income, asset impairment charges related to improvements and fixtures, inventory write-downs and other miscellaneous closing costs associated with the disposal activity are recognized when the store closes.

### **Share-Based Compensation**

All share-based payments are recognized over the requisite service period in the statements of operations and comprehensive income as compensation expense based on the fair value of an award, taking into consideration estimated forfeiture rates.

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The Company measures share-based compensation cost at the grant date based on the fair value of the award and recognizes share-based compensation cost as an expense over the award's vesting period. As share-based compensation expense recognized in the consolidated statements of operations and comprehensive income of the Company is based on awards ultimately expected to vest, the amount of expense has been reduced for estimated forfeitures. The Company's forfeiture rate assumption used in determining its share-based compensation expense is estimated primarily based upon historical data. The actual forfeiture rate could differ from these estimates.

The Company uses the Black-Scholes-Merton option-pricing model to determine the grant date fair value for each stock option grant. The Black-Scholes-Merton option-pricing model requires extensive use of subjective assumptions. Application of alternative assumptions could produce significantly different estimates of the fair value of share-based compensation and, consequently, the related amounts recognized in the Company's consolidated statements of operations and comprehensive income. The Company recognizes compensation cost for graded vesting awards as if they were granted in multiple awards. Management believes the use of this multiple award method is preferable because a stock option grant or restricted stock grant with graded vesting is effectively a series of individual grants that vest over various periods and management believes that this method provides for better matching of compensation costs with the associated services rendered throughout the applicable vesting periods. See Note 9, Share-Based Compensation.

## **Significant Accounting Estimates**

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions. Such estimates and assumptions could affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## **Revenue Recognition**

Revenues from the sale of products are recognized at the point of sale. Discounts provided to customers at the time of sale are recognized as a reduction in sales as the products are sold. Returns are also recognized as a reduction in sales and are immaterial in relation to total sales. The Company collects sales tax on taxable products purchased by its customers and remits such collections to the appropriate taxing authority in accordance with local laws. Sales tax collections are presented in the consolidated statements of operations and comprehensive income on a net basis and, accordingly, are excluded from reported revenues.

Proceeds from the sale of the Company's *Smart & Final* gift cards are recorded as a liability at the time of sale, and recognized as sales when they are redeemed by the customer. The *Smart & Final* gift cards do not have an expiration date and the Company is not required to escheat the value of unredeemed gift cards in the applicable jurisdictions. The Company has determined a gift card breakage rate based upon historical redemption patterns. Estimated breakage amounts are accounted for under the redemption recognition method, which results in recognition of estimated breakage income in proportion to actual gift card redemptions.

## **Cost of Sales, Buying and Occupancy**

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The major categories of costs included in cost of sales, buying and occupancy are cost of goods, distribution costs, costs of the Company's buying department and store occupancy costs, net of earned vendor rebates and other allowances. Distribution costs consist of all warehouse receiving and inspection costs, warehousing costs, all transportation costs associated with shipping goods from the Company's warehouses to its stores, and other costs of its distribution network. The Company does not exclude any material portion of these costs from cost of sales.

### **Vendor Rebates and Other Allowances**

As a component of the Company's consolidated procurement program, the Company frequently enters into contracts with vendors that provide for payments of rebates or other allowances. These vendor payments are reflected in the carrying value of the inventory when earned or as progress is made toward earning the rebate or allowance and as a component of cost of sales as the inventory is sold. Certain of these vendor contracts provide for rebates and other allowances that are contingent upon the Company meeting specified performance measures such as a cumulative level of purchases over a specified period of time. Such contingent rebates and other allowances are given accounting recognition at the point at which achievement of the specified performance measures are deemed to be probable and reasonably estimable.

### **Operating and Administrative Expenses**

The major categories of operating and administrative expenses include store direct expenses associated with displaying and selling at the store level, primarily labor and related fringe benefit costs, advertising and marketing costs, overhead costs and corporate office costs. The Company charges to expense the costs of advertising as incurred.

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**Income Taxes**

The Company recognizes deferred tax assets and liabilities based on the liability method, which requires an adjustment to the deferred tax asset or liability to reflect income tax rates currently in effect. When income tax rates increase or decrease, a corresponding adjustment to income tax expense is recorded by applying the rate change to the cumulative temporary differences. The Company also determines whether it is more likely than not that a tax position will be sustained upon examination by the appropriate taxing authorities before any part of the benefit can be recognized.

In the second quarter of 2016, the Company adopted ASU No. 2016-09, *Compensation-Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting* ( ASU 2016-09 ).

In the first quarter of 2017, the Company adopted ASU No. 2015-17, *Balance Sheet Classification of Deferred Taxes* ( ASU 2015-17 ), prospectively to classify all deferred tax assets and liabilities as noncurrent on the consolidated balance sheet instead of separating deferred taxes into current and noncurrent amounts. As a result of the prospective adoption, prior periods were not retrospectively adjusted.

**Foreign Currency Translations**

The Company's joint venture in Mexico uses the Mexican Peso as its functional currency. The joint venture's assets and liabilities are translated into U.S. dollars at the exchange rates prevailing at the balance sheet dates. Revenue and expense accounts are translated into U.S. dollars at average exchange rates during the year. Foreign exchange translation adjustments are included in Accumulated other comprehensive loss, which is reflected as a separate component of stockholders' equity, in the accompanying condensed consolidated balance sheets.

**Derivative Financial Instruments**

The Company uses interest rate swaps to manage its exposure to adverse fluctuations in interest rates. The contracts are accounted for in accordance with accounting guidance for derivatives and hedging, which requires every derivative instrument to be recorded in the Company's consolidated balance sheets as either an asset or liability measured at its fair value. The Company designates its interest rate swaps as cash flow hedges and formally documents its hedge relationships, including identification of the hedging instruments and the hedged items, as well as its risk management objectives and strategies for undertaking the hedge transaction. Accordingly, changes in estimated fair value related to the interest rate swaps are recognized in Accumulated other comprehensive loss in the condensed consolidated statements of stockholders' equity and recognized in the condensed consolidated statements of operations and comprehensive income when the hedged items affect earnings. See Note 5, Derivative Financial Instruments.

**Debt Discount and Debt Issuance Costs**

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Costs incurred in connection with the placement of long-term debt paid directly to the Company's lenders are treated as a debt discount. Costs incurred in connection with the placement of long-term debt paid to third parties are treated as debt issuance costs and are amortized to interest expense over the term of the related debt using the effective interest method.

The Company presents capitalized debt issuance costs in its condensed consolidated balance sheets as a direct reduction to debt.

### **Self-Insurance**

The Company has various insurance programs related to its risks and costs associated with workers' compensation and general liability claims. The Company has elected to purchase third-party insurance to cover the risk in excess of certain dollar limits established for each respective program. The Company establishes estimated accruals for its insurance programs based on available claims data, historical trends and experience, and projected ultimate costs of the claims. These accruals are based on estimates prepared with the assistance of outside actuaries and consultants, and the ultimate cost of these claims may vary from initial estimates and established accruals. The actuaries periodically update their estimates and the Company records such adjustments in the period in which such determination is made. Included in the aggregate accrual are amounts related to the risk in excess of certain dollar limits related to the Company's workers' compensation California self-insured program and its general liability program. The Company has also recorded a corresponding insurance recovery receivable from its third-party insurance carriers related to the risk in excess of certain dollar limits related to its workers' compensation California self-insured program and its general liability program. The accrued obligation for these self-insurance programs and the corresponding insurance recovery receivable are included in Other long-term liabilities and Other Assets, respectively, in the condensed consolidated balance sheets.

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**Fair Value of Financial Instruments**

The Company's financial instruments recorded in the condensed consolidated balance sheets include cash and cash equivalents, accounts receivable, derivatives, investments in affiliates, accounts payable, accrued expenses and long-term variable rate debt. The carrying amounts of cash and cash equivalents, accounts receivable, derivatives, equity investment in joint venture, accounts payable and accrued expenses approximate fair value.

The Company's debt is not listed or traded on an established market. For the purpose of determining the fair value of the Company's first lien term loan facility (as amended, the Term Loan Facility), the administrative agent has provided to the Company the fair value of the Term Loan Facility based upon orderly trading activity and related closing prices for actual trades of the Term Loan Facility as well as indications of interest by prospective buyers and sellers and related bid/ask prices. As of October 8, 2017, the carrying value of the Term Loan Facility approximates fair value based upon valuations received from the administrative agent, which reflected a pricing valuation of 96.5% of carrying value. The carrying valuation of the Company's Term Loan Facility was \$625.0 million, compared to an indicated fair value of \$603.1 million as of October 8, 2017. The Company's estimates of the fair value of long-term debt were classified as Level 2 in the fair value hierarchy.

The Company's condensed consolidated financial statements reflect its investment in Sprouts Farmers Market, Inc. (Sprouts) through the Company's supplemental deferred compensation plan. The investment is presented at fair market value.

**Accounting for Retirement Benefit Plans**

The Company recognizes the overfunded or underfunded status of a defined benefit plan, measured as the difference between the fair value of plan assets and the plan's benefit obligation, as an asset or liability in its consolidated balance sheets and recognizes changes to that funded status in the year in which the changes occur through accumulated other comprehensive income. Measurement of the funded status of a plan is required as of the Company's consolidated balance sheet dates.

**Earnings per Share**

Basic earnings per share is calculated by dividing net income by the weighted average number of shares outstanding during the fiscal period.

Diluted earnings per share is calculated by dividing net income by the weighted average number of shares outstanding, plus, where applicable, shares that would have been outstanding related to dilutive stock options and unvested restricted stock.

**3. Recent Accounting Pronouncements**



**Recently Issued Accounting Pronouncements Not Yet Adopted**

In May 2014, the FASB issued ASU No. 2014-09, *Revenue from Contracts with Customers (Topic 606)* ( ASU 2014-09 ). ASU 2014-09 is a comprehensive new revenue recognition model that requires an entity to recognize revenue to depict the transfer of goods or services to a customer at an amount that reflects the consideration it expects to receive in exchange for those goods or services. ASU 2014-09 also requires expanded disclosures about revenue recognition. In adopting ASU 2014-09, entities may use either a full retrospective or a modified retrospective approach. ASU 2014-09 was to be effective for the first interim period within annual reporting periods beginning after December 15, 2016, and early adoption is not permitted. In August 2015, the FASB issued ASU No. 2015-14, *Revenue from Contracts with Customers: Deferral of the Effective Date*, which defers the effective date of ASU 2014-09 for all entities by one year. During 2016, the FASB issued additional clarification guidance on the new revenue recognition standard which also included certain scope improvements and practical expedients. Because the standard will impact various business processes, systems and controls of the Company, a project team has been formed to evaluate and guide the implementation. The Company's operations are primarily the sale of fresh perishables and everyday grocery items, as well as foodservice, packaging and janitorial products. To date, the Company has performed a preliminary detailed review of key contracts and comparison of historical accounting policies and practices to the new standard including principal versus agent considerations as amended through ASU 2016-08, *Principal Versus Agent Considerations (Reporting Revenue Gross Versus Net)* ( ASU 2016-08 ). The Company's analysis of its current contracts under the new standard supports the recognition of revenue at the point of sale, consistent with its current revenue policy. Furthermore, the Company evaluated the principal versus agent considerations as it relates to certain arrangements with third parties and determined that there would be no impact to the presentation of gross or net revenue reporting. The Company's reported revenues related to these arrangements represented approximately 1% of total 2016 consolidated sales under such arrangements on a gross basis. The Company is continuing to evaluate the impact ASU 2014-09, ASU 2016-08 and other amendments and related interpretive guidance will have on its consolidated financial statements and disclosures through the date of adoption. The Company currently anticipates utilizing the modified retrospective method of adoption allowed by the standards and plans to adopt the standards as of January 1, 2018. The Company does not expect the adoption of this guidance will have a material impact on the Company's consolidated financial statements.

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In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)* ( ASU 2016-02 ). ASU 2016-02 will require organizations that lease assets, referred to as lessees , to recognize on the balance sheet the assets and liabilities for the rights and obligations created by those leases. A lessee will be required to recognize assets and liabilities for leases with lease terms of more than 12 months. Consistent with current GAAP, the recognition, measurement and presentation of expenses and cash flows arising from a lease by a lessee primarily will depend on its classification as a financing or operating lease. However, unlike current GAAP, which requires only capital leases to be recognized on the balance sheet, ASU 2016-02 will require both types of leases to be recognized on the balance sheet. As a result, lessees will be required to put most leases on their balance sheets while recognizing expense on their income statements in a manner similar to current accounting. ASU 2016-02 is effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. The Company anticipates that the adoption of ASU 2016-02 will materially affect its condensed consolidated balance sheets, with no material impact to its consolidated statements of operations. The Company is in the process of implementing changes to its systems and processes in conjunction with its review of existing lease agreements. The ultimate impact of adopting ASU 2016-02 will depend on the Company s lease portfolio as of the adoption date.

On March 9, 2016, the FASB issued ASU No. 2016-04, *Liabilities – Extinguishments of Liabilities (Subtopic 405-20): Recognition of Breakage for Certain Prepaid Stored-Value Products* ( ASU 2016-04 ). ASU 2016-04 requires issuers of prepaid stored-value products redeemable for goods, services or cash at third-party merchants to derecognize liabilities related to those products for breakage, or the value of prepaid stored-value products that is not redeemed by consumers for goods, services or cash. An entity that expects to be entitled to a breakage amount for a liability resulting from the sale of a prepaid stored-value product within the scope of ASU 2016-04 is required to derecognize the liability related to expected breakage in proportion to the pattern of rights expected to be exercised by the consumer only if it is probable that a significant reversal of the recognized breakage amount will not occur. If an entity does not expect to be entitled to a breakage amount, it is required to derecognize the related liability when the likelihood of a consumer exercising its remaining rights becomes remote. Entities will apply the guidance using either a modified retrospective approach with a cumulative-effect adjustment to retained earnings as of the beginning of the period of adoption or a full retrospective approach. The guidance is for fiscal years beginning after December 15, 2017, and interim periods within those fiscal years. Early adoption is permitted. The Company does not expect the adoption of ASU 2016-04 will have a material impact on the Company s consolidated financial statements.

In June 2016, the FASB issued ASU No. 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments* ( ASU 2016-13 ). ASU 2016-13 replaces the incurred loss impairment methodology under current GAAP. The new guidance requires immediate recognition of estimated credit losses expected to occur for most financial assets and certain other instruments. For available-for-sale debt securities with unrealized losses, the losses will be recognized as allowances rather than reductions in the amortized cost of the securities. It is effective for annual reporting periods beginning after December 15, 2019 and interim periods within those annual periods. Early adoption for annual reporting periods beginning after December 15, 2018 is permitted. Entities will apply the standard s provisions as a cumulative-effect adjustment to retained earnings as of the beginning of the first effective reporting period. The Company is currently evaluating this guidance and the impact it will have on its consolidated financial statements.

In August 2016, the FASB issued ASU 2016-15, *Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments* ( ASU 2016-15 ). ASU 2016-15 is intended to reduce diversity in practice of how certain transactions are classified in the statement of cash flows. ASU 2016-15 addresses the classification of various transactions, including, among other things, debt prepayment or debt extinguishment costs, settlement of zero-coupon debt instruments, contingent consideration payments made after a business combination, distributions received from equity method investments, and beneficial interests in securitization transactions. ASU 2016-15 is effective for public entities for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. Early adoption is permitted, including adoption in an interim period. The Company does not expect the adoption of ASU 2016-15 will have a material impact on the Company s consolidated financial statements.

In January 2017, the FASB issued ASU 2017-01, *Business Combinations (Topic 805): Clarifying the Definition of a Business* ( ASU 2017-01 ). ASU 2017-01 narrows the definition of a business . This standard provides guidance to assist entities with evaluating when a set of transferred

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assets and activities is a business. This guidance is effective for interim and annual reporting periods beginning after December 15, 2017. This guidance must be applied prospectively to transactions occurring within the period of adoption. The Company does not expect the adoption of ASU 2017-01 will have a material impact on the Company's consolidated financial statements.

In March 2017, the FASB issued ASU 2017-07, *Compensation - Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost* (ASU 2017-07). ASU 2017-07 requires the service cost component of net periodic benefit cost be presented in the same income statement line item as other employee compensation costs arising from services rendered during the period and other components of the net periodic benefit cost be presented separately from the line item that includes the service cost and outside of any subtotal of operating income. For public entities, the amendments in ASU 2017-07 are effective for interim and annual reporting periods beginning after December 15, 2017. The Company does not expect the adoption of ASU 2017-07 will have a material impact on the Company's consolidated financial statements.

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In May 2017, the FASB issued ASU 2017-09, *Compensation – Stock Compensation (Topic 718): Scope of Modification Accounting* ( ASU 2017-09 ). ASU 2017-09 clarifies when changes to the terms or conditions of a share-based payment award must be accounted for as modifications. The new guidance is intended to reduce diversity in practice and result in fewer changes to the terms of an award being accounted for as modifications. Under ASU 2017-09, an entity will not apply modification accounting to a share-based payment award if the award's fair value, vesting conditions and classification as an equity or liability instrument are the same immediately before and after the change. ASU 2017-09 will be applied prospectively to awards modified on or after the adoption date. The guidance is effective for annual periods, and interim periods within those annual periods, beginning after December 15, 2017. The Company does not expect the adoption of ASU 2017-09 will have a material impact on the Company's consolidated financial statements.

In August 2017, the FASB issued ASU 2017-12, *Derivatives and Hedging (Topic 815): Targeted Improvements to Accounting for Hedging Activities* ( ASU 2017-12 ). The new guidance amends the hedge accounting model to enable entities to better portray the economics of their risk management activities in the financial statements and enhance the transparency and understandability of hedge results. The amendments expand an entity's ability to hedge nonfinancial and financial risk components and reduce complexity in fair value hedges of interest rate risk. The guidance eliminates the requirement to separately measure and report hedge ineffectiveness and generally requires the entire change in the fair value of a hedging instrument to be presented in the same income statement line as the hedged item. The guidance also eases certain documentation and assessment requirements and modifies the accounting for components excluded from the assessment of hedge effectiveness. ASU 2017-12 is effective for annual and interim periods beginning after December 15, 2018 with early adoption permitted. The amended presentation and disclosure guidance is to be applied on a prospective basis. The Company does not expect the adoption of ASU 2017-12 will have a material impact on its consolidated financial statements.

#### 4. Debt

Current portion of debt at October 8, 2017 and January 1, 2017 was as follows (in thousands):

	October 8, 2017	January 1, 2017
Revolving Credit Facility	\$ 65,000	\$ 64,000
Promissory Note	1,775	
Less:		
Debt issuance costs	(1,330)	(1,648)
Total current portion of debt	\$ 65,445	\$ 62,352

Long-term debt at October 8, 2017 and January 1, 2017 was as follows (in thousands):

	October 8, 2017	January 1, 2017
Term Loan Facility	\$ 625,000	\$ 625,000
Less:		
Debt issuance costs	(2,363)	(2,709)
Discount on debt issuance	(5,035)	(5,703)
Total long-term debt	\$ 617,602	\$ 616,588

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In conjunction with the Ares Acquisition, Smart & Final Stores LLC ( Smart & Final Stores ) entered into three financing arrangements effective November 15, 2012, including two term loan agreements: the Term Loan Facility and a second lien term loan facility (the Second Lien Term Loan Facility ) and an asset-based lending facility (the Revolving Credit Facility ).

The Term Loan Facility originally had a term of seven years and originally provided financing of up to a maximum of \$525.0 million in term loans. At November 15, 2012, the Term Loan Facility was drawn to provide \$525.0 million in gross proceeds as a part of the funding for the Ares Acquisition.

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All obligations under the Term Loan Facility are secured by (1) a first-priority security interest in substantially all of the property and assets of, as well as the equity interests owned by, Smart & Final Stores and SF CC Intermediate Holdings, Inc., a direct wholly owned subsidiary of SFSI ( Intermediate Holdings ), and the other guarantors, with certain exceptions, and (2) a second-priority security interest in the Revolving Credit Facility collateral. The Term Loan Facility contains covenants that would restrict the Company's ability to pay cash dividends.

The Second Lien Term Loan Facility had a term of eight years and provided \$195.0 million in gross proceeds at November 15, 2012. In the second and fourth quarters of 2013, the Company amended its Term Loan Facility to increase borrowings by an aggregate \$195.0 million. On December 19, 2013, the Company used these proceeds to repay the outstanding amount of \$195.0 million on the Second Lien Term Loan Facility.

On September 29, 2014, the Company used the net proceeds from its initial public offering (the IPO ) to repay borrowings of approximately \$115.5 million under the Term Loan Facility. Quarterly amortization of the principal amount is no longer required as a result of this prepayment.

During the second quarter of 2015, the Company amended the Term Loan Facility to reduce (i) the ABR Borrowings applicable margin from 2.75% to 2.25%, (ii) the Eurocurrency Borrowings applicable margin from 3.75% to 3.25% and (iii) the Adjusted LIBOR floor rate from 1.00% to 0.75%. The November 15, 2019 maturity date remained unchanged.

During the third quarter of 2016, the Company amended the Term Loan Facility (the Fourth Amendment ) to increase the size of the Term Loan Facility by \$30.1 million, from \$594.9 million to \$625.0 million, and to extend the original November 15, 2019 maturity date to November 15, 2022. Additionally, in connection with the Fourth Amendment, the Eurocurrency Borrowings applicable margin increased from 3.25% to 3.50%. As of October 8, 2017 and January 1, 2017, the weighted-average interest rate on the amount outstanding under the Term Loan Facility was 4.85% and 4.41%, respectively.

The Revolving Credit Facility originally provided financing of up to \$150.0 million (including up to \$50.0 million for the issuance of letters of credit) subject to a borrowing base, for a term of five years. The borrowing base is a formula based on certain eligible inventory and receivables, minus certain reserves.

All obligations under the Revolving Credit Facility are secured by (1) a first-priority security interest in the accounts receivable, inventory, cash and cash equivalents, and related assets of Smart & Final Stores and Intermediate Holdings and the other guarantors under the facility, and (2) a second-priority security interest in substantially all of the other property and assets of, as well as the equity interests owned by, Smart & Final Stores and Intermediate Holdings and the other guarantors under the facility.

During the third quarter of 2016, the Company amended the Revolving Credit Facility (the Second Amendment ) to increase the committed amount to \$200.0 million. Additionally, the maturity date was extended from November 15, 2017 to the earlier of (a) July 19, 2021 and (b) to the extent the Term Loan Facility (and any refinancing of the Term Loan Facility) has not been paid in full, the date that is 60 days prior to the earliest scheduled maturity date of the Term Loan Facility (or such refinancing of the Term Loan Facility). In addition, the applicable margin ranges were reduced with respect to (i) alternate base rate loans to 0.25% to 0.50% from 0.25% to 0.75% and (ii) LIBOR rate loans to 1.25% to 1.50% from 1.25% to 1.75%.

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At October 8, 2017 and January 1, 2017, the alternate base rate was 4.25% and 3.75%, respectively and the applicable margin for alternate base rate loans was 0.25%, for a total rate of 4.50% and 4.00%, respectively. The calculated borrowing base of the Revolving Credit Facility was \$194.3 million and \$196.9 million at October 8, 2017 and January 1, 2017, respectively. As of October 8, 2017 and January 1, 2017, the amount outstanding under the Revolving Credit Facility was \$65.0 million and \$64.0 million, respectively.

The Revolving Credit Facility also provides for a \$65.0 million sub-limit for letters of credit, of which the Company had \$36.2 million and \$29.9 million outstanding as of October 8, 2017 and January 1, 2017, respectively. As of October 8, 2017 and January 1, 2017, the amount available for borrowing under the Revolving Credit Facility was \$93.1 million and \$103.0 million, respectively. The Revolving Credit Facility does not include financial covenant requirements unless a defined covenant trigger event has occurred and is continuing. As of October 8, 2017 and January 1, 2017, no trigger event had occurred.

During the third quarter of 2017, the Company entered into a Promissory Note to purchase certain real property for \$1.8 million that is financed by the seller. The Promissory Note bears interest at 5.00% per annum and is due in one year.

Table of Contents**5. Derivative Financial Instruments**

On April 15, 2013, the Company entered into a five-year interest rate swap agreement (the Swap) to fix the LIBOR component of interest under the Term Loan Facility at 1.7325% on a variable notional amount starting at \$422.7 million and declining to \$359.7 million for the period from September 30, 2014 through March 29, 2018. The Swap has been designated as a cash flow hedge against LIBOR interest rate movements and formally assessed, both at inception and at least quarterly thereafter, as to whether it was effective in offsetting changes in cash flows of the hedged item. The portion of the change in fair value attributable to hedge ineffectiveness was recorded in Interest expense, net in the condensed consolidated statements of operations and comprehensive income. The portion of the change in fair value attributable to hedge effectiveness, net of income tax effects, was recorded to Accumulated other comprehensive loss in the condensed consolidated statements of stockholders' equity.

On May 30, 2013, the Company entered into an amendment to the Swap to change the fixed LIBOR component to 1.5995% and the floor rate to 1.00%. On May 12, 2015, the Company entered into a second amendment to the Swap to change the fixed LIBOR component to 1.47675% and the floor rate to 0.75% on a variable notional amount starting at \$410.9 million for the period from June 30, 2015 through March 29, 2018.

As of October 8, 2017 and January 1, 2017, the fair value carrying amount of the Company's interest rate swaps are recorded as follows (in thousands):

	October 8, 2017	January 1, 2017
Other assets	\$	\$ 83
Accrued expenses	(67)	(1,144)
Total derivatives designated as hedging instruments	\$ (67)	\$ (1,061)

The following table summarizes the gain recognized in accumulated other comprehensive loss (AOCL) and the amount of gain reclassified from AOCL into earnings for the forty weeks ended October 8, 2017 (in thousands):

	Amount of Gain Recognized in OCI on Derivative, Net of Tax (Effective Portion)	Amount of Loss Recognized in Earnings on Derivative, Net of Tax (Ineffective Portion)
Interest rate swaps	\$ 610	\$ 14

**6. Fair Value Measurements**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. To estimate the fair values of its financial and nonfinancial assets and liabilities, the Company uses valuation approaches within a hierarchy that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability



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based on market data obtained from sources independent of the Company. Unobservable inputs are inputs that reflect the Company's assumptions about the inputs that market participants would use in pricing the asset or liability and are developed based on the best information available in the circumstances. The fair value hierarchy is divided into three levels based on the source of inputs as follows:

Level 1 Quoted prices for identical instruments in active markets

Level 2 Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which all significant inputs and significant value drivers are observable in active markets

Level 3 Valuations derived from valuation techniques in which one or more significant inputs or significant value drivers are unobservable

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The Company's assets and liabilities measured at fair value on a recurring basis are summarized in the following table by the type of inputs applicable to the fair value measurements (in thousands):

Description	Fair Value Measurement at October 8, 2017			
	Total as of October 8, 2017	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<b>Financial assets</b>				
Other assets - cash and cash equivalents that fund supplemental executive retirement plan and deferred compensation plan	\$ 539	\$ 539	\$	\$
Other assets - assets that fund supplemental executive retirement plan	3,476	3,476		
Other assets - assets that fund deferred compensation plan	2,308	2,308		
Other assets - deferred compensation plan investment in Sprouts	1,845	1,845		
<b>Financial liabilities</b>				
Derivatives	(67)		(67)	
Other long-term liabilities - deferred compensation plan	(17,691)	(1,833)	(15,858)	
<b>Total</b>	<b>\$ (9,590)</b>	<b>\$ 6,335</b>	<b>\$ (15,925)</b>	<b>\$</b>

Level 1 Investments include money market funds of \$0.5 million, market index funds of \$5.8 million and an investment in Sprouts of \$1.8 million with the corresponding deferred compensation liabilities of \$1.8 million. The fair values of these investments are based on quoted market prices in an active market.

Level 2 Liabilities include \$15.9 million of deferred compensation liabilities, the fair value of which is based on quoted prices of similar assets traded in active markets, and \$0.1 million of derivatives, which are interest rate hedges. The fair values of the derivatives are determined based primarily on a third-party pricing model that applies observable credit spreads to each exposure to calculate a credit risk adjustment and the inputs are changed only when corroborated by observable market data.

Description	Fair Value Measurement at January 1, 2017			
	Total as of January 1, 2017	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<b>Financial assets</b>				
Other assets - cash and cash equivalents that fund supplemental executive retirement plan and deferred compensation plan	\$ 3,192	\$ 3,192	\$	\$
Other assets - assets that fund supplemental executive retirement plan	3,303	3,303		
Other assets - deferred compensation plan investment in Sprouts	2,413	2,413		
<b>Financial liabilities</b>				

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Derivatives	(1,061)		(1,061)
Other long-term liabilities deferred compensation plan	(17,723)	(1,915)	(15,808)
Total	\$ (9,876)	\$ 6,993	\$ (16,869) \$

Level 1 Investments include money market funds of \$3.2 million, market index funds of \$3.3 million and an investment in Sprouts of \$2.4 million with the corresponding deferred compensation liabilities of \$1.9 million. The fair values of these investments are based on quoted market prices in an active market.

Level 2 Liabilities include \$15.8 million of deferred compensation liabilities, the fair value of which is based on quoted prices of similar assets traded in active markets, and \$1.1 million of derivatives, which are interest rate hedges. The fair values of the derivatives are determined based primarily on a third-party pricing model that applies observable credit spreads to each exposure to calculate a credit risk adjustment and the inputs are changed only when corroborated by observable market data.

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Certain assets are measured at fair value on a nonrecurring basis, which means the assets are not measured at fair value on an ongoing basis but, rather, are subject to fair value adjustments only in certain circumstances (for example, when there is evidence of impairment). See Note 2, Significant Accounting Policies – Property, Plant and Equipment, Capitalized Software and Goodwill and Intangible Assets. The fair value measurements were determined using available market capitalization rates and public comparable store sales data at the measurement dates. The Company classifies the measurements as Level 3.

**7. Retirement Benefit Plans and Postretirement and Postemployment Benefit Obligations**

**Defined Benefit Retirement Plan**

The Company has a funded noncontributory qualified defined benefit retirement plan (the Single-Employer Plan) that, prior to June 1, 2008, covered substantially all full-time employees following a vesting period of five years of service (the Pension Participants) and provided defined benefits based on years of service and final average salary. The Predecessor froze the accruing of future benefits for the Pension Participants (the Frozen Pension Participants) effective June 1, 2008, with the exception of approximately 450 hourly paid employees in the Company's distribution and transportation operations who remain eligible for pension benefits under the prior terms. No new employees are eligible for participation in the Single-Employer Plan after June 1, 2008, with the exception of new hires in the Company's eligible distribution and transportation operations. Frozen Pension Participants will continue to accrue service for vesting purposes only and future payments from the Single-Employer Plan will be in accordance with the Single-Employer Plan's retirement payment provisions. The Company funds the Single-Employer Plan with annual contributions as required by the Employee Retirement Income Security Act of 1974, as amended (ERISA). The Company uses a measurement date of December 31 for the Single-Employer Plan.

The components included in the net periodic benefit cost for the periods indicated are as follows (in thousands):

	Sixteen Weeks Ended		Forty Weeks Ended	
	October 8, 2017	October 9, 2016	October 8, 2017	October 9, 2016
Service cost	\$ 604	\$ 478	\$ 1,397	\$ 1,146
Interest cost	2,958	3,024	6,837	7,256
Expected return on plan assets	(3,117)	(2,992)	(7,204)	(7,180)
Amortization of net actuarial loss	191		441	
Net periodic benefit cost	\$ 636	\$ 510	\$ 1,471	\$ 1,222

During the forty weeks ended October 8, 2017, the Company made a \$9.7 million contribution to the Single-Employer Plan. The Company expects to fund a minimum required contribution of \$11.7 million during fiscal year 2017.

**Supplemental Executive Retirement Plan**

## Edgar Filing: Smart & Final Stores, Inc. - Form 10-Q

The Company maintains a noncontributory, nonqualified defined benefit supplemental executive retirement plan (the SERP), which provides supplemental income payments for certain current and former corporate officers in retirement. No new participants are eligible for participation and service and compensation accruals were frozen effective June 1, 2008. Accordingly, the retirement benefit for SERP participants who remained employed by the Company was frozen, and future service or compensation increases will not adjust the SERP benefit amount.

To provide partial funding for the SERP, the Company invests in corporate-owned life insurance policies. The Company uses a measurement date of December 31 for the SERP.

The components included in the net periodic benefit cost for the periods indicated are as follows (in thousands):

	Sixteen Weeks Ended		Forty Weeks Ended	
	October 8, 2017	October 9, 2016	October 8, 2017	October 9, 2016
Interest cost	\$ 336	\$ 356	\$ 839	\$ 890
Net periodic benefit cost	\$ 336	\$ 356	\$ 839	\$ 890

Table of Contents**Postretirement and Postemployment Benefit Obligations**

The Company provides health care benefits for certain retired employees. Prior to June 1, 2008, substantially all full-time employees could become eligible for such benefits if they reached retirement age while still working for the Company. The Company froze the accruing of benefits for eligible participants effective June 1, 2008. Participants who were eligible for a retiree medical benefit and retired prior to June 1, 2009 continued to be eligible for retiree medical coverage. The Company retains the right to make further amendments to the benefit formula and eligibility requirements. This postretirement health care plan is contributory with participants' contributions adjusted annually. The plan limits benefits to the lesser of the actual cost for the medical coverage selected or a defined dollar benefit based on years of service, applicable to eligible retirees. The Company uses a measurement date of December 31 for this health care plan.

The components included in the postretirement benefit cost for the periods indicated are as follows (in thousands):

	Sixteen Weeks Ended		Forty Weeks Ended	
	October 8, 2017	October 9, 2016	October 8, 2017	October 9, 2016
Service cost	\$ 154	\$ 123	\$ 385	\$ 308
Interest cost	185	215	462	538
Net periodic benefit cost	\$ 339	\$ 338	\$ 847	\$ 846

**8. Income Taxes**

The Company's effective tax rate for the forty weeks ended October 8, 2017 and October 9, 2016 was 5.2% and (3.1)%, respectively. The difference in the Company's effective tax rate for the forty weeks ended October 8, 2017 compared to the forty weeks ended October 9, 2016 was primarily related to greater excess tax benefits from stock option award exercises and restricted stock vesting and other discrete items that occurred in the forty weeks ended October 9, 2016 and limitations on the deductibility of executive compensation that occurred in the forty weeks ended October 8, 2017.

SFSI, or one of its subsidiaries, files income tax returns in the U.S. federal jurisdiction, various U.S. state jurisdictions and Mexico. The Company is no longer subject to U.S. federal, state and local, or non-U.S. income tax examinations by tax authorities for years before 2011. The tax years which remain subject to examination or are being examined by major tax jurisdictions as of October 8, 2017 include fiscal years 2012 through 2016 for state purposes and 2013 through 2016 for federal purposes.

**9. Share-Based Compensation****2014 Incentive Plan**

## Edgar Filing: Smart & Final Stores, Inc. - Form 10-Q

Effective September 23, 2014, and in connection with the IPO, SFSI adopted the Smart & Final Stores, Inc. 2014 Stock Incentive Plan (the 2014 Incentive Plan ). Effective March 13, 2017, the 2014 Incentive Plan was amended and restated to increase the number of shares of Common Stock that may be issued thereunder. The 2014 Incentive Plan provides for the issuance of equity-based incentive awards not to exceed 9,200,000 shares of Common Stock to eligible employees, consultants and non-employee directors in the form of stock options, restricted stock, other stock-based awards and performance-based cash awards. In addition, a number of shares of Common Stock equal to the number of shares of Common Stock underlying stock options that were previously issued under the 2012 Incentive Plan (as defined below) and that expire, terminate or are cancelled for any reason without being exercised in full will be available for issuance under the 2014 Incentive Plan.

On May 8, 2017, the compensation committee of SFSI s board of directors (the Committee ) granted 547,206 shares of restricted stock to certain management employees and non-employee directors under the 2014 Incentive Plan. These awards have time-based vesting terms subject to continuous employment with the Company. Except for the shares granted to non-employee directors, which vest one year from May 18, 2017, these awards vest in equal tranches of  $33\frac{1}{3}\%$  each year over a three-year period from dates established by the Committee.

On July 27, 2017, the Committee granted 136,411 shares of restricted stock to certain management employees under the 2014 Incentive Plan. These awards have time-based vesting terms subject to continuous employment with the Company and vest in equal tranches of  $33\frac{1}{3}\%$  each year over a three-year period from dates established by the Committee.

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On May 25, 2017, the Committee granted 133,334 shares of restricted stock to the Company's Chief Executive Officer under the 2014 Incentive Plan. These awards have time-based and performance-based vesting terms as established by the Committee and set forth in the related Restricted Stock Agreement (the "Performance Goals"). The shares of restricted stock are subject to vesting upon the later of (i) the date on which the Committee certifies the Company has achieved the Performance Goals and (ii) the first and second anniversaries of the grant date (with respect to 50% of the award on each such date), in each case subject to the Chief Executive Officer's continuous employment with the Company. The Company considers the achievement of these vesting terms to be probable. If the Performance Goals are not achieved by the expiration of the performance periods, the shares of restricted stock will be forfeited.

During the forty weeks ended October 8, 2017, 159,297 shares of restricted stock were surrendered to the Company to cover the grantee's income tax obligations in connection with the vesting of restricted stock awards.

The following table summarizes the restricted stock award activity under the 2014 Incentive Plan for the forty weeks ended October 8, 2017:

	Shares		Weighted-Average Grant Date Fair Value
Outstanding at January 1, 2017	825,927	\$	12.92
Granted	816,951		12.25
Forfeited	(42,660)		13.43
Vested	(389,121)		11.24
Outstanding at October 8, 2017	1,211,097	\$	12.99

The Company recorded share-based compensation expense related to the restricted stock awards of \$2.6 million and \$1.8 million for the sixteen weeks ended October 8, 2017 and October 9, 2016, respectively, and \$5.0 million and \$3.2 million for the forty weeks ended October 8, 2017 and October 9, 2016, respectively. As of October 8, 2017, the unrecognized compensation cost was \$9.3 million and related weighted-average period over which restricted stock award expense was expected to be recognized was approximately 1.5 years.

On May 8, 2017, the Committee granted stock options to purchase up to a total of 814,403 shares of Common Stock to certain management employees under the 2014 Incentive Plan. These awards vest in equal installments of 25% each year over a four-year period from dates established by the Committee subject to continuous employment with the Company.

The following table summarizes the time-based option activity under the 2014 Incentive Plan for the forty weeks ended October 8, 2017 (dollars in thousands except weighted average exercise price):

	Shares		Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Term	Aggregate Intrinsic Value
Outstanding at January 1, 2017	2,578,708	\$	12.87	8.10 years	
Granted	814,403		12.90		



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Forfeited	(56,070)		12.73		
Exercised	(60,476)		12.00		
Expired					
Outstanding at October 8, 2017	3,276,565	\$	12.89	7.90 years	\$
Exercisable at October 8, 2017	1,311,334	\$	12.43	7.14 years	\$

Aggregate intrinsic value represents the difference between the closing stock price of the Common Stock and the exercise price of outstanding, in-the-money options. The closing stock price as reported on the New York Stock Exchange as of October 6, 2017 was \$7.80.

The Company recorded share-based compensation expense for time-based options granted under the 2014 Incentive Plan of \$1.3 million and \$1.3 million for the sixteen weeks ended October 8, 2017 and October 9, 2016, respectively, and \$2.8 million and \$2.4 million for the forty weeks ended October 8, 2017 and October 9, 2016, respectively. As of October 8, 2017, the unrecognized compensation cost was \$5.4 million and related weighted-average period over which time-based option expense was expected to be recognized was approximately 2.1 years.

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**2012 Incentive Plan**

Effective November 15, 2012, SFSI adopted the SF CC Holdings, Inc. 2012 Stock Incentive Plan (the "2012 Incentive Plan"), which provides for the issuance of equity-based incentive awards not to exceed 11,400,000 shares of Common Stock. Effective upon closing of the IPO, no new awards may be granted under the 2012 Incentive Plan.

The following table summarizes the time-based option activity under the 2012 Incentive Plan for the forty weeks ended October 8, 2017 (dollars in thousands except weighted average exercise price):

	Shares	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Term	Aggregate Intrinsic Value
Outstanding at January 1, 2017	4,799,586	\$ 6.58	6.10 years	
Forfeited	(20,216)	6.59		
Exercised	(245,998)	6.58		
Cancelled				
Expired				
Outstanding at October 8, 2017	4,533,372	\$ 6.58	5.33 years	\$ 5,762
Exercisable at October 8, 2017	3,566,120	\$ 6.58	5.33 years	\$ 4,538

The Company recorded share-based compensation expense for time-based options granted under the 2012 Incentive Plan of \$0.3 million and \$0.7 million for the sixteen weeks ended October 8, 2017 and October 9, 2016, respectively, and \$0.6 million and \$1.6 million for the forty weeks ended October 8, 2017 and October 9, 2016, respectively. As of October 8, 2017, the unrecognized compensation cost was \$0.1 million and related weighted-average period over which Time-Based Option expense was expected to be recognized was 0.2 years.

In connection with the Ares Acquisition on November 15, 2012, certain stock options to purchase shares of common stock of the Predecessor were converted into 3,625,580 stock options to purchase Common Stock (the "Rollover Options"). In the event of a participant's termination of employment for cause or upon discovery that the participant engaged in detrimental activity, if the Company elected to exercise its repurchase right, it was required to do so within a 180-day period commencing on the later of (i) the date of termination and (ii) the date on which such Rollover Option was exercised. In the event of a participant's termination of employment for any other reason, the repurchase right was required to be exercised by the Company during the 90-day period following the date of termination.

The following table summarizes the Rollover Option activity for the forty weeks ended October 8, 2017, dollars in thousands except weighted average exercise price:

Shares	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Term	Aggregate Intrinsic Value
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Outstanding at January 1, 2017	1,935,253	\$	2.33	1.37 years		
Forfeited						
Exercised	(686,977)		2.09			
Cancelled						
Expired						
Outstanding at October 8, 2017	1,248,276	\$	2.46	1.13 years	\$	6,668
Exercisable at October 8, 2017	1,248,276	\$	2.46	1.13 years	\$	6,668

Table of Contents**10. Accumulated Other Comprehensive Loss**

The following table represents the changes in AOCL by each component, net of tax, for the forty weeks ended October 8, 2017 (in thousands):

	Defined Benefit Retirement Plan	Cash Flow Hedging Activity	Foreign Currency Translation and Employee Benefit Obligation Adjustment	Total
Balance at January 1, 2017	\$ (10,332)	\$ (662)	\$ (2,589)	\$ (13,583)
OCI before reclassification		596	278	874
Amounts reclassified out of AOCL		14		14
Net current period OCI		610	278	888
Balance at October 8, 2017	\$ (10,332)	\$ (52)	\$ (2,311)	\$ (12,695)

The following table represents the items reclassified out of each component of AOCL and the related tax effects for the forty weeks ended October 8, 2017 (in thousands):

Details about AOCL Components	Amount Reclassified from AOCL	Location within Statement of Operations and Comprehensive Income
Income on cash flow hedges		
Interest rate swaps	\$ 24	Interest income (expense), net
	24	Total before income taxes
	(10)	Income tax (provision) benefit
	\$ 14	Reclassification of adjustments, net of tax
Total reclassifications for the forty weeks ended October 8, 2017	\$ 14	Total reclassifications, net of tax

**11. Segment Information**

The Company is a value-oriented retailer serving a diverse demographic of household and business customers through two complementary store banners. The Smart & Final business focuses on both household and business customers, and the Cash & Carry business focuses primarily on restaurants, caterers and a wide range of other foodservice businesses. The Company's chief operating decision maker regularly reviews the operating performance of each of the store banners including measures of performance based on income (loss) from operations. The Company considers each of the store banners to be an operating segment and has further concluded that presenting disaggregated information of these two operating segments provides meaningful information as certain economic characteristics are dissimilar as well as the characteristics of the customer base served.

The Corporate/Other category is comprised primarily of corporate overhead support expenses and administrative expenses incidental to the activities of the reportable segments, interest expense and other costs associated with the Company's debt obligations, equity earnings in its joint venture, and income taxes.

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For the sixteen weeks ended October 8, 2017, the operating information and total assets for the reportable segments are as follows (in thousands):

	<b>Smart &amp; Final</b>	<b>Cash &amp; Carry</b>	<b>Corporate / Other</b>	<b>Consolidated</b>
Net sales	\$ 1,115,234	\$ 342,119	\$	\$ 1,457,353
Cost of sales, distribution and store occupancy	948,476	292,502	2,512	1,243,490
Operating and administrative expenses	145,410	23,972	25,903	195,285
Income (loss) from operations	\$ 21,348	\$ 25,645	\$ (28,415)	\$ 18,578
As of October 8, 2017:				
Total assets	\$ 1,877,834	\$ 387,012	\$ (289,432)	\$ 1,975,414
Intercompany receivable (payable)	\$ 308,890	\$ 27,274	\$ (336,164)	\$
Investment in joint venture	\$	\$	\$ 15,055	\$ 15,055
Goodwill	\$ 406,662	\$ 204,580	\$	\$ 611,242
For the sixteen weeks ended October 8, 2017:				
Capital expenditures	\$ 38,699	\$ 5,201	\$ 4,201	\$ 48,101
Depreciation and amortization	\$ 26,962	\$ 1,698	\$ 2,391	\$ 31,051

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For the sixteen weeks ended October 9, 2016, the operating information for the reportable segments is as follows (in thousands):

	Smart & Final	Cash & Carry	Corporate / Other	Consolidated
Net sales	\$ 1,083,437	\$ 310,992	\$	\$ 1,394,429
Cost of sales, distribution and store occupancy	922,201	266,238	2,961	1,191,400
Operating and administrative expenses	141,010	21,082	21,310	183,402
Income (loss) from operations	\$ 20,226	\$ 23,672	\$ (24,271)	\$ 19,627
For the sixteen weeks ended October 9, 2016:				
Capital expenditures	\$ 38,345	\$ 3,957	\$ 1,914	\$ 44,216
Depreciation and amortization	\$ 24,115	\$ 1,184	\$ 2,429	\$ 27,728

For the forty weeks ended October 8, 2017, the operating information for the reportable segments is as follows (in thousands):

	Smart & Final	Cash & Carry	Corporate / Other	Consolidated
Net sales	\$ 2,716,337	\$ 786,320	\$	\$ 3,502,657
Cost of sales, distribution and store occupancy	2,311,878	675,007	6,528	2,993,413
Operating and administrative expenses	357,112	57,579	59,330	474,021
Income (loss) from operations	\$ 47,347	\$ 53,734	\$ (65,858)	\$ 35,223
For the twenty-four weeks ended October 8, 2017:				
Capital expenditures	\$ 93,503	\$ 11,575	\$ 12,505	\$ 117,583
Depreciation and amortization	\$ 64,982	\$ 3,975	\$ 6,091	\$ 75,048

For the forty weeks ended October 9, 2016, the operating information for the reportable segments is as follows (in thousands):

	Smart & Final	Cash & Carry	Corporate / Other	Consolidated
Net sales	\$ 2,604,505	\$ 736,658	\$	\$ 3,341,163
Cost of sales, distribution and store occupancy	2,214,012	630,934	7,623	2,852,569
Operating and administrative expenses	344,251	51,132	51,920	447,303
Income (loss) from operations	\$ 46,242	\$ 54,592	\$ (59,543)	\$ 41,291
For the forty weeks ended October 9, 2016:				
Capital expenditures	\$ 105,468	\$ 5,843	\$ 4,636	\$ 115,947
Depreciation and amortization	\$ 55,366	\$ 2,890	\$ 6,259	\$ 64,515

## 12. Commitments and Contingencies

### Legal Actions

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On February 11, 2016, SFSI received a subpoena from the District Attorney for the County of Yolo, California, seeking information concerning its handling, disposal and reverse logistics of potential hazardous waste at its stores and distribution centers in California. The Company has provided information and is cooperating with the authorities from multiple counties in California in connection with this ongoing matter. In the fourth quarter of 2016, the Company recorded a loss related to this matter in an amount considered to be immaterial. In the second quarter of 2017, the Company recorded an additional loss related to this matter in an amount considered to be immaterial. Due to the developing status of this matter and the uncertainty of its outcome, the Company cannot reasonably estimate possible additional loss or range of additional loss that may arise from this matter or whether this matter will have a material impact on its financial condition or operating results.

The Company is engaged in various other legal actions, claims and proceedings in the ordinary course of business, including claims related to employment related matters, breach of contracts, products liabilities and intellectual property matters resulting from its business activities. The Company does not believe that the ultimate resolution of these pending claims will have a material adverse effect on its business, financial condition, results of operations and cash flows. However, litigation is subject to many uncertainties, and the outcome of certain individual litigated matters may not be reasonably predictable and any related damages may not be estimable. Some litigation matters could result in an adverse outcome to the Company, and any such adverse outcome could have a material adverse effect on its business, financial condition, results of operations and cash flows.

### **13. Earnings Per Share**

Basic earnings per share represents net income for the period shares of Common Stock were outstanding, divided by the weighted average number of shares of Common Stock outstanding for the applicable period. Diluted earnings per share represents net income divided by the weighted average number of shares of Common Stock outstanding for the applicable period, inclusive of the effect of dilutive securities such as outstanding stock options and unvested restricted stock.

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A reconciliation of the numerators and denominators of the basic and diluted earnings per share calculations is as follows (in thousands, except per share amounts):

	Sixteen Weeks Ended		Forty Weeks Ended	
	October 8, 2017	October 9, 2016	October 8, 2017	October 9, 2016
Net income	\$ 5,106	\$ 7,033	\$ 7,642	\$ 13,201
Weighted average shares outstanding for basic EPS	72,446,404	72,601,724	72,437,033	72,956,554
Effect of dilutive securities:				
Assumed exercise of time-based stock options and vesting of restricted stock	1,806,970	5,104,193	3,151,149	5,511,776
Weighted average shares and share equivalents outstanding for diluted EPS	74,253,374	77,705,917	75,588,182	78,468,330
Basic earnings per share	\$ 0.07	\$ 0.10	\$ 0.11	\$ 0.18
Diluted earnings per share	\$ 0.07	\$ 0.09	\$ 0.10	\$ 0.17

Potentially dilutive securities representing 6,441,045 shares of Common Stock for the sixteen weeks ended October 8, 2017 and 1,488,402 shares of Common Stock for the sixteen weeks ended October 9, 2016 were excluded from the computation of diluted earnings per share because their effect would have been antidilutive. Potentially dilutive securities representing 3,623,034 shares of Common Stock for the forty weeks ended October 8, 2017 and 705,460 shares of Common Stock for the forty weeks ended October 9, 2016 were excluded from the computation of diluted earnings per share because their effect would have been antidilutive.

### **14. Haggen Transaction**

On October 2, 2015, Smart & Final Stores entered into an Asset Purchase Agreement with Haggen whereby Smart & Final Stores agreed to become a stalking horse bidder to acquire certain assets, including 28 store leases and related assets, of Haggen. On November 24, 2015 and December 22, 2015, Smart & Final Stores entered into additional Asset Purchase Agreements to acquire five more store leases and related assets of Haggen (all collectively, the Asset Purchase Agreements and the transactions, collectively, the Haggen Transaction). The initial purchase price for all 33 store leases and related assets was \$67.9 million, subject to certain adjustments. The Haggen Transaction closed in December 2015. During the year ended January 1, 2017, the purchase price was increased for additional acquisition-related transaction costs and adjustments of \$0.5 million.

The aggregate consideration paid in the Haggen Transaction was as follows (in thousands):

Aggregate purchase price (excluding adjustments)	\$ 67,827
Less closing adjustments	(3,449)
Cash paid pursuant to the Asset Purchase Agreements	64,378
Acquisition related costs	4,035
Total consideration paid	\$ 68,413



The cash consideration paid at the closing of the Hagen Transaction was based in part on estimated closing adjustments, including an estimated adjustment (i) related to repairs to roof, building structure and mechanical systems (including HVAC, plumbing and electrical but excluding refrigeration systems) and (ii) reasonably required to bring the properties into compliance with laws applicable to conducting a retail grocery business (the Property Condition Adjustment ). The Property Condition Adjustment, which resulted in a reduction of \$3.4 million to the total cash purchase price, is subject to certain caps and floors per property and is subject to adjustment, in each case as set forth in the applicable Asset Purchase Agreement. Any adjustment to the purchase price resulting from final agreement by the parties will be accounted for as an adjustment to the cost of the assets acquired and allocated based on their initial relative fair values.

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**15. Share Repurchase Program**

During the third quarter of 2016, SFSI's board of directors authorized a share repurchase program to repurchase up to \$25.0 million, inclusive of commissions, of shares of Common Stock. Repurchases under this share repurchase program commenced on September 19, 2016 and occurred through August 31, 2017. The specific timing and amount of the repurchases was dependent on market conditions, applicable laws and other factors.

During the forty weeks ended October 8, 2017, the Company repurchased 1,322,582 shares of its common stock through open market purchases for an aggregate cost of \$12.9 million. The repurchased shares are no longer deemed issued and outstanding.

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

The following Management's Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with Item 1, Financial Statements in Part I of this quarterly report on Form 10-Q.

**Forward-Looking Statements**

The discussion in this quarterly report, including under Item 2, Management's Discussion and Analysis of Financial Condition and Results of Operations of Part I and Item 1A, Risk Factors of Part II, contains forward-looking statements within the meaning of federal securities laws. All statements other than statements of historical fact contained in this quarterly report, including statements regarding our future operating results and financial position, business strategy and plans and objectives of management for future operations, are forward-looking statements. In many cases, you can identify forward-looking statements by terms such as may, should, expects, plans, anticipates, could, intends, target, contemplates, believes, estimates, predicts, potential or continue or the negative of these terms or other similar expressions.

The forward-looking statements contained in this quarterly report reflect our views as of the date hereof about future events and are subject to risks, uncertainties, assumptions and changes in circumstances that may cause our actual results, performance or achievements to differ significantly from those expressed or implied in any forward-looking statement. Although we believe that the expectations reflected in the forward-looking statements in this quarterly report are reasonable, we cannot guarantee future events, results, performance or achievements. A number of important factors could cause actual results to differ materially from those indicated by the forward-looking statements in this quarterly report, including, without limitation, those factors described in Item 2, Management's Discussion and Analysis of Financial Condition and Results of Operations of Part I and Item 1A, Risk Factors of Part II. Some of the key factors that could cause actual results to differ from our expectations include the following:

- competition in our industry is intense and our failure to compete successfully may adversely affect our sales, financial condition and operating results;

- our continued growth depends on new store openings and our failure to successfully open new stores or successfully manage the potential difficulties associated with store growth could adversely affect our business and stock price;
- our failure to successfully operate store properties acquired from Haggen could adversely affect our business and operating results;
- real or perceived quality or food safety concerns could adversely affect our business, operating results and reputation;
- we may be unable to maintain or increase comparable store sales, which could adversely affect our business and stock price;
- inflation and deflation can impact our net sales, inventory, costs of goods sold and gross margin and operating leverage;
- the current geographic concentration of our stores and our net sales creates an exposure to local or regional downturns or catastrophic occurrences;
- disruption of significant supplier relationships could adversely affect our business;
- any significant interruption in the operations of our distribution centers or common carriers could disrupt our ability to deliver our products in a timely manner;

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- our failure to comply with laws, rules and regulations affecting us and our industry could adversely affect our financial condition and operating results;
- disruptions to or security breaches involving our information technology systems could harm our ability to run our business;
- we have significant debt service obligations and may incur additional indebtedness in the future, which could adversely affect our financial condition and operating results and our ability to react to changes to our business;
- covenants in our debt agreements restrict our operational flexibility; and
- if our goodwill becomes impaired, we may be required to record a significant impairment charge to earnings.

Readers are urged to consider these factors carefully in evaluating the forward-looking statements in this quarterly report and are cautioned not to place undue reliance on these forward-looking statements. All of the forward-looking statements in this quarterly report are based on information available to us on the date hereof. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as otherwise required by law.

**Business Overview**

We are a growth and value-oriented food retailer serving a diverse demographic of household and business customers through two complementary and productive store banners. Our Smart & Final stores focus on both household and business customers, and our Cash & Carry stores focus primarily on business customers. As of October 8, 2017, we operated 316 non-membership, warehouse-style stores throughout the Western United States, with an additional 15 stores in Northwestern Mexico in a joint venture. We have a differentiated merchandising strategy that emphasizes high quality perishables, a wide selection of private label products, products tailored to business and foodservice customers and products offered in a broad range of sizes, all at everyday low prices.

We consider each of our store banners to be an operating segment, and have concluded that presenting disaggregated information for our two operating segments provides meaningful information because of differences in their respective economic characteristics and customer bases. For the forty weeks ended October 8, 2017, our *Smart & Final* and *Cash & Carry* segments represented approximately 77.6% and 22.4%, respectively, of our consolidated sales compared with 78.0% and 22.0%, respectively, for the forty weeks ended October 9, 2016.

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Our *Smart & Final* segment is based in Commerce, California and includes, as of October 8, 2017, 70 legacy *Smart & Final* stores and 183 *Extra!* format stores, which focus on household and business customers and are located in California, Arizona and Nevada. Our legacy *Smart & Final* stores offer extensive selections of fresh perishables and everyday grocery items, together with a targeted selection of foodservice, packaging and janitorial products, under both national and private label brands. Our *Extra!* store format offers a one-stop shopping experience with a more expansive selection of items than our legacy *Smart & Final* stores and an emphasis on perishables and household items. The continued development of our *Extra!* store format, through additional new store openings and conversions and relocations of legacy *Smart & Final* stores, is the cornerstone of our growth strategy.

Our *Cash & Carry* segment is based in Portland, Oregon and includes, as of October 8, 2017, 63 *Cash & Carry* stores, which focus primarily on business customers and are located in Washington, Oregon, Northern California, Idaho, Nevada, Utah and Montana. Our *Cash & Carry* stores offer a wide variety of SKUs tailored to the core needs of foodservice customers such as restaurants, caterers and a wide range of other foodservice businesses in a flexible mix of case quantity or single unit purchases.

### Outlook

We plan to expand our store footprint, primarily through opening new *Extra!* stores in existing and adjacent markets, and over time by entering new markets. We believe we have a scalable operating infrastructure to support our anticipated growth which, together with our flexible real estate strategy and advanced distribution capabilities, position us to capitalize on our growth opportunities. During the first three quarters of 2017 we opened seven new *Extra!* stores, relocated two legacy *Smart & Final* stores to *Extra!* format stores and converted two legacy *Smart & Final* stores to *Extra!* format stores. Our 2017 store development plans anticipate seven additional new *Extra!* stores. We plan to opportunistically continue converting our larger legacy *Smart & Final* stores to our *Extra!* format and investing in our legacy *Smart & Final* stores that are not candidates for conversion to the *Extra!* format by completing major remodel projects and targeted relocations. In the first three quarters of 2017, we opened all four new *Cash & Carry* stores that were planned for fiscal year 2017.

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In addition, we plan to leverage our significant investments in management, information technology systems, infrastructure and marketing to grow our comparable store sales and enhance our operating margins through execution of a number of key initiatives, including initiatives to increase net sales of perishable products in our *Smart & Final* stores, to increase net sales of private label products in our *Smart & Final* and *Cash & Carry* stores, and to expand our marketing programs in our *Smart & Final* and *Cash & Carry* stores. We expect each of these key initiatives, if successful, to generate increased comparable store sales and also expect our initiative to increase net sales of private label products to enhance our operating margins, as private label products have historically generated higher gross margins relative to national branded products.

***Factors Affecting Our Results of Operations***

Various factors affect our results of operations during each period, including:

***Store Openings***

We expect that a primary driver of our growth in sales and gross margin will be the continued development of our *Extra!* format stores through new store openings, conversions and relocations. We also plan to opportunistically open new *Cash & Carry* stores, which will further amplify sales and gross margin. Our results of operations have been and will continue to be materially affected by the timing and number of new store openings, including conversions and relocations of legacy *Smart & Final* stores to the *Extra!* format, and the amount of associated costs. For example, we typically incur higher than normal employee costs at the time of a new store opening, conversion or relocation associated with set-up and other related costs. Also, our operating margins are typically negatively affected by promotional discounts and other marketing costs associated with new store openings, conversions and relocations, as well as higher inventory markdowns and costs related to hiring and training new employees in new stores. Additionally, promotional activities may result in higher than normalized sales in the first several weeks following a new store opening. Our new *Extra!* and *Cash & Carry* stores typically build a customer base over time and reach a mature sales growth rate in the third and fourth year after opening, respectively. As a result, our new stores generally have lower margins and higher operating expenses, as a percentage of sales, than our more mature stores.

Based on our experience, we expect that certain of our new *Extra!* stores will impact sales at our existing stores in close proximity in the short-term. However, we believe that over the longer term any such sales impact will be more than offset by future sales growth and expanded market share.

***Developments in Competitive Landscape***

We operate in the highly competitive food retail and foodservice industries. We compete on a combination of factors, including price, product selection, product quality, convenience, customer service, store format and location. Our principal competitors include conventional grocers such as Albertsons and Kroger, discounters and warehouse clubs such as Costco, mass merchandisers such as Walmart and Target, foodservice delivery companies such as Sysco and US Foods, online retailers such as Amazon, as well as other specialty stores. Each of these companies competes with us on one or more elements of price, product selection, product quality, convenience, customer service, store format and location, or any combination of these factors. Some of our competitors may have greater financial or marketing resources than we do and may be able to devote greater resources to sourcing, promoting and selling their products. These competitors could use these advantages to take certain

measures, including reducing prices that could adversely affect our competitive position, business, financial condition and operating results.

***Pricing Strategy and Investments in Everyday Low Prices***

We have a commitment to everyday low prices, which we believe positions both our *Smart & Final* and *Cash & Carry* stores as top of mind destinations for our target customers. Pricing in our *Smart & Final* stores is targeted to be substantially lower than that of conventional grocers and competitive with that of large discounters and warehouse clubs, with no membership fee requirement. Pricing in our *Cash & Carry* stores is targeted to be substantially lower than our foodservice delivery competitors, with no membership fee requirement and greater price transparency to customers and no minimum order size, and competitive with typical warehouse clubs.

Our pricing strategy is geared toward optimizing the pricing and promotional activities across our mix of higher-margin perishable items and everyday value-oriented traditional grocery items. This strategy involves determining prices that will improve our operating margins based upon our analysis of how demand varies at different price levels as well as our costs and inventory levels.

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***Private Label Products***

Private label products are key components of our pricing and merchandising strategy, as we believe they build and deepen customer loyalty, enhance our value proposition, generate higher gross margins relative to national brands and improve the breadth and selection of our product offering. We believe that a strong private label offering has become an increasingly important competitive advantage in the food retail and foodservices industries.

As of October 8, 2017, we had a portfolio of 3,053 private label items, which represented 28% of our *Smart & Final* banner sales for the forty weeks ended October 8, 2017. Typically, our private label products generate a higher gross margin as a percentage of sales as compared to a comparable national brand product.

***General Economic Conditions and Changes in Consumer Behavior***

The overall economic environment in the markets we serve, particularly California, and related changes in consumer behavior, have a significant impact on our business and results of operations. In general, positive conditions in the broader economy promote customer spending in our stores, while economic weakness results in reduced customer spending. Macroeconomic factors that can affect customer spending patterns, and thereby our results of operations, include employment rates, business conditions, changes in the housing market, the availability of consumer credit, interest rates, tax rates and fuel and energy costs.

***Infrastructure Investment***

Our historical results of operations reflect the impact of our ongoing investments in infrastructure to support our growth. We have made significant investments in senior management, information technology systems, supply chain systems and marketing. These investments include significant additions to our personnel, including experienced industry executives and management and merchandising teams to support our long-term growth objectives. We plan on continuing to make targeted investments in our infrastructure as necessary to support our growth.

***Inflation and Deflation Trends***

Inflation and deflation can impact our financial performance. During inflationary periods, our results of operations can be positively impacted as we sell inventory purchased at a lower-price in a higher price environment. In contrast, food deflation could negatively impact our results of operations by reducing sales growth and earnings if our competitors react by lowering their retail pricing, and we also lower our prices. The short-term impact of inflation and deflation is largely dependent on whether or not we pass the effects through to our customers, which is subject to competitive market conditions. In prior inflationary periods, we have generally been able to pass through most cost increases. Beginning in the second quarter of 2015 and continuing through the first quarter of 2017, we experienced deflation in certain food and non-food commodities. Market dynamics have caused us to pass cost decreases through to customers, which has negatively impacted sales growth and income from operations in certain categories, primarily in proteins, but also in high volume categories like cheese and fresh produce. In the second quarter of 2017, we began to experience modest inflation in some of the food and non-food products we sell. This inflation continued through the third



quarter of 2017, and we expect overall food and non-food product inflation to continue in the fourth quarter of fiscal year 2017.

### Components of Results of Operations

#### *Net Sales*

We recognize revenue from the sale of products at the point of sale. Discounts provided to customers at the time of sale are recognized as a reduction in sales as the products are sold. Sales tax collections are presented in the statement of operations and comprehensive income on a net basis and, accordingly, are excluded from reported sales revenues. Proceeds from the sale of our *Smart & Final* gift cards are recorded as a liability at the time of sale, and recognized as sales when they are redeemed by the customer. Our *Smart & Final* gift cards do not have an expiration date.

We regularly review and monitor comparable store sales growth to evaluate and identify trends in our sales performance. With respect to any fiscal period during any year, comparable store sales include sales for stores operating both during such fiscal period in such year and in the same fiscal period of the previous year. Sales from a store will be included in the calculation of comparable store sales after the 60th full week of operations, and sales from a store are also included in the calculation of comparable store sales if (i) the store has been physically relocated, (ii) the selling square footage has been increased or decreased or (iii) the store has been converted to a new format within a store banner (e.g., from a legacy *Smart & Final* store to the *Extra!* format). However, sales from an existing store will not be included in the calculation of comparable store sales if the store has been converted to a different store banner (e.g., from *Smart & Final* to *Cash & Carry*).

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***Cost of Sales, Buying and Occupancy and Gross Margin***

The major categories of costs included in cost of sales, buying and occupancy are cost of goods sold, distribution costs, costs of our buying department and store occupancy costs, net of earned vendor rebates and other allowances. Distribution costs consist of all warehouse receiving and inspection costs, warehousing costs, all transportation costs associated with shipping goods from our warehouses to our stores, and other costs of our distribution network. Store occupancy costs include store rental, common area maintenance, property taxes, property insurance, and depreciation.

Gross margin represents sales less cost of sales, buying and occupancy. Our gross margin may not be comparable to other retailers, since not all retailers include all of the costs related to their distribution network in cost of sales like we do. Some retailers exclude a portion of these costs (e.g., store occupancy and buying department costs) from cost of sales and include them in selling, general and administrative expenses.

Our cost of sales, buying and occupancy expense and gross margin are correlated to sales volumes. As sales increase, gross margin is affected by the relative mix of products sold, pricing strategies, inventory shrinkage and improved leverage of fixed costs.

***Operating and Administrative Expenses***

Operating and administrative expenses include direct store-level expenses associated with displaying and selling our products at the store level, including salaries and benefits for our store work force, fringe benefits, store supplies, advertising and marketing and other store-specific costs. Operating and administrative expenses also consist of store overhead costs and corporate administrative costs including salaries and benefits costs, share-based compensation, corporate occupancy costs, amortization expense, and other expenses associated with being a public company.

We expect that our operating and administrative expenses will increase in future periods resulting from our store development program, including the growth in the number of our stores and as a result of additional legal, accounting, insurance and other expenses associated with being a public company.

***Income Tax Provision***

We are subject to federal income tax as well as state income tax in various jurisdictions of the United States in which we conduct business. Income taxes are accounted for under the balance sheet approach.

***Equity in Earnings of Mexico Joint Venture***

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Our wholly owned subsidiary, Smart & Final de Mexico S.A. de C.V., is a Mexican holding company that owns a 50% interest in a joint venture. The remaining 50% of the joint venture is owned by Grupo Calimax S.A. de C.V., an entity comprising the investment interests of a family group who are also the owners of the Calimax grocery store chain in Mexico. As of October 8, 2017, this joint venture operated 15 *Smart & Final* stores in Northwestern Mexico, which are similar in concept to our legacy *Smart & Final* stores. This joint venture operates as a Mexican domestic corporation under the name Smart & Final del Noroeste, S.A. de C.V. Our interest in this joint venture is not consolidated and is reported using the equity method of accounting.

### Factors Affecting Comparability of Results of Operations

#### Term Loan Facility and Revolving Credit Facility Amendments

Our interest expense in any particular period is impacted by our overall level of indebtedness during that period and by changes in the applicable interest rates on such indebtedness.

During the third quarter of fiscal year 2016, we amended the Term Loan Facility to increase the size of the Term Loan Facility by \$30.1 million and to extend the maturity of the term loan from November 15, 2019 to November 15, 2022. Additionally, in connection with such amendment, the Eurocurrency Borrowings applicable margin was increased from 3.25% to 3.50%. We also amended our Revolving Credit Facility to increase the committed amount to \$200 million and extend the November 15, 2017 maturity date to the earlier of (a) July 19, 2021 and (b) to the extent the Term Loan Facility (and any refinancing of the Term Loan Facility) has not been paid in full, the date that is 60 days prior to the earliest scheduled maturity date of the Term Loan Facility (or such refinancing of the Term Loan Facility). We also reduced the applicable margin ranges with respect to (i) alternate base rate loans to 0.25% to 0.50% from 0.25% to 0.75% and (ii) LIBOR rate loans to 1.25% to 1.50% from 1.25% to 1.75%.

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**Basis of Presentation**

Our fiscal year is the 52- or 53-week period ending on the Sunday closest to December 31. Each of our 52-week fiscal years consists of twelve-week periods in the first, second and fourth quarters of the fiscal year and a sixteen-week period in the third quarter. Our last completed fiscal year ended on January 1, 2017 and was a 52-week period.

**Results of Operations**

The following table summarizes key components of our results of operations for the periods indicated, both in dollars and as a percentage of sales.

*Consolidated Statements of Operations Data*

	Sixteen Weeks Ended				Forty Weeks Ended			
	October 8, 2017		October 9, 2016		October 8, 2017		October 9, 2016	
	(Dollars in thousands, except per share)							
Net sales	\$ 1,457,353	100.0%	\$ 1,394,429	100.0%	\$ 3,502,657	100.0%	\$ 3,341,163	100.0%
Cost of sales, buying and occupancy	1,243,490	85.3%	1,191,400	85.4%	2,993,413	85.5%	2,852,569	85.4%
Gross margin	213,863	14.7%	203,029	14.6%	509,244	14.5%	488,594	14.6%
Operating and administrative expenses	195,285	13.4%	183,402	13.2%	474,021	13.5%	447,303	13.4%
Income from operations	18,578	1.3%	19,627	1.4%	35,223	1.0%	41,291	1.2%
Interest expense, net	11,229	0.8%	9,977	0.7%	27,738	0.8%	24,729	0.7%
Loss on early extinguishment of debt		%	4,978	0.3%		%	4,978	0.1%
Equity in earnings of joint venture	362	%	502	%	576	%	1,230	%
Income before income taxes	7,711	0.5%	5,174	0.4%	8,061	0.2%	12,814	0.4%
Income tax (provision) benefit	(2,605)	(0.1)%	1,859	0.1%	(419)	0.0%	387	0.0%
Net income	\$ 5,106	0.4%	\$ 7,033	0.5%	\$ 7,642	0.2%	\$ 13,201	0.4%
<b>Per Share Data:</b>								
Earnings per share:								
Net income per share - Basic	\$ 0.07		\$ 0.10		\$ 0.11		\$ 0.18	
Net income per share - Diluted	\$ 0.07		\$ 0.09		\$ 0.10		\$ 0.17	

*Other Operating Data*

Comparable store sales growth	1.5%	(1.3)%	0.4%	(0.1)%
Smart & Final banner	1.0%	(1.6)%	0.1%	(0.1)%
Cash & Carry banner	3.4%	(0.4)%	1.3%	0.0%
Stores at end of period	316	304	316	304
Smart & Final banner	253	248	253	248
Extra! format	183	165	183	165
Cash & Carry banner	63	56	63	56

*Sixteen Weeks Ended October 8, 2017 Compared to the Sixteen Weeks Ended October 9, 2016*

*Net Sales*

Net sales for the sixteen weeks ended October 8, 2017 increased \$62.9 million, or 4.5%, to \$1,457.4 million as compared to \$1,394.4 million for the sixteen weeks ended October 9, 2016. This increase in net sales was attributable to net sales of \$41.6 million from the opening of eleven new stores in the forty weeks ended October 8, 2017 and 37 net new stores in fiscal year 2016 and a comparable store sales increase of \$21.3 million in our store banners.

For the sixteen weeks ended October 8, 2017, comparable store sales increased 1.5% as compared to the sixteen weeks ended October 9, 2016. This increase in comparable store sales was attributable to an increase in comparable transaction count of 0.1% and an increase in comparable average transaction size of 1.5%.

For the sixteen weeks ended October 8, 2017, net sales for our *Smart & Final* segment increased \$31.8 million, or 2.9%, to \$1,115.3 million as compared to \$1,083.4 million for the sixteen weeks ended October 9, 2016. Comparable store sales for our *Smart & Final* segment increased 1.0% as compared to the sixteen weeks ended October 9, 2016, attributable to an increase in comparable transaction count of 0.1% and an increase in comparable average transaction size of 0.9%.

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For the sixteen weeks ended October 8, 2017, net sales for our *Cash & Carry* segment increased \$31.1 million, or 10.0%, to \$342.1 million as compared to \$311.0 million for the sixteen weeks ended October 9, 2016. Comparable store sales for our *Cash & Carry* segment increased 3.4% as compared to the sixteen weeks ended October 9, 2016, attributable to an increase in comparable average transaction size of 3.6% and offset by a decrease in comparable transaction count of 0.2%.

As a result of our store growth in existing markets, we also have experienced sales transfer from certain existing stores to new stores. In comparable store sales, we believe that the principal effect of this sales transfer is evidenced in the comparable sales transaction count.

*Gross Margin*

Gross margin for the sixteen weeks ended October 8, 2017 increased \$10.8 million, or 5.3%, to \$213.9 million as compared to \$203.0 million for the sixteen weeks ended October 9, 2016. The increase in gross margin attributable to increased sales was \$9.1 million, and \$1.7 million was attributable to increased gross margin rate. As a percentage of sales, gross margin was 14.7% for the sixteen weeks ended October 8, 2017 as compared to 14.6% for the sixteen weeks ended October 9, 2016. Compared to the sixteen weeks ended October 9, 2016, gross margin as a percentage of sales for the sixteen weeks ended October 8, 2017 included higher merchandise product margin rates (including the effect of inventory losses) as a percentage of sales, accounting for an increase of 0.29% (consisting of a 0.33% increase related to our *Cash & Carry* segment, partially offset by a 0.04% decrease related to our *Smart & Final* segment). Warehouse and transportation costs as a percentage of sales decreased 0.05% (representing a 0.09% decrease related to our *Smart & Final* segment and a 0.04% increase related to our *Cash & Carry* segment). Store occupancy costs as a percentage of sales increased 0.26% (consisting of an increase of 0.17% related to our *Smart & Final* segment and a 0.09% increase related to our *Cash & Carry* segment). This increase in our *Smart & Final* segment included an increase of 0.18% related to stores opened in 2016 through third quarter 2017, partially offset by a 0.01% decrease related to store locations opened prior to 2016. Buying department costs decreased 0.04% in our *Smart & Final* segment.

*Operating and Administrative Expenses*

Operating and administrative expenses for the sixteen weeks ended October 8, 2017 increased \$11.9 million, or 6.5%, to \$195.3 million, as compared to \$183.4 million for the sixteen weeks ended October 9, 2016. The increase in operating and administrative expenses was primarily due to \$6.5 million increase in wages, fringe benefits and incentive bonus costs, \$0.3 million increase in other store direct expenses, \$0.4 million increase in share-based compensation expense associated with our equity compensation program and \$5.3 million increase in other expenses mainly due to \$3.3 million of severance cost and higher consulting fees and system upgrade costs. These increases were partially offset by a \$0.4 million decrease in marketing costs, \$0.3 million decrease in expense associated with cash surrender values on corporate-owned life insurance policies and other expenses of the SERP, \$0.2 million decrease in public company costs and a \$1.1 million decrease in costs associated with store closures and asset impairment costs. Operating and administrative expenses for the sixteen weeks ended October 9, 2016 also benefited from a \$1.4 million gain associated with a death benefit related to a company-owned life insurance policy that supports our deferred compensation program. There was no such gain for the sixteen weeks ended October 8, 2017.

As a percentage of sales, operating and administrative expenses for the sixteen weeks ended October 8, 2017 increased 0.2% to 13.4% as compared to 13.2% for the sixteen weeks ended October 9, 2016. Operating and administrative expenses, as a percentage of sales, increased by 0.10% due to increased wages, benefits and incentive bonuses (including a 0.03% increase related to our *Smart & Final* segment and 0.07% increase related to our *Cash & Carry* segment), 0.01% due to increased share-based compensation expense associated with our equity compensation program, 0.11% due to an increase in other store direct expenses (primarily related to our *Smart & Final* segment), and 0.30% due to increased other expenses mainly due to severance costs and higher consulting fees and system upgrade costs. These increases were offset by a

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0.06% decrease in marketing costs, 0.09% decrease in costs related to store closures and asset impairment costs, 0.03% due to decrease in expense associated with cash surrender values on corporate-owned life insurance policies and other expenses of the SERP, 0.01% decrease in public company costs and 0.1% decrease in gain associated with a death benefit related to a company-owned life insurance policy that supports our deferred compensation program.

### *Interest Expense, Net*

Interest expense for the sixteen weeks ended October 8, 2017 increased \$1.2 million, or 12.5%, to \$11.2 million as compared to \$10.0 million for the sixteen weeks ended October 9, 2016. This increase in interest expense was primarily due to increased average debt outstanding and a slight increase in interest rate.

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*Income Tax Provision*

Our income tax provision for the sixteen weeks ended October 8, 2017 increased \$4.5 million to a \$2.6 million income tax provision as compared to a \$1.9 million income tax benefit for the sixteen weeks ended October 9, 2016. The effective income tax rate, excluding the equity in earnings of our joint venture, for the sixteen weeks ended October 8, 2017 was an income tax provision of 35.5% as compared to an income tax benefit of 39.8% for the sixteen weeks ended October 9, 2016. The change in the effective income tax rate for the sixteen weeks ended October 8, 2017 was primarily related to greater excess tax benefits from stock option award exercises and restricted stock vesting and other discrete items that occurred in the sixteen weeks ended October 9, 2016 as compared to the sixteen weeks ended October 8, 2017.

*Loss on Early Extinguishment of Debt*

We recorded a \$5.0 million loss on early extinguishment of debt in the sixteen weeks ended October 9, 2016 in connection with the amendment to our Term Loan Facility. Costs associated with such loss were related to fees of \$2.6 million paid in connection with the amendment and the write-off of unamortized debt discount and debt issuance costs of \$2.4 million. We incurred approximately \$7.2 million of fees in connection with the amendment to our Term Loan Facility, approximately \$1.2 million of which were recorded as debt issuance costs and are amortized over the term of the Term Loan Facility, and \$3.4 million of which were recorded as debt discount and are amortized over the term of our Term Loan Facility.

*Equity in Earnings of Joint Venture*

Equity in earnings of our joint venture for the sixteen weeks ended October 8, 2017 was \$0.4 million as compared to \$0.5 million for the sixteen weeks ended October 9, 2016.

***Forty Weeks Ended October 8, 2017 Compared to the Forty Weeks Ended October 9, 2016***

*Net Sales*

Net sales for the forty weeks ended October 8, 2017 increased \$161.5 million, or 4.8%, to \$3,502.7 million as compared to \$3,341.2 million for the forty weeks ended October 9, 2016. This increase in net sales was attributable to net sales of \$149.4 million from the opening of eleven new stores in the forty weeks ended October 8, 2017 and 37 net new stores in fiscal year 2016 and a comparable store sales increase of \$12.1 million in our store banners.



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Comparable store sales for the forty weeks ended October 8, 2017 increased 0.4% as compared to the forty weeks ended October 9, 2016. This increase in comparable store sales was attributable to an increase in comparable transaction count of 0.5%, partially offset by a decrease of 0.1% in comparable average transaction size.

For the forty weeks ended October 8, 2017, net sales for our *Smart & Final* segment increased \$111.8 million, or 4.3%, to \$2,716.4 million as compared to \$2,604.5 million for the forty weeks ended October 9, 2016. Comparable store sales for our *Smart & Final* segment increased 0.1% as compared to the forty weeks ended October 9, 2016, primarily attributable to an increase in comparable transaction count of 0.6%, partially offset by a decrease in comparable average transaction size of 0.5%.

For the forty weeks ended October 8, 2017, net sales for our *Cash & Carry* segment increased \$49.7 million, or 6.7%, to \$786.3 million as compared to \$736.7 million for the forty weeks ended October 9, 2016. Comparable store sales for our *Cash & Carry* segment increased 1.3% as compared to the forty weeks ended October 9, 2016, attributable to an increase in comparable average transaction size of 1.9%, partially offset by a decrease in comparable transaction count of 0.6%.

Beginning in the second quarter of 2015 and continuing into the first quarter of 2017, we experienced deflation in certain food and non-food commodities, and market dynamics have resulted in passing through cost decreases to customers that have negatively impacted sales growth in both total sales and comparable store sales in those historical periods. In the second and third quarters of 2017, we experienced slight inflation in certain food and non-food commodities. For the forty weeks ended October 8, 2017 we continued to experience some deflation with signs of deflation moderating and inflation returning by the end of the period. In comparable store sales, we believe that the principal effect of deflation is evidenced in the comparable average transaction size.

As a result of our store growth in existing markets, we also have experienced sales transfer from certain existing stores to new stores. In comparable store sales, we believe that the principal effect of this sales transfer is evidenced in the comparable sales transaction count.

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In addition to the negative effect on our sales and comparable store sales rates, we believe that deflation also negatively impacts our results of operations due to the deleveraging impact of lower sales on our overall cost structure. In gross margin, the effects include certain elements of distribution and occupancy costs which are not related to the prices of products processed and sold. In operating and administrative expenses, the effects include certain elements of store operations costs which are based on units of products processed and sold.

In addition to the impacts from deflation, including effects on sales and cost structure, and sales transfer from existing to new stores as a result of store development activity, our sales for the forty weeks ended October 8, 2017 were adversely impacted by the severe weather conditions experienced in our principal market areas in the first quarter.

*Gross Margin*

Gross margin for the forty weeks ended October 8, 2017 increased \$20.6 million, or 4.2%, to \$509.2 million as compared to \$488.6 million for the forty weeks ended October 9, 2016. The increase in gross margin attributable to increased sales was \$23.6 million, partially offset by a \$3.0 million decrease attributable to decreased gross margin rate. As a percentage of sales, gross margin was 14.5% for the forty weeks ended October 8, 2017 compared to 14.6% for the forty weeks ended October 9, 2016. Compared to the forty weeks ended October 9, 2016, gross margin as a percentage of sales for the forty weeks ended October 8, 2017 included higher merchandise product margin rates (including the effect of inventory losses) as a percentage of sales accounting for an increase of 0.12% (including a decrease of 0.01% related to our *Smart & Final* segment and 0.13% increase related to our *Cash & Carry* segment). Warehouse and transportation costs as a percentage of sales decreased 0.06% (representing a 0.08% decrease related to our *Smart & Final* segment, partially offset by a 0.02% increase related to our *Cash & Carry* segment). Store occupancy costs as a percentage of sales increased 0.30% (consisting of an increase of 0.21% related to our *Smart & Final* segment and a 0.09% increase related to our *Cash & Carry* segment). This increase in our *Smart & Final* segment included an increase of 0.29% related to stores opened in 2016 through third quarter 2017, partially offset by a 0.08% decrease related to store locations opened prior to 2016. Buying department costs decreased 0.05% in our *Smart & Final* segment.

*Operating and Administrative Expenses*

Operating and administrative expenses for the forty weeks ended October 8, 2017 increased \$26.7 million, or 6.0%, to \$474.0 million, as compared to \$447.3 million for the forty weeks ended October 9, 2016. The increase in operating and administrative expenses was primarily due to a \$20.9 million increase in wages, fringe benefits and incentive bonus costs, \$1.1 million increase in other store direct expenses, \$1.3 million increase in share-based compensation expense associated with our equity compensation program and \$8.3 million increase in other expenses mainly due to \$3.3 million of severance cost, \$2.0 million of consulting costs and higher legal fees and system upgrade costs. These increases were partially offset by \$2.8 million decrease in marketing costs, \$3.2 million decrease in costs associated with store closure and asset impairment costs, \$0.2 million decrease in public company costs and \$0.1 million decrease in expense associated with cash surrender values on corporate-owned life insurance policies and other expenses of the SERP. Operating and administrative expenses for the forty weeks ended October 9, 2016 also benefited from a \$1.4 million gain associated with a death benefit related to a company-owned life insurance policy that supports our deferred compensation program. There was no such gain for the sixteen weeks ended October 8, 2017.

As a percentage of sales, operating and administrative expenses for the forty weeks ended October 8, 2017 increased 0.1% to 13.5% as compared to 13.4% for the forty weeks ended October 9, 2016. Operating and administrative expenses as a percentage of sales, increased by 0.21% due to increased wages, benefits and incentive bonuses (including 0.15% increase related to our *Smart & Final* segment and 0.06% increase related to our *Cash & Carry* segment), 0.03% due to increased share-based compensation expense associated with our equity compensation program, 0.12% due to an increase in other store direct expenses (primarily related to our *Smart & Final* segment) and 0.25% due

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to increased other expenses mainly due to severance costs and higher consulting and system upgrade costs. These increases were offset by a 0.13% decrease in marketing costs, 0.10% decrease in costs related to store closures and asset impairment costs, 0.03% due to expense associated with cash surrender values on corporate-owned life insurance policies and other expenses of the SERP, 0.01% due to a decrease in public company costs and 0.04% due to a decrease in gain associated with a death benefit related to a company-owned life insurance policy that supports our deferred compensation program.

### *Interest Expense, Net*

Interest expense for the forty weeks ended October 8, 2017 increased \$3.0 million, or 12.2%, to \$27.7 million as compared to \$24.7 million for the forty weeks ended October 9, 2016. This increase in interest expense was primarily due to increased average debt outstanding and a slight increase in interest rate.

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*Income Tax Provision*

Our income tax provision for the forty weeks ended October 8, 2017 increased \$0.8 million to a provision of \$0.4 million as compared to a \$0.4 million benefit for the forty weeks ended October 9, 2016. The effective income tax rate, excluding the equity in earnings of our joint venture, for the forty weeks ended October 8, 2017 was a provision of 5.6% as compared to a 3.3% benefit for the forty weeks ended October 9, 2016. The change in the effective income tax rate for the forty weeks ended October 8, 2017 was primarily related to greater excess tax benefits from stock option award exercises and restricted stock vesting and other discrete items that occurred in the forty weeks ended October 9, 2016 and limitations on the deductibility of executive compensation that occurred in the forty weeks ended October 8, 2017.

*Loss on Early Extinguishment of Debt*

We recorded a \$5.0 million loss on early extinguishment of debt in the forty weeks ended October 9, 2016. The loss in the forty weeks ended October 9, 2016 was related to the amendment of our Term Loan Facility. Costs associated with such loss were related to fees paid in connection with the amendment and the write-off of unamortized debt discount and debt issuance costs.

*Equity in Earnings of Joint Venture*

Equity in earnings of our joint venture for the forty weeks ended October 8, 2017 was \$0.6 million as compared to \$1.2 million for the forty weeks ended October 9, 2016.

Table of Contents**Liquidity and Capital Resources**

Historically, our primary source of liquidity has been cash flows from operations. Additionally, we have the availability to make borrowings under our Credit Facilities. Our primary uses of cash are for purchases of inventory, operating expenses, capital expenditures primarily for opening, converting or remodeling stores and debt service. As of October 8, 2017, we had \$65.0 million drawn under our Revolving Credit Facility and \$60.9 million of cash and cash equivalents.

The following table sets forth the major sources and uses of cash for each of the periods set forth below, as well as our cash and cash equivalents at the end of each period.

(dollars in thousands)	Forty Weeks Ended October 8, 2017	Forty Weeks Ended October 9, 2016
Cash and cash equivalents at end of period	\$ 60,890	\$ 54,043
Cash provided by operating activities	128,040	86,015
Cash used in investing activities	(116,312)	(119,845)
Cash (used in) provided by financing activities	(5,073)	28,546

*Operating Activities*

Cash flows from operating activities consist of net income adjusted for non-cash items including depreciation and amortization, and share-based compensation and the effect of working capital changes. The increase or decrease in cash provided by operating activities for the forty weeks ended October 8, 2017 and October 9, 2016 reflects our operating performance before non-cash expenses and charges and including the timing of receipts and disbursements.

Cash provided by operating activities for the forty weeks ended October 8, 2017 increased \$42.0 million to \$128.0 million as compared to \$86.0 million for the forty weeks ended October 9, 2016. This increase was primarily attributable to lower working capital. During the forty weeks ended October 8, 2017, we made cash interest payments of \$26.2 million and cash pension contributions of \$9.7 million, as compared to cash interest payments of \$21.8 million and cash pension contributions of \$7.2 million during the forty weeks ended October 9, 2016.

*Investing Activities*

Cash used in investing activities decreased \$3.5 million to \$116.3 million for the forty weeks ended October 8, 2017 as compared to \$119.8 million in the forty weeks ended October 9, 2016. This decrease was primarily attributable to a \$6.1 million decrease in capital expenditures for property, plant and equipment, a \$2.2 million decrease in payments related to assets acquired in the Haggen Transaction, a \$1.4 million increase in proceeds on sale of assets and a \$1.5 million decrease in money market funds that support the Company's SERP and deferred compensation plan. Partially offset by a \$7.7 million increase in capital expenditures for capitalized software.

*Financing Activities*

Cash (used in) provided by financing activities decreased \$33.6 million to cash used of \$5.1 million for the forty weeks ended October 8, 2017, as compared to cash provided of \$28.5 million for the forty weeks ended October 9, 2016. This decrease was attributable to \$30.0 million of borrowings on our Term Loan Facility in 2016 but none in 2017, a \$26.0 million reduction in net borrowings on our Revolving Credit Facility, and a \$1.2 million increase in payment of withholding taxes on net share settlement of stock option exercise, partially offset by a \$15.1 million decrease in cash used for repurchases of Common Stock and a \$8.2 million reduction in fees paid in conjunction with debt financing.

At October 8, 2017, we had cash and cash equivalents of \$60.9 million, stockholders' equity of \$558.4 million and debt, less debt issuance costs, of \$683.0 million. At October 8, 2017, we had working capital of (\$33.8) million as compared to \$36.5 million of working capital at October 9, 2016, primarily due to the adoption of ASU 2015-17 in the first quarter of 2017.

Table of Contents**Contractual Obligations**

The following table sets forth our future payments due by period of our contractual obligations as of October 8, 2017, in thousands:

	<b>Total</b>	<b>Less than one year</b>	<b>1 - 3 Years</b>	<b>3 - 5 Years</b>	<b>Thereafter</b>
Long-term debt	\$ 691,775	\$ 66,775	\$	\$	\$ 625,000
Interest on long-term debt	179,613	32,298	69,762	72,861	4,692
Operating leases	1,506,751	135,445	262,513	230,680	878,113
Total contractual obligations	\$ 2,378,139	\$ 234,518	\$ 332,275	\$ 303,541	\$ 1,507,805

The primary changes in our contractual obligations as of October 8, 2017 as compared to our contractual obligations as of January 1, 2017 relate to additional operating leases entered into during the forty weeks ended October 8, 2017 primarily related to our new store growth program.

The interest payments on our Term Loan Facility outstanding as of October 8, 2017 incorporate the effect of the interest rate swap, which effectively converts the variable rate under the Term Loan Facility to a fixed rate. The five-year interest rate swap fixed the LIBOR component of interest at 1.47675% on a variable notional amount through March 29, 2018. See Note 4, Debt, and Note 5, Derivative Financial Instruments, to our unaudited condensed consolidated financial statements for additional information on our interest requirements and interest rate swap contract.

Purchase orders or contracts for the purchase of goods for resale in our stores and other goods and services are not included in the table above. We are not able to reasonably determine the aggregate amount of such purchase orders that may constitute established contractual obligations, as purchase orders may represent individual authorizations to purchase rather than binding agreements. Other than with respect to Unified Grocers (as described immediately below), we do not have significant agreements for the purchase of goods for resale in our stores or other goods and services that exceed our expected requirements or that are not cancelable on short notice.

We have a contractual obligation under our supply agreement with Unified Grocers to purchase a minimum amount of food and related items during any twelve-month period covered by the agreement. This contractual obligation does not exceed our expected requirements over any twelve-month period covered by the agreement. This agreement expires in December 2018. The related amounts are not included in the above table.

The table above also excludes funding of pension and other postretirement benefit and postemployment obligations. See Note 7, Retirement Benefit Plans and Postretirement and Postemployment Benefit Obligations, to our unaudited condensed consolidated financial statements for additional information on funding of our plans.

We also have asset retirement obligations with respect to owned or leased properties. Due to the nature of our business, such asset retirement obligation is immaterial.

**Off-Balance Sheet Arrangements**

As of October 8, 2017, we had no off-balance sheet arrangements.

**Critical Accounting Estimates**

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported assets, liabilities, sales and expenses in the accompanying financial statements. Critical accounting estimates are those that require the most subjective and complex judgments, often employing the use of estimates about the effect of matters that are inherently uncertain. These critical accounting estimates, under different conditions or using different assumptions or estimates, could show materially different results on our financial condition and results of operations. The following are considered our most critical accounting estimates that, under different conditions or using different assumptions or estimates, could show materially different results on our financial condition and results of operations.



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***Share-Based Compensation***

We account for share-based compensation in accordance with ASC 718, *Compensation - Stock Compensation*. In accordance with ASC 718 as updated by ASU 2016-09, share-based payments are to be recognized in the statements of operations and comprehensive income as compensation expense based on their fair values over the requisite service period of the award, taking into consideration estimated forfeiture rates.

We use the Black-Scholes-Merton option-pricing model to estimate the fair value of the options on the date of each grant. The Black-Scholes-Merton option-pricing model utilizes highly subjective and complex assumptions to determine the fair value of share-based compensation, including the option's expected term and price volatility of the underlying stock.

In addition to assumptions used in the Black-Scholes-Merton option pricing model, we must also estimate a forfeiture rate to calculate the share-based compensation cost for our awards. Our forfeiture rate is based on an analysis of our actual historical forfeitures and consideration of future expected forfeiture rates.

The assumptions referred to above represent management's best estimates. These estimates involve inherent uncertainties and the application of management's judgment. If these assumptions change and different factors are used, our share-based compensation expense could be materially different in the future. We do not believe there is a reasonable likelihood that changes in the assumptions used in our estimates will have a material effect on our financial condition or results of operations in future periods. Changes in future share-based compensation expense related to these awards may result from changes in forfeiture rates. However, we do not believe there is a reasonable likelihood that such changes will be material.

We recognize compensation cost for graded vesting awards as if they were granted in multiple awards. We believe the use of this multiple award method is preferable because a stock option grant or a restricted stock grant with graded vesting is effectively a series of individual grants that vests over various periods. Management also believes that this provides for better matching of compensation costs with the associated services rendered throughout the applicable vesting periods.

***Inventories***

Inventories consist of merchandise purchased for resale which is stated at the lower of the weighted-average cost (which approximates first-in, first-out ( FIFO ) or market. We provide for estimated inventory losses between physical inventory counts at our stores based upon historical inventory losses as a percentage of sales. Physical inventory counts are conducted on a recurring and frequent basis throughout the year. The provision for inventory loss is adjusted periodically to reflect updated trends of actual physical inventory count results. Historically, our actual physical inventory count results have shown our estimates to be materially reliable. We do not believe there is a reasonable likelihood that changes in our estimates will have a material effect on our financial condition or results of operations in future periods.

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The proper valuation of inventory also requires us to estimate the net realizable value of our slow-moving inventory at the end of each period. We base net realizable values upon many factors, including historical recovery rates, the aging of inventories on hand, the inventory movement of specific products and the current economic conditions. When we have determined inventory to be slow-moving, the inventory is reduced to its net realizable value by recording an obsolescence valuation allowance. We believe these risks are largely mitigated because our inventory typically turns on average in less than three months.

With regard to the proper valuation of inventories, we review our valuation methodologies on a recurring basis and make refinements where the facts and circumstances dictate.

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***Goodwill and Intangible Assets***

We account for goodwill and identified intangible assets in accordance with ASC 350, *Intangibles - Goodwill and Other*. Goodwill and identifiable intangible assets with indefinite lives are not amortized, but instead are evaluated on an annual basis for impairment, or more frequently if events or changes in circumstances indicate that the asset might be impaired.

We evaluate goodwill for impairment by comparing the fair value of each reporting unit to its carrying value including the associated goodwill. We have designated our reporting units to be our *Smart & Final* banner and our *Cash & Carry* banner. We determine the fair value of the reporting units using the income approach methodology of valuation that includes the discounted cash flow method as well as other generally accepted valuation methodologies.

Our detailed impairment analysis involves the use of both a market value method and discounted projected future cash flow models. Significant management judgment is necessary to evaluate the impact of operating and macroeconomic changes on existing and forecasted results. Determining market values using a discounted cash flow method requires that we make significant estimates and assumptions, including long-term projections of cash flows, market conditions and appropriate market rates. Our judgments are based on historical experience, current market trends and other information. In estimating future cash flows, we rely on internally generated forecasts for operating profits and cash flows, including capital expenditures. Critical assumptions include projected comparable store sales growth, timing and number of new store openings, operating profit rates, general and administrative expenses, direct store expenses, capital expenditures, discount rates, royalty rates and terminal growth rates. We determine discount rates based on the weighted average cost of capital of a market participant. Such estimates are derived from our analysis of peer companies and consider the industry weighted average return on debt and equity from a market participant perspective. We also use comparable market earnings multiple data and our Company's market capitalization to corroborate our reporting unit valuation. Factors that could cause us to change our estimates of future cash flows include a prolonged economic crisis, successful efforts by our competitors to gain market share in our core markets, our inability to compete effectively with other retailers or our inability to maintain price competitiveness.

During the sixteen weeks ended October 8, 2017, the Company experienced a decline in its share price and a significant reduction in its market capitalization as a result of changed market conditions. Based on these factors, the Company concluded that an impairment trigger occurred for the *Smart & Final* and *Cash & Carry* reporting units. Accordingly, interim impairment tests of goodwill were performed. The results of the interim goodwill impairment tests indicated that the fair value of each reporting unit exceeded its carrying value, therefore, no impairment existed as of October 8, 2017. Our quantitative assessment of potential goodwill impairment concluded that the fair value of the *Smart & Final* banner and *Cash & Carry* banner exceeded their respective carrying value by 9% and over 90%, respectively. As of October 8, 2017, the carrying value of goodwill assigned to the *Smart & Final* banner and *Cash & Carry* banner reporting units was \$406.7 million and \$204.5 million, respectively. If certain future events occur, such as changes to the Company's long-term store growth and development plans, changes in the assumptions used to estimate the fair value of the *Smart & Final* banner reporting unit or a prolonged depression of the Company's market capitalization, the *Smart & Final* banner reporting unit's goodwill may require an impairment charge to be taken. As of the third quarter ended October 8, 2017, there have been no significant changes to the Company's long-term store growth and development plans.

If the fair value of the reporting unit exceeds the carrying value of the net assets, including goodwill assigned to that unit, goodwill is not impaired. If the carrying value of the reporting unit's net assets, including goodwill, exceeds the fair value of the reporting unit, then an impairment of goodwill has occurred and we are required to recognize an impairment charge for the amount by which the carrying amount exceeds the fair value of the reporting unit.

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We evaluate our indefinite-lived intangible assets associated with trade names using a two-step approach. The first step screens for potential impairment by comparing the fair value of each trade name with its carrying value. The second step measures the amount of impairment. We determine the fair value of the indefinite-lived trade names using a "relief from royalty payments" methodology. This methodology involves estimating reasonable royalty rates for each trade name and applying these royalty rates to a revenue stream and discounting the resulting cash flows to determine fair value. In the periods presented, we did not recognize any indefinite-lived trade name impairment loss as a result of such evaluation.

Finite-lived intangible assets, like other long-lived assets as required by ASC 360 (as defined below), are subject to review for impairment whenever events or changes in circumstances indicate that the carrying amount of the finite-lived intangible asset may not be recoverable. Impairment is recognized to the extent the sum of the discounted estimated future cash flows from the use of the finite-lived intangible asset is less than the carrying value.

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***Impairments of Long-Lived Assets***

In accordance with ASC 360, *Property, Plant, and Equipment*, ( ASC 360 ), we assess our long-lived assets, including property, plant and equipment and assets under capital leases, for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. We believe that impairment assessment of long-lived assets is critical to the financial statements because the recoverability of the amounts, or lack thereof, could significantly affect our results of operations. Determining whether an impairment has occurred typically requires various estimates and assumptions, including determining which cash flows are directly related to the potentially impaired asset, the useful life over which cash flows will occur, amount of such cash flows, and the asset's residual value, if any. In turn, measurement of an impairment loss requires a determination of fair value, which is based on the best information available. We use internal discounted cash flow estimates and independent appraisals as appropriate to determine fair value. We derive the required cash flow estimates from our historical experience and our internal business plans and apply an appropriate discount rate. We group and evaluate long-lived assets for impairment at the individual store level, which is the lowest level at which individual identifiable cash flows are available. We regularly review our stores' operating performance for indicators of impairment, which include a significant underperformance relative to expected historical or projected future results of operations or a significant negative industry or economic trend.

Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to the future undiscounted cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its future undiscounted cash flows, an impairment charge is recognized equal to the excess of the carrying value over the estimated fair value of the asset. We measure the fair value of our long-lived assets on a nonrecurring basis using Level 3 inputs as defined in the fair value hierarchy.

Capitalized software costs are subject to review for impairment whenever events or changes in circumstances indicate that the carrying amount of the capitalized software may not be recoverable, whether it is in use or under development. Impairment is recognized to the extent the sum of the future discounted cash flows from the use of the capitalized software is less than the carrying value.

Application of alternative assumptions, such as changes in estimates of future cash flows, could produce significantly different results. Because of the significance of the judgments and estimation processes, it is likely that materially different amounts could be recorded if we used different assumptions or if the underlying circumstances were to change.

***Income Taxes***

Our income tax expense, deferred tax assets and liabilities, and liabilities for unrecognized tax benefits reflect management's best estimate of current and future taxes to be paid. We are subject to income taxes in the United States and Mexico.

Income taxes are accounted for under the balance sheet model for recording current and deferred taxes. Deferred tax assets and liabilities are measured using currently enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities for a change in tax rates is recognized in income in the period that includes the enactment date. Under applicable accounting guidance, we are required to evaluate the realizability of our deferred tax assets. The realization of our deferred tax assets is dependent upon all available evidence, both positive and negative, including reversals of deferred tax liabilities, projected future taxable income, tax-planning strategies and results of recent operations. The assumptions about future taxable income

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require the use of significant judgment and are consistent with the plans and estimates we are using to manage our underlying businesses. We consider objective historical evidence when evaluating future taxable income, including three years of cumulative operating income. Applicable accounting guidance requires that we recognize a valuation allowance when it is more likely than not that all or a portion of all of a deferred tax asset will not be realized due to our inability to generate sufficient taxable income in future periods. Accordingly, significant judgment is required in our assessment of deferred tax assets and valuation allowances when determining the provision for income taxes and related accruals.

The calculation of our tax liabilities involves uncertainties in the application of complex tax laws and regulations in different jurisdictions. A tax benefit from an uncertain tax position may be recognized when it is more likely than not that the position will be sustained upon examination, which includes resolution of any related appeals or litigation processes, on the basis of the technical merits.

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We record unrecognized tax benefits as liabilities and adjust these liabilities when our judgment changes as a result of the evaluation of new information not previously available. Because of the complexity of some of these uncertainties, the ultimate resolution may result in a payment that is materially different from our estimates of unrecognized tax benefit liabilities. These differences will be reflected as increases or decreases to income tax expense in the period in which new information is available.

We consider the earnings of certain non-U.S. subsidiaries to be indefinitely invested outside the United States on the basis of estimates that future cash generation will be sufficient to meet future cash needs and our specific plans for reinvestment of those non-U.S. subsidiary earnings. We have not recorded a deferred tax liability related to the U.S. federal and state income taxes and foreign withholding taxes on approximately \$7.0 million of undistributed earnings of foreign subsidiaries indefinitely invested outside the United States. If we decide to repatriate foreign earnings, we would need to adjust our income tax provision in the period we determined such earnings will no longer be indefinitely invested outside the United States.

*Self-Insurance*

We have various insurance programs related to our risks and costs associated with workers' compensation and general liability claims. We have elected to purchase third-party insurance to cover the risk in excess of certain dollar limits established for each respective insurance program.

We are also responsible for the payment of claims less than the insured amount. We establish estimated accruals for our insurance programs based on certain factors, including available claims data, historical trends and experience, as well as projected ultimate costs of the claims. These accruals are based on estimates prepared with the assistance of outside actuaries, and the ultimate cost of these claims may vary from initial estimates and established accruals. We believe that the use of actuarial studies to determine self-insurance accruals represents a consistent method of measuring these subjective estimates. The actuaries periodically update their estimates and we record such adjustments in the period in which such determination is made. The inherent uncertainty of future loss projections could cause actual claims to differ from our estimates. Because of the significance of the judgments and estimation processes, it is likely that materially different amounts could be recorded if we used different assumptions or if the underlying circumstances were to change. For example, a 5% change in our insurance and self-insured claims liabilities at January 1, 2017, excluding the risk in excess of certain dollar limits related to self-insured program with our third-party insurance carriers, would have affected pre-tax income by approximately \$2.0 million for fiscal year 2016. Historically, periodic adjustments to our estimates have not been material.

*Closed Store Reserve*

We maintain reserves for costs associated with closures of operating stores and other properties that are no longer being utilized in current operations. In the event a leased store is closed before the expiration of the associated lease, the discounted remaining lease obligation less estimated sublease rental income, asset impairment charges related to improvements and fixtures, inventory write-downs and other miscellaneous closing costs associated with the disposal activity are recognized when the store closes.

Adjustments to closed stores and other properties reserves primarily relate to changes in estimated timing and amounts of subtenant income or actual exit costs differing from original estimates. Adjustments are made for changes in estimates in the period in which the changes become known. Because of the significance of the judgments and estimation processes, it is likely that materially different amounts could be recorded if

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we used different assumptions or if the underlying circumstances were to change. For example, a 5% change in our closed stores and other properties reserves at January 1, 2017, would have affected pre-tax income by approximately \$0.4 million for fiscal year 2016.

### *Retirement Benefit Plans and Postretirement Benefit Plans*

Certain of our employees are covered by a funded noncontributory qualified defined benefit pension plan. U.S. GAAP requires that we measure the benefit obligations and fair value of plan assets that determine our plans' funded status as of our fiscal year end date.

The determination of our obligation and expense for retirement benefits plans and postretirement benefit plans is dependent, in part, on our selection of certain assumptions used by us and our actuaries in calculating such amounts. Those assumptions are described in Note 8, Retirement Benefit Plans and Postretirement and Postemployment Benefit Obligations, in our Annual Report on Form 10-K filed with the SEC on March 16, 2017. Pension assumptions are significant inputs to the actuarial models that measure pension benefit obligations and related effects on operations. Three assumptions, among others' discount rate, expected long-term return on plan assets and rate of compensation increases' are important elements of plan expense and asset/liability measurement. We evaluate these critical assumptions at least annually. We periodically evaluate other assumptions involving demographic factors, such as retirement age, mortality and turnover, and update them to reflect our experience and expectations for the future. In 2015, the



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Society of Actuaries released an update to the mortality scales which update life expectancy assumptions. In consideration of these scales, we modified the mortality assumptions used in determining our retirement benefit plans and postretirement benefit plans as of January 3, 2016. The impact of these new mortality assumptions resulted in a slight decrease to our defined benefit pension, SERP, and postretirement benefit plan obligations and a slight decrease in future related expense. In 2016, the Society of Actuaries released a further update to these mortality scales, which was used in determining our retirement benefit plans and postretirement benefit plan as of January 1, 2017. The impact of these updated mortality assumptions resulted in a slight decrease to our pension, SERP and postretirement benefit plan obligations and a slight decrease in future related expense. Actual results in any given year will often differ from actuarial assumptions because of economic and other factors.

In accordance with U.S. GAAP, the amount by which actual results differ from the actuarial assumptions is accumulated and amortized over future periods and, therefore, affects recognized expense in such future periods. While we believe our assumptions are appropriate, significant differences in actual results or significant changes in our assumptions may materially affect our pension and other postretirement obligations and future expenses.

We determine the discount rate using current investment yields on high quality fixed income investments. The discount rate assumption used to determine the year-end projected benefit obligation is increased or decreased to be consistent with the change in yield rates for high quality fixed-income investments for the expected period to maturity of the pension benefits. A lower discount rate increases the present value of benefit obligations and increases pension expense. The discount rate used to determine benefit obligations for our defined benefit pension plan as of January 1, 2017 was 4.30%. The discount rate used to determine benefit obligations under our SERP as of January 1, 2017 was 3.55%. The discount rate used to determine benefit obligations under our postretirement benefit plan as of January 1, 2017 was 4.20%.

We determine the expected long-term rate of return on plan assets for our defined benefit pension plan using an allocation approach that considers diversification and rebalancing for a portfolio of assets invested over a long-term time horizon. The approach relies on the historical returns of the plan's portfolio as well as relationships between equities and fixed income investments, consistent with the widely accepted capital market principle that a diversified portfolio with a larger allocation to equity investments has historically generated a greater long-term return. For fiscal year 2016, the Company's assumed rate of return for our defined benefit pension plan was 6.25%.

Sensitivity to changes in the major assumptions for our benefit plans are as follows (dollars in thousands):

Assumption	Change	Projected benefit obligation (decrease)/ increase	Expense (decrease)/ increase
<b>Defined benefit pension plan:</b>			
Discount rate	+/- 50 bps	\$(18,357)/\$20,967	\$31/\$301
Expected long-term return on plan assets	+/- 50 bps		(734)/734
<b>SERP:</b>			
Discount rate	+/- 50 bps	(1,305)/1,404	101/(111)
<b>Postretirement benefit plan:</b>			
Discount rate	+/- 50 bps	(1,010)/1,123	(113)/18

*Vendor Rebates and Other Allowances*

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As a component of our consolidated procurement program and consistent with standard practices in the retail industry, we frequently enter into contracts with vendors that provide for payments of rebates or other allowances. These rebates and allowances are primarily comprised of volume or purchase-based incentives, advertising allowances and promotional discounts. The purpose of these incentives and allowances is generally to help defray the costs we incur for stocking, advertising, promoting and selling the vendor's products.

As prescribed by U.S. GAAP, these vendor payments are reflected in the carrying value of the inventory when earned or as progress is made toward earning the rebate or allowance and as a component of cost of sales as the inventory is sold. Certain of these vendor contracts provide for rebates and other allowances that are contingent upon us meeting specified performance measures such as a cumulative level of purchases over a specified period of time. Such contingent rebates and other allowances are given accounting recognition at the point at which achievement of the specified performance measures are deemed to be probable and reasonably estimable. We review the relevant or significant factors affecting proper performance measures, rebates and other allowances on a recurring basis and make adjustments where the facts and circumstances dictate. We do not believe there is a reasonable likelihood that changes in the assumptions used in our estimate will have a material effect on our financial condition or results of our operations in future periods.

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**Recently Issued Accounting Pronouncements**

See Note 3, Recent Accounting Pronouncements, to our accompanying unaudited condensed consolidated financial statements contained elsewhere in this Quarterly Report on Form 10-Q. We have determined that all other recently issued accounting standards will not have a material impact on our consolidated financial statements, or do not apply to our operations except as noted in Note 2, Significant Accounting Policies, to our accompanying unaudited condensed consolidated financial statements contained elsewhere in this Quarterly Report on Form 10-Q, relating to the early adoption of ASU 2014-04.

**Item 3. Quantitative and Qualitative Disclosures about Market Risk.**

Market risk represents the risk of changes in the value of market risk sensitive instruments caused by fluctuations in interest rates, foreign exchange rates and commodity prices. Changes in these factors could cause fluctuations in the results of our operations and cash flows. In the ordinary course of business, we are primarily exposed to foreign currency and interest rate risks. We do not use derivative financial instruments in connection with these commodity market risks.

*Commodity Risk*

We are subject to volatility in food costs as a result of market risk associated with commodity prices. Although we typically are able to mitigate these cost increases, our ability to continue to do so, either in whole or in part, may be limited by the competitive environment we operate in.

*Interest Rate Market Risk*

Based on our variable rate debt balance as of October 8, 2017, a 1% increase in interest rates would increase our annual interest cost by approximately \$4.0 million. This impact reflects any offset from our current hedging activities. A decrease of 1% in interest rates would decrease our annual interest cost by \$3.7 million due to an interest rate floor that exists on the Term Loan Facility and current hedging activities.

*Foreign Currency Exchange Rate Market Risk*

We are exposed to market risks relating to fluctuations in foreign exchange rates between the U.S. dollar and other foreign currencies, primarily the Mexican Peso. Our exposure to foreign currency risk is limited to our operations in Mexico and the equity earnings of our joint venture. Such exposure, as of October 8, 2017, is primarily related to our \$15.1 million equity investment in the Mexico joint venture. The remainder of our business is conducted in U.S. dollars and thus is not exposed to fluctuation in foreign currency. We do not hedge our foreign currency exposure and therefore are not exposed to such hedging risk.

**Item 4. Controls and Procedures.**

**Evaluation of Disclosure Controls and Procedures**

Our management, with the participation of our Chief Executive Officer ( CEO ) and Chief Financial Officer ( CFO ), has evaluated the effectiveness of our disclosure controls and procedures (as such term is defined in Rules 13a- 15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the Exchange Act )) as of the end of the period covered by this report. Disclosure controls and procedures are designed to provide reasonable assurance that the information required to be disclosed in the reports that we file or submit under the Exchange Act has been appropriately recorded, processed, summarized and reported on a timely basis and are effective in ensuring that such information is accumulated and communicated to the Company s management, including our CEO and CFO, as appropriate to allow timely decisions regarding required disclosure. Based on such evaluation, our CEO and CFO have concluded that, as of October 8, 2017, our disclosure controls and procedures are effective.

**Changes in Internal Control Over Financial Reporting**

There were no changes in the Company s internal control over financial reporting for the forty weeks ended October 8, 2017 that have materially affected, or are reasonably likely to materially affect, the Company s internal control over financial reporting.

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**Part II - OTHER INFORMATION**

**Item 1. Legal Proceedings.**

On February 11, 2016, Smart & Final Stores, Inc. received a subpoena from the District Attorney for the County of Yolo, California, seeking information concerning our handling, disposal and reverse logistics of potential hazardous waste at our stores and distribution centers in California. We have provided information and are cooperating with the authorities from multiple counties in California in connection with this ongoing matter. In the fourth quarter of 2016, we recorded a loss related to this matter in an amount considered to be immaterial. In the second quarter of 2017, we recorded an additional loss related to this matter in an amount considered to be immaterial. Due to the developing status of this matter and the uncertainty of its outcome, we cannot reasonably estimate possible additional loss or range of additional loss that may arise from this matter or whether this matter will have a material impact on our financial condition or operating results.

We are engaged in various other legal actions, claims and proceedings in the ordinary course of business, including claims related to employment related matters, breach of contracts, products liabilities and intellectual property matters resulting from our business activities. We do not believe that the ultimate resolution of these pending claims will have a material adverse effect on our business, financial condition, results of operations and cash flows. However, litigation is subject to many uncertainties, and the outcome of certain individual litigated matters may not be reasonably predictable and any related damages may not be estimable. Some litigation matters could result in an adverse outcome to us, and any such adverse outcome could have a material adverse effect on our business, financial condition, results of operations and cash flows.

**Item 1A. Risk Factors.**

For a discussion of our potential risks and uncertainties, see the information in Part I, Item 1A. Risk Factors in our Annual Report on Form 10-K, for the year ended January 1, 2017 filed with the SEC on March 17, 2017. There have been no material changes to the risk factors disclosed in our Annual Report on Form 10-K.

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.**

None.

**Issuer Purchases of Equity Securities**

The following table provides information about our share repurchase activity during the sixteen weeks ended October 8, 2017.

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Period(1)	Total Number of Shares Purchased	Average Price Paid per Share(2)	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (3)	Maximum Dollar Value of Shares that May Yet be Purchased Under the Plan or Program (in thousands)(4)
June 19 to July 16, 2017		\$		\$ 7,526
July 17 to August 13, 2017	158,213	8.54	157,400	6,185
August 14 to September 10, 2017	750,523	7.37	750,523	666
September 11 to October 8, 2017	40,502	7.30		666
<b>Total</b>	<b>949,238</b>	<b>\$ 7.56</b>	<b>907,923</b>	

(1) Periodic information is presented by reference to our fiscal periods during the third quarter of fiscal year 2017.

(2) Average price per share includes related expense.

(3) During the sixteen weeks ended October 8, 2017 the Company reacquired 41,315 shares of Common Stock to satisfy tax withholding obligations in connection with the vesting of 99,129 shares of restricted stock granted to eligible employees.

(4) In the third quarter 2016, our Board of Directors authorized a program to repurchase up to \$25 million of shares of our Common Stock. Repurchases under the share repurchase program commenced on September 19, 2016 and occurred through August 31, 2017. The specific timing and amount of the repurchases was dependent on market conditions, applicable laws and other factors.

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**Item 3. Defaults Upon Senior Securities.**

None.

**Item 4. Mine Safety Disclosures.**

Not applicable.

**Item 5. Other Information.**

None.

**Item 6. Exhibits.**

Exhibit No.	Description
3.1	<u>Second Amended and Restated Certificate of Incorporation of Smart &amp; Final Stores, Inc. (1)</u>
3.2	<u>Second Amended and Restated Bylaws of Smart &amp; Final Stores, Inc. (1)</u>
31.1	<u>Certification of Principal Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.*</u>
31.2	<u>Certification of Principal Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.*</u>
32.1	<u>Certification of CEO and CFO Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.*</u>
101.INS	XBRL Instance Document*
101.SCH	XBRL Taxonomy Extension Schema Document*
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document*
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document*
101.LAB	XBRL Taxonomy Extension Label Linkbase Document*
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document*

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\* Filed herewith

(1) Filed as an exhibit to Amendment No. 5 to the Registrant's Registration Statement on Form S-1 (File No. 333-196931) filed with the SEC on September 22, 2014, and incorporated herein by reference.





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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the persons undersigned thereunto duly authorized.

SMART & FINAL STORES, INC.  
(Registrant)

November 16, 2017

/s/ DAVID G. HIRZ  
David G. Hirz  
Chief Executive Officer  
(Principal Executive Officer)

November 16, 2017

/s/ RICHARD N. PHEGLEY  
Richard N. Phegley  
Chief Financial Officer  
(Principal Financial Officer)