

# 2007 Annual Report

George Weston Limited

**Weston**

WESTON

## **2007 Annual Report**

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This Annual Report contains forward-looking information. See Forward-Looking Statements on page 5 of this Annual Report for a discussion of material factors that could cause actual results to differ materially from the conclusions, forecasts and projections herein and of the material factors and assumptions that were applied in presenting the conclusions, forecasts and projections presented herein. This Annual Report must be read in conjunction with George Weston Limited's filings with securities regulators made from time to time, all of which can be found at [www.sedar.com](http://www.sedar.com).

## Financial Highlights<sup>(1)</sup>

Years ended December 31

(\$ millions except where otherwise indicated)

	2007	2006
<b>Operating Results</b>		
Sales	<b>32,815</b>	32,167
Sales excluding the impact of tobacco sales and VIEs <sup>(2)</sup>	<b>31,346</b>	30,361
Adjusted EBITDA <sup>(2)</sup>	<b>2,079</b>	2,324
Operating income	<b>1,094</b>	537
Adjusted operating income <sup>(2)</sup>	<b>1,408</b>	1,643
Interest expense and other financing charges	<b>165</b>	253
Net earnings from continuing operations	<b>563</b>	110
<b>Cash Flow</b>		
Cash flows from operating activities of continuing operations	<b>1,673</b>	1,452
Free cash flow <sup>(2)</sup>	<b>620</b>	27
Capital investment	<b>722</b>	1,121
<b>Per Common Share (\$)</b>		
Basic net earnings from continuing operations	<b>3.92</b>	0.43
Adjusted basic net earnings from continuing operations <sup>(2)</sup>	<b>4.26</b>	4.98
<b>Financial Ratios</b>		
Adjusted EBITDA margin <sup>(2)</sup>	<b>6.6%</b>	7.7%
Operating margin	<b>3.3%</b>	1.7%
Adjusted operating margin <sup>(2)</sup>	<b>4.5%</b>	5.4%
Return on average total assets <sup>(2)</sup>	<b>6.7%</b>	3.2%
Return on average common shareholders' equity	<b>12.7%</b>	1.3%
Net debt (excluding Exchangeable Debentures) <sup>(2)</sup> to equity	<b>0.96:1</b>	0.96:1
<b>Reportable Operating Segments</b>		
Weston Foods		
Sales	<b>4,296</b>	4,350
Operating income	<b>366</b>	256
Adjusted operating income <sup>(2)</sup>	<b>382</b>	325
Operating margin	<b>8.5%</b>	5.9%
Adjusted operating margin <sup>(2)</sup>	<b>8.9%</b>	7.5%
Return on average total assets <sup>(2)</sup>	<b>9.9%</b>	6.6%
Loblaws		
Sales	<b>29,384</b>	28,640
Sales excluding the impact of tobacco sales and VIEs <sup>(2)</sup>	<b>27,915</b>	26,834
Operating income	<b>728</b>	281
Adjusted operating income <sup>(2)</sup>	<b>1,026</b>	1,318
Operating margin	<b>2.5%</b>	1.0%
Adjusted operating margin <sup>(2)</sup>	<b>3.7%</b>	4.9%
Return on average total assets <sup>(2)</sup>	<b>5.7%</b>	2.2%

(1) For financial definitions and ratios refer to the Glossary beginning on page 114.

(2) See Non-GAAP Financial Measures beginning on page 55.

## Report to Shareholders<sup>(1,2)</sup>

2007 was another challenging year for George Weston Limited due to significant transformational changes amid intense competition at Loblaw Companies Limited. The performance of the Weston Foods business, on the other hand, was strong.

2007 adjusted basic net earnings per common share from continuing operations was \$4.26 compared to \$4.98 in 2006. Sales increased 2.0% to \$32.8 billion from \$32.2 billion in 2006, including the negative impacts of approximately 1.4% from declining tobacco sales and 0.5% from the foreign currency translation of the Weston Foods operating segment, partially offset by the positive impact of 0.2% from the consolidation of certain Loblaw independent franchisees.

The Weston Foods operating segment achieved significantly improved financial results in 2007 despite challenging market conditions. Weston Foods sales for 2007 decreased 1.2% compared to 2006; however, this included a negative impact from foreign currency translation of approximately 3.4%. Overall volume decreased 1.3% for 2007 and was negatively impacted by approximately 0.7% due to the combined effects of the exit from the United States frozen foodservice bagel business early in the third quarter of 2006 and the discontinuance of contract manufacturing of biscuits for certain customers in 2006. The remaining volume decline of 0.6% for the year was due to growth in certain higher margin categories being more than offset by declines in other categories. 2007 adjusted operating income grew 17.5% to \$382 million from \$325 million in 2006, including the negative impact of foreign currency translation of approximately 4.3 percentage points. Adjusted operating margin improved from 7.5% in 2006 to 8.9% in 2007, reflecting in part the benefit of favourable product mix and productivity improvements.

Inflationary commodity cost pressures continued and accelerated in 2007 and this, coupled with a continuation of changing consumer eating preferences and food shopping patterns, led to significant disparity in the financial performance of industry participants. Industry price increases mitigated the higher commodity costs; however, cost and productivity improvements and a mix shift to higher margin products resulted in above average earnings growth for the Weston Foods operating segment.

Weston Foods sales growth was driven by price increases in key product categories combined with changes in sales mix. Branded volume increases in the *Arnold* and *Thomas'* brands in the United States and the *D'Italiano* brand in Canada were of particular note in 2007. Weston Foods remains a leader in product innovation and the introduction of new and expanded product offerings contributed positively to branded sales growth in 2007, including *Thomas'* Mini Squares Bagelbread, *Thomas'* 100 Calorie English Muffin, *Entenmann's* 100 Calorie *Little Bites*, and reformulated *Country Harvest*

(1) This Report to Shareholders contains a discussion of the following Non-GAAP Financial Measures: adjusted basic net earnings per common share from continuing operations, adjusted operating income, adjusted operating margin, free cash flow and same-store sales growth excluding the impact of decreased tobacco sales. See Non-GAAP Financial Measures beginning on page 55.

(2) To be read in conjunction with Forward-Looking Statements on page 5 of this Annual Report.

bread with 25% less sodium. As a measure of the success of the 2006 renovation of the *Wonder* brand, *Wonder+* was awarded the National Consumer Acceptance prize at the 2007 Canadian Grand Prix New Products.

Weston Foods continues to evaluate strategic and cost reduction initiatives related to its manufacturing assets, distribution networks and administrative infrastructure with the objective of ensuring a low cost operating structure. Initiatives are in place to help drive best practices, which are expected to result in standardization, simplification and continued improvement of processes as well as lower costs.

As disclosed in the Loblaw Companies Limited Annual Report, sales for 2007 were \$29.4 billion compared to \$28.6 billion for 2006, representing an increase of 2.6%. Same-store sales growth excluding the impact of decreased tobacco sales was 3.4% and the volume of retail units sold grew 1.9% compared to 2006. Sales growth was experienced in all of its regions and Loblaw maintained its market share without adding square footage. Adjusted operating income for 2007 was \$1.0 billion compared to \$1.3 billion in 2006. Sales increases were insufficient to offset margin declines resulting from targeted investments in pricing. Cost reduction lagged these required pricing investments, contributing to lower earnings. Also during 2007, Loblaw reduced capital expenditures and concentrated on same-store sales growth, rather than space-driven growth, which helped drive an increase in free cash flow. Loblaw has made good progress in the first year of its three to five year turnaround.

Looking forward into 2008, Weston Foods anticipates challenging market conditions as unprecedented increases for ingredient and other input costs are expected. Weston Foods plans to offset these higher input costs by ongoing cost reduction initiatives and pricing as necessary. As for Loblaw, sales volumes have been positively responding to its investments in lower prices to give value to its customers. Loblaw expects this to continue in 2008 along with continued investments in price, offset by cost reductions. On behalf of the Board of Directors and shareholders, I thank our loyal customers for their support and our more than 155,000 employees for their dedication and commitment during these challenging times.

*[signed]*

**W. Galen Weston**

Chairman and President

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## Management's Discussion and Analysis

The following Management's Discussion and Analysis ("MD&A") for George Weston Limited and its subsidiaries (collectively, the "Company" or "Weston") should be read in conjunction with the consolidated financial statements and the accompanying notes on pages 63 to 111 of this Annual Report. The consolidated financial statements and the accompanying notes have been prepared in accordance with Canadian generally accepted accounting principles ("GAAP") and are reported in Canadian dollars. These consolidated financial statements include the accounts of George Weston Limited and its subsidiaries and variable interest entities ("VIEs") that the Company is required to consolidate in accordance with Accounting Guideline 15, "Consolidation of Variable Interest Entities" ("AcG 15"). A Glossary of terms and ratios used throughout this Annual Report can be found beginning on page 114. The information in this MD&A is current as of March 12, 2008, unless otherwise noted.

### 1. FORWARD-LOOKING STATEMENTS

This Annual Report, including this MD&A, contains forward-looking statements about the Company's objectives, plans, goals, aspirations, strategies, financial condition, results of operations, cash flows, performance, prospects and opportunities. Words such as "anticipate", "expect", "believe", "could", "estimate", "goal", "intend", "plan", "seek", "strive", "will", "may" and "should" and similar expressions, as they relate to the Company and its management, are intended to identify forward-looking statements. These forward-looking statements are not historical facts but reflect the Company's current expectations concerning future results and events.

These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. These risks and uncertainties include, but are not limited to: changes in economic conditions; changes in consumer spending and preferences; heightened competition, whether from new competitors or current competitors; the availability and cost of raw materials and ingredients, fuels and utilities; changes in the Company's or its competitors' pricing strategies; failure of the Company's franchised stores to perform as expected; risks associated with the terms and conditions of financing programs offered to the Company's independent franchisees; failure to realize anticipated cost savings and operating efficiencies from the Company's major initiatives, including investments in the Company's information technology systems, supply chain investments and other cost reduction and simplification initiatives; the inability of the Company's information technology infrastructure to support the requirements of the Company's business; the inability of the Company to manage inventory to minimize the impact of obsolete or excess issues and to control shrink; failure to execute successfully and in a timely manner the Company's major initiatives, including the implementation of strategies and introduction of innovative products; unanticipated costs associated with the Company's strategic initiatives, including those related to compensation costs; the inability of the Company's supply chain to service the needs of the Company's stores; deterioration in the Company's relationship with its employees, particularly through periods of change in the Company's business; failure to achieve desired results in labour negotiations, including the terms of future collective bargaining agreements; changes to the regulatory environment in which the Company operates; the adoption of new accounting standards and changes in the Company's use of accounting estimates including in relation to inventory valuation; fluctuations in the Company's earnings due to changes in the value of stock-based compensation and equity forward contracts relating to the Company's and Loblaw's common shares; changes in the Company's tax liabilities resulting from changes in tax laws or future assessments; detrimental reliance on the performance of third-party service providers; public health events; the inability of the Company to obtain external financing; the inability of the Company to attract and retain key executives; and supply and quality control issues with vendors. These and other risks and uncertainties are discussed in the Company's materials filed with the Canadian securities regulatory authorities from time to time, including the Operating Risks and Risk Management and Financial Risks and Risk Management sections of this MD&A. Other risks and uncertainties not presently known to the Company or that the Company presently believes are not material could also cause actual results or events to differ materially from those expressed in its forward-looking statements.

In addition to these risks and uncertainties, the material assumptions used in making the forward-looking statements contained herein and in particular in the Report to Shareholders, on page 23 of Section 7.1, on page 26 of Section 7.2 and page 55 of Section 18 of this MD&A, include: there is no material change in economic conditions from those of 2007; patterns of consumer spending and preferences are reasonably consistent with historical trends; there is no significant change in competitive conditions, whether related to new competitors or current competitors; there is no unexpected change in the Company's or its competitors' current pricing strategies; the Company's franchised stores perform as expected; the Company successfully offers new and innovative products and executes its strategies as planned; anticipated cost savings and operating efficiencies are achieved, including those from the Company's cost reduction and simplification initiatives; there is no unexpected change in the Company's access to funding; and there are no significant regulatory, tax or accounting changes or other significant events occurring outside the ordinary course of business.

Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect the Company's expectations only as of the date of this MD&A. The Company disclaims any intention or obligation to update or revise these forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

# Management's Discussion and Analysis

## 2. OVERVIEW

Weston is a Canadian public company, founded in 1882, and is one of North America's largest food processing and distribution companies. Weston has two reportable operating segments: Weston Foods and Loblaw. The Weston Foods operating segment is primarily engaged in the baking and dairy industries within North America. The Loblaw operating segment, which is operated by Loblaw Companies Limited and its subsidiaries, is Canada's largest food distributor and a leading provider of general merchandise, drugstore, and financial products and services.

## 3. VISION

Weston's vision has been, and continues to be, centred on three main principles: growth, innovation and flexibility. Weston seeks long term, stable growth in its operating segments, while accepting prudent operating risks through continuous capital investment supported by a strong balance sheet, with the goal of providing sustainable returns to its shareholders through a combination of common share price appreciation and dividends.

The Company believes that to be successful over the long term, it must deliver on what its customers and consumers want, today and in the future. The Company encourages innovation in order to provide consumers with new products and convenient services at competitive prices that meet consumers' everyday household needs.

Looking ahead, the Company plans to achieve these goals by focusing on its long term operating and financial strategies as discussed below.

## 4. OPERATING AND FINANCIAL STRATEGIES

In order to be successful in achieving its vision, the Company employs various operating and financial strategies. Each of the Company's two reportable operating segments has its own risk profile and operating risk management strategies.

Weston Foods' long term operating strategies include:

- customer alignment;
- brand development including innovative new products to meet the nutritional and dietary concerns of consumers;
- plant and distribution optimization including capital investment to strategically position facilities across North America to support growth and enhance quality, productivity and efficiencies;
- ongoing cost reduction initiatives with the objective of ensuring a low cost operating structure and economies of scale;
- strategic acquisitions and relationships to broaden market penetration and expand geographic presence; and
- building leadership capability.

Loblaw's mission is to be Canada's best food, health and home retailer by exceeding customer expectations through innovative products at great prices. Under the principles of Simplify, Innovate, Grow, Loblaw employs various operating and financial strategies which guide Loblaw over the long term and represent a philosophy for the way in which it conducts its business. Loblaw has simplified its organization by more clearly defining accountabilities, eliminating duplication and establishing consistent, simple and efficient processes. A less complex organizational structure and a short list of key performance indicators are expected to lead to more focus in 2008 on customers and store operations, and for the first time ever, to enable Loblaw to fully leverage its national scale.

Innovation is one of the many strengths of Loblaw, most clearly exhibited by its control label offerings. Loblaw supports innovation based on the belief that providing consumers with new products and convenient services at competitive prices and stimulating shopping environments is critical to its success.

In 2006, Loblaw developed its Formula for Growth to define priorities for a three to five year turnaround plan. To provide an integrated offering of food, general merchandise and drugstore, Loblaw's Formula for Growth focuses on the following:

- best format: truly distinctive formats meeting customers' different needs;
- fresh first: best fresh food offering;
- control label advantage: leading in the development of unique, high quality control label products and services;
- 10% Joe: grow *Joe Fresh Style* brand by offering great style at an affordable price;
- health, home and wholesome: making healthy living affordable for all Canadians;
- priced right: providing best value for money, when compared to all relevant shopping choices;
- always available: best in-stock positions; and
- friendly colleagues motivated to serve: investing in colleagues to support customer satisfaction.



Loblaw's long term operating strategies are consistent with its Formula for Growth and continue to be as follows:

- use the cash flow generated in its business to invest in its future;
- own its real estate, where possible, to maximize flexibility for product and business opportunities in the future;
- use a multi-format approach to maximize market share over the longer term;
- focus on food but serve the consumer's everyday household needs;
- create customer loyalty and enhancing price competitiveness through a superior control label program;
- implement and execute plans and programs flawlessly; and
- constantly strive to improve its value proposition.

The Company's financial strategies include:

- maintain a strong balance sheet;
- minimize the risks and costs of its operating and financing activities; and
- maintain liquidity and access to capital markets.

The success of these and other plans and strategies discussed in this MD&A may be affected by risks and uncertainties, including those described in the Operating Risks and Risk Management and Financial Risks and Risk Management sections of this MD&A, beginning on pages 43 and 48, respectively.

The Company's Board of Directors (the "Board") and senior management meet annually to review the strategic imperatives. These strategic imperatives, which generally span a three to five year timeframe, target specific issues in response to the Company's performance and changes in consumer needs and the competitive landscape.

The Company believes that if it successfully implements and executes its various strategic imperatives in support of its long term operating and financial strategies, it will be well positioned to fulfill its vision of providing sustainable returns to its shareholders over the long term.

## 5. KEY PERFORMANCE INDICATORS

The Company continuously reviews and monitors its activities and key performance indicators, which it believes are important to measuring the success of the implementation of its operating and financial strategies. Some of the Company's key financial performance indicators are set out below:

<b>Key Financial Performance Indicators</b>	<b>2007</b>	2006
Sales growth	<b>2.0%</b>	3.1%
Sales growth excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	<b>3.2%</b>	4.3%
Basic net earnings per common share		
from continuing operations growth (decline)	<b>811.6%</b>	(91.8)%
Adjusted basic net earnings per common share		
from continuing operations <sup>(1)</sup> (decline)	<b>(14.5)%</b>	(11.4)%
Free cash flow <sup>(1)</sup> (\$ millions)	<b>\$ 620</b>	\$ 27
Net debt (excluding Exchangeable Debentures) <sup>(1)</sup> to equity ratio	<b>0.96:1</b>	0.96:1
Return on average common shareholders' equity	<b>12.7%</b>	1.3%

(1) See Non-GAAP Financial Measures beginning on page 55.

In addition, other operating performance indicators include but are not limited to: same-store sales growth, operating and administrative cost management, new product development, customer service ratings, product return rates, production waste, production efficiencies and market share.

## Management's Discussion and Analysis

### 6. OVERALL FINANCIAL PERFORMANCE

#### 6.1 CONSOLIDATED RESULTS OF OPERATIONS

(\$ millions except where otherwise indicated)	2007	2006	2005 <sup>(2)</sup>
Sales	\$ 32,815	\$ 32,167	\$ 31,189
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 31,346	\$ 30,361	\$ 29,120
Operating income	\$ 1,094	\$ 537	\$ 1,634
Adjusted operating income <sup>(1)</sup>	\$ 1,408	\$ 1,643	\$ 1,891
Interest expense and other financing charges	\$ 165	\$ 253	\$ 187
Net earnings from continuing operations	\$ 563	\$ 110	\$ 716
Net earnings	\$ 563	\$ 121	\$ 698
Basic net earnings per common share			
from continuing operations (\$)	\$ 3.92	\$ 0.43	\$ 5.25
Adjusted basic net earnings per common share			
from continuing operations (\$) <sup>(1)</sup>	\$ 4.26	\$ 4.98	\$ 5.62
Basic net earnings per common share (\$)	\$ 3.92	\$ 0.52	\$ 5.11

(1) See Non-GAAP Financial Measures beginning on page 55.

(2) During 2006, the Company implemented Emerging Issues Committee Abstract 156, "Accounting by a Vendor for Consideration Given to a Customer (Including a Reseller of the Vendor's Products)" ("EIC 156") on a retroactive basis. Accordingly certain sales incentives paid by Loblaw to independent franchisees, associates and independent accounts for prior years have been reclassified between sales and cost of sales, selling and administrative expenses.

#### Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs<sup>(1)</sup>

(\$ millions except where otherwise indicated)	2007	2006	2005 <sup>(2)</sup>
Total sales	\$ 32,815	\$ 32,167	\$ 31,189
Less: Sales attributable to tobacco sales	1,013	1,423	1,654
Sales attributable to the consolidation of VIEs	456	383	415
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 31,346	\$ 30,361	\$ 29,120
Total sales growth	2.0%	3.1%	
Less: Impact on sales growth attributable to tobacco sales	(1.4)%	(1.0)%	
Impact on sales growth attributable to the consolidation of VIEs	0.2%	(0.2)%	
Sales growth excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	3.2%	4.3%	

(1) See Non-GAAP Financial Measures beginning on page 55.

(2) During 2006, the Company implemented EIC 156 on a retroactive basis. Accordingly certain sales incentives paid by Loblaw to independent franchisees, associates and independent accounts for prior years have been reclassified between sales and cost of sales, selling and administrative expenses.

### Adjusted Operating Income and EBITDA<sup>(1)</sup>

(\$ millions)	2007	2006	2005
Net earnings from continuing operations	\$ 563	\$ 110	\$ 716
Add (deduct) impact of the following:			
Minority interest	130	(82)	288
Income taxes	236	256	443
Interest expense and other financing charges	165	253	187
Operating income	1,094	537	1,634
Add (deduct) impact of the following:			
Restructuring and other charges	227	90	118
Net effect of stock-based compensation and the associated equity derivatives	109	60	72
Commodity futures fair value adjustment	(19)		(3)
Inventory liquidation	15	68	
VIEs	(11)	(8)	
Curtailement of post-retirement plan	(7)		
Loblaw goodwill impairment charge		800	
Ontario collective labour agreement		84	
Departure entitlement charge		12	
Goods and Services Tax and provincial sales taxes			40
Direct costs associated with supply chain disruptions			30
Adjusted operating income <sup>(1)</sup>	1,408	1,643	1,891
Add (deduct) impact of the following:			
Depreciation and amortization	704	705	684
VIE depreciation and amortization	(33)	(24)	(26)
Adjusted EBITDA <sup>(1)</sup>	\$ 2,079	\$ 2,324	\$ 2,549

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

### Adjusted Basic Net Earnings per Common Share from Continuing Operations<sup>(1)</sup>

Per common share (\$)	2007	2006	2005
Basic net earnings per common share from continuing operations	\$ 3.92	\$ 0.43	\$ 5.25
Add (deduct) impact of the following:			
Restructuring and other charges	0.72	0.36	0.42
Net effect of stock-based compensation and the associated equity derivatives	0.63	0.38	0.46
Commodity futures fair value adjustment	(0.10)		(0.02)
Inventory liquidation	0.04	0.21	
VIEs	0.04		0.03
Curtailment of post-retirement plan	(0.03)		
Loblaw goodwill impairment charge		3.84	
Ontario collective labour agreement		0.26	
Departure entitlement charge		0.04	
Direct costs associated with supply chain disruptions			0.09
Goods and Services Tax and provincial sales taxes			0.14
Accounting for Loblaw forward sale agreement	(0.81)	(0.40)	(0.77)
Changes in statutory income tax rates	(0.15)	(0.14)	0.02
Adjusted basic net earnings per common share from continuing operations <sup>(1)</sup>	\$ 4.26	\$ 4.98	\$ 5.62

(1) See Non-GAAP Financial Measures beginning on page 55.

Consolidated 2007 results reflect the impact of transformational changes being undertaken by both the Weston Foods and Loblaw operating segments in order to position the businesses for strong growth in the future.

In 2007, the Weston Foods operating segment achieved significantly improved financial results despite challenging market conditions. Inflationary commodity cost pressures continued and accelerated in 2007 and this, coupled with a continuation of changing consumer eating preferences and food shopping patterns, led to significant disparity in the financial performance of industry participants. Industry price increases mitigated the higher commodity costs; however, cost and productivity improvements and a mix shift to higher margin products resulted in above average earnings growth for the Weston Foods operating segment.

For the Loblaw operating segment, 2007 was a year of transformational change amid intense competition and pressured earnings. Loblaw's declining financial performance since the beginning of 2005 required action to prevent further erosion. Late in 2006, a significant number of changes in the senior leadership occurred and a strategic review was undertaken which resulted in the identification of a turnaround plan which was built on three core pillars: (i) simplify and sharpen Loblaw by making accountabilities clear and centralizing where it counts, while fixing the basics that matter to customers and matter financially, (ii) restore innovation to the heart of its culture in food and across all of its control labels, and (iii) grow through its Formula for Growth, as previously described in the Operating and Financial Strategies section of this MD&A, while spending capital wisely in an over-spaced market. Loblaw's three to five year turnaround commenced in 2007 and Loblaw has made good progress. The single most important accomplishment has been the organizational restructuring. This is a transformational change that will enable Loblaw, for the first time ever, to fully leverage its national scale. Supply Chain and Information Technology also produced roadmaps that Loblaw believes will make its infrastructure competitive.

Additional activities undertaken by Loblaw in 2006 included the negotiation of a new four-year collective agreement with members of certain Ontario locals of the United Food and Commercial Workers union ("UFCW"), the liquidation of certain general merchandise inventory and the closure of certain underperforming stores. During the third quarter of 2006, a major tobacco supplier commenced shipping directly to certain customers of Loblaw's Cash & Carry and wholesale club network, adversely impacting sales in 2006 and 2007. During 2006, Loblaw also continued to feel the effects from challenges encountered in 2005 during the execution of planned changes to its systems, supply chain and general merchandise areas, including certain supply chain systems conversions and the start-up of a new third-party owned and operated general merchandise warehouse and distribution centre for Eastern Canada which handles general merchandise and certain drugstore products. These challenges disrupted the flow of inventory to Loblaw's stores and resulted in additional operating costs.

The following discussion summarizes the factors and trends that have impacted the Company's financial performance over the past two fiscal years.

In 2007, consolidated sales increased 2.0% to \$32.8 billion from \$32.2 billion in 2006. Sales growth for 2007 included a negative impact of approximately 1.4% from declining tobacco sales and a positive impact of 0.2% from the consolidation of certain Loblaw independent franchisees as required by AcG 15. Sales excluding the impact of tobacco sales and VIEs<sup>(1)</sup> increased 3.2% over the prior year. In 2006, consolidated sales increased 3.1% from \$31.2 billion in 2005. Sales growth for 2006 included a negative impact of approximately 1.0% from declining tobacco sales and 0.2% from the consolidation of certain Loblaw independent franchisees as required by AcG 15. In 2007, consolidated net earnings from continuing operations increased \$453 million to \$563 million from \$110 million in 2006. In 2006, consolidated net earnings from continuing operations decreased \$606 million, or 84.6%, from \$716 million in 2005. Consolidated net earnings increased \$442 million, or 365.3%, to \$563 million in 2007 from \$121 million in 2006. In 2006, consolidated net earnings decreased \$577 million, or 82.7%, from \$698 million in 2005.

The 2007 basic net earnings per common share from continuing operations of \$3.92 increased, in line with the increase in consolidated net earnings from continuing operations, when compared to \$0.43 in 2006. The 2007 basic net earnings per common share of \$3.92 also increased when compared to \$0.52 in 2006. Both increases were primarily due to the inclusion in 2006 of a non-cash Loblaw goodwill impairment charge related to the goodwill established on the Loblaw acquisition of Provigo Inc. in 1998.

The Company's consolidated financial statements are expressed in Canadian dollars but a significant portion of its Weston Foods business occurs in United States dollars through its investment in self-sustaining foreign operations in the United States ("U.S. net investment"). Changes in the exchange rate for the United States dollar affect the Company's reported sales, net earnings and the value of the Company's assets and liabilities on its consolidated balance sheet, either positively or negatively, as a result of translating United States dollar denominated transactions and the U.S. net investment into Canadian dollars. In 2007 and 2006, due to the appreciation of the Canadian dollar relative to the United States dollar during the year on a weighted average basis, sales and net earnings growth were negatively impacted. Due to the strengthening of the Canadian dollar relative to the United States dollar from year end 2006, the value of the Company's net assets at year end 2007 was negatively impacted as a result of foreign currency translation. At year end 2006, due to the weakening of the Canadian dollar relative to the United States dollar from year end 2005, the value of the Company's net assets was positively impacted as a result of foreign currency translation.

Over the past two years, Weston Foods has operated in a challenging marketplace impacted by changing consumer eating preferences and food shopping patterns as well as accelerating inflationary cost pressures. Product rationalization and the planned exit of certain products have negatively impacted volume and sales. Additional factors over this two year period include:

- changing consumer eating preferences, including a focus on health and diet, challenged Weston Foods sales growth of certain traditional products including white bread, fresh-baked sweet goods and cookies. These challenges were largely offset by strong growth in the whole grain and higher-priced premium product categories and the development and introduction of new and expanded convenience and health related product offerings, including "on-the-go" individual portioned products, enhanced whole grain and whole wheat offerings, as well as Omega-3, no cholesterol, reduced fat, no trans fat and organic products;
- consumer shopping patterns continue to shift toward alternate format retail channels over traditional, conventional supermarket formats. Weston Foods has successfully penetrated these alternate channels while retaining its strong position in conventional supermarket formats; and
- inflationary cost pressures particularly for wheat, oils and energy have continued and accelerated over the period. Weston Foods achieved sales price increases across many of its product categories, which helped to offset the impact of this cost inflation.

Over the past two years, Weston Foods has increased investment behind its brands, continued to introduce new products geared towards changing consumer eating preferences, and invested capital to support growth, and enhance quality and productivity. These, coupled with a continued focus on customer service, cost improvement and a shift in product mix to higher margin offerings, have resulted in strong financial performance and improved competitive positioning. Management continues to monitor marketplace and competitive developments and believes that Weston Foods is well positioned to take advantage of any opportunities.

Loblaw has been undergoing a significant amount of change over the past two years including changes in senior leadership. Loblaw's three to five year turnaround plan based on Simplify, Innovate and Grow commenced in 2007 and Loblaw has made good progress. There were challenges, as would be expected, with an organizational change of such magnitude. Net earnings in 2007 were pressured by Loblaw's investment in lower retail prices and increased costs including significant expenses in restructuring and consulting.

(1) See Non-GAAP Financial Measures beginning on page 55.

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2006 was also a difficult year for Loblaw as it continued to experience the effects in 2006 of certain of its 2005 initiatives which included restructuring of the supply chain operations, supply chain systems conversions, the reorganization of its merchandising, procurement and operations groups and the move of personnel to the head office in Brampton, Ontario. Additional activities undertaken by Loblaw in 2006 included the negotiation of a new four-year collective agreement with members of certain Ontario locals of the UFCW, the liquidation of certain general merchandise inventory and the closure of certain underperforming stores. During the third quarter of 2006, a major tobacco supplier commenced shipping directly to certain customers of Loblaw's Cash & Carry and wholesale club network, adversely impacting sales in 2006 and 2007.

The following analysis details factors that have impacted the Company's consolidated sales and net earnings over the past two years.

### Sales

The Company's 2007 consolidated sales increased 2.0% to \$32.8 billion from \$32.2 billion in 2006. Sales growth for 2007 included a negative impact of approximately 1.4% from declining tobacco sales, and a positive impact of 0.2% from the consolidation of certain Loblaw independent franchisees as required by AcG 15. Sales excluding the impact of tobacco sales and VIEs<sup>(1)</sup> increased 3.2% over the prior year. The translation of United States dollar denominated sales in the Weston Foods operating segment reduced consolidated sales growth by approximately 0.5%.

Consolidated sales growth for 2007 was impacted by each reportable operating segment as follows:

- Negatively by 0.2% due to the sales decrease of 1.2% at Weston Foods, which included the negative impact of foreign currency translation of approximately 3.4%. Price increases across key product categories combined with changes in sales mix increased sales by 3.5% for 2007. Overall volume decreased 1.3% for 2007 and was negatively impacted by approximately 0.7% due to the combined effect of the exit from the United States frozen foodservice bagel business early in the third quarter of 2006 and the discontinuance of contract manufacturing of biscuits for certain customers during 2006. The remaining volume decline of 0.6% for the year was due to growth in certain higher margin categories being more than offset by declines in other categories.
- Positively by 2.3% due to the sales increase of 2.6% at Loblaw, which included a negative impact of approximately 1.7% from declining tobacco sales, and a positive impact of 0.3% from the consolidation of certain Loblaw independent franchisees as required by AcG 15. Same-store sales increased 2.4% and same-store sales excluding the impact of decreased tobacco sales grew by 3.4%. Loblaw experienced sales growth in all of its regions and concentrated on driving comparable sales growth in its existing asset base. Net retail square footage decreased 0.1 million square feet or 0.2% in 2007 from year end 2006. Corporate store sales per average square foot increased to \$591 in 2007 from \$585 in 2006.

The Company's 2006 consolidated sales increased 3.1% to \$32.2 billion from \$31.2 billion in 2005, including a negative impact of approximately 1.0% from declining tobacco sales and a negative impact of approximately 0.2% from the consolidation of certain Loblaw independent franchisees as required by AcG 15. The translation of United States dollar denominated sales in the Weston Foods operating segment reduced consolidated sales growth by approximately 0.7%.

Consolidated sales growth for 2006 was impacted by each reportable operating segment as follows:

- Negatively by 0.1% due to the sales decrease of 0.6% at Weston Foods, which included the negative impact of foreign currency translation of approximately 4.4%. Price increases across key product categories combined with changes in sales mix increased sales by 4.2% for 2006. Overall volume decreased 0.4% for 2006 and was negatively impacted by approximately 0.7% due to the combined effect of the exit from the United States frozen foodservice bagel business early in the third quarter of 2006 and the discontinuance of contract manufacturing of biscuits for certain customers during 2006.
- Positively by 3.2% due to the sales increase of 3.7% at Loblaw, which included a negative impact of approximately 1.2% from declining tobacco sales, and a negative impact of 0.1% from the consolidation of certain Loblaw independent franchisees as required by AcG 15. Same-store sales increased 0.8% and same-store sales excluding the impact of decreased tobacco sales grew by 2.0%. Sales increases were realized across all regions of the country and in all areas of food, general merchandise and drugstore. Net retail square footage increased 1.2 million square feet or 2.5% in 2006. Corporate store sales per average square foot increased to \$585 in 2006 from \$579 in 2005.

(1) See Non-GAAP Financial Measures beginning on page 55.

### **Operating Income**

The Company's 2007 consolidated operating income increased by \$557 million, or 103.7%, to \$1,094 million. The consolidated operating margin in 2007 was 3.3% compared to 1.7% in 2006. 2007 consolidated operating income included the following:

- a charge of \$227 million related to restructuring and other charges;
- a charge of \$109 million for the net effect of stock-based compensation and the associated equity derivatives. The amount of net stock-based compensation cost recorded in operating income is mainly dependent upon the number of unexercised, vested stock options and restricted share units relative to the number of underlying common shares on the equity derivatives and the level of and fluctuations in the market prices of the underlying common shares;
- income of \$19 million related to a commodity futures fair value adjustment at Weston Foods;
- a charge of \$15 million related to the inventory liquidation at Loblaw;
- income of \$11 million related to the consolidation of VIEs by Loblaw; and
- income of \$7 million from the curtailment of a post-retirement plan at Weston Foods.

After adjusting for the impact of the items described above, consolidated adjusted operating income<sup>(1)</sup> for 2007 declined 14.3% to \$1,408 million from \$1,643 million in 2006.

The Company's 2007 consolidated adjusted operating income<sup>(1)</sup> was impacted by each of its reportable operating segments as follows:

- Positively by 3.5% due to an increase of 17.5% in adjusted operating income<sup>(1)</sup> at Weston Foods, including the negative impact of foreign currency translation as a result of the appreciation of the Canadian dollar relative to the United States dollar. Weston Foods adjusted operating income<sup>(1)</sup> was positively impacted by price increases, the shift in sales mix to higher margin products, and the benefits realized from the continued focus on cost reduction activities.
- Negatively by 17.8% due to a decrease of 22.2% in adjusted operating income<sup>(1)</sup> at Loblaw. In 2007, Loblaw invested in pricing in specific markets; however, cost reduction lagged the pricing investments which resulted in lower earnings.

The Company's 2007 consolidated adjusted operating margin<sup>(1)</sup> declined to 4.5% from 5.4% in 2006, and consolidated adjusted EBITDA margin<sup>(1)</sup> declined to 6.6% from 7.7% in 2006. Consolidated adjusted operating margin<sup>(1)</sup> declined in 2007 primarily due to the lower adjusted operating margin<sup>(1)</sup> at Loblaw, partially offset by the higher adjusted operating margin<sup>(1)</sup> at Weston Foods.

The Company's 2006 consolidated operating income decreased by \$1,097 million, or 67.1%, to \$537 million. The consolidated operating margin in 2006 was 1.7% compared to 5.2% in 2005. 2006 consolidated operating income included the following:

- a charge of \$90 million related to restructuring and other charges;
- a charge of \$60 million for the net effect of stock-based compensation and the associated equity derivatives;
- a charge of \$68 million related to the inventory liquidation at Loblaw;
- income of \$8 million related to the consolidation of VIEs by Loblaw;
- a charge of \$800 million related to the non-cash Loblaw goodwill impairment charge;
- a charge of \$84 million related to the Ontario collective labour agreement at Loblaw; and
- a charge of \$12 million related to a departure entitlement charge at Loblaw.

After adjusting for the impact of the items described above, consolidated adjusted operating income<sup>(1)</sup> for 2006 was \$1,643 million compared to \$1,891 million in 2005, a decline of 13.1%.

The Company's 2006 consolidated adjusted operating income<sup>(1)</sup> was impacted by each of its reportable operating segments as follows:

- Positively by 1.4% due to an increase of 8.7% in adjusted operating income<sup>(1)</sup> at Weston Foods, including the negative impact of foreign currency translation as a result of the appreciation of the Canadian dollar relative to the United States dollar. In addition, Weston Foods adjusted operating income<sup>(1)</sup> was positively impacted by sales growth, including price increases in key product categories combined with changes in sales mix, and by the benefits realized from restructuring and other cost reduction activities.
- Negatively by 14.5% due to a decrease of 17.2% in adjusted operating income<sup>(1)</sup> at Loblaw. Adjusted operating income<sup>(1)</sup> in 2006 was adversely impacted by the effects of product supply issues, resulting from the implementation challenges arising from the 2005 conversions, and delays in program activities resulted in foregone sales and lost cost leverage on fixed components of operating and administrative expenses. In addition, the continued investment in lower food prices to drive sales growth had a negative impact on adjusted operating income<sup>(1)</sup>. Higher information technology investments in addition to store and distribution centre operational costs, principally labour and higher third-party storage costs, were also incurred. Fixed assets impairment charges were recorded, due in part to a decision to suspend plans for a number of sites scheduled for future development as well as higher general merchandise mark downs taken to clear inventory through normal channels.

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

The Company's 2006 consolidated adjusted operating margin<sup>(1)</sup> declined to 5.4% from 6.5% in 2005, and consolidated adjusted EBITDA margin<sup>(1)</sup> declined to 7.7% from 8.8% in 2005. Consolidated adjusted operating margin<sup>(1)</sup> declined in 2006 primarily due to the lower adjusted operating margin<sup>(1)</sup> at Loblaw, partially offset by the higher adjusted operating margin<sup>(1)</sup> at Weston Foods.

The adjustments included to arrive at consolidated adjusted operating income<sup>(1)</sup> in 2005 were charges related to restructuring, the net effect of stock-based compensation and the associated equity derivatives, supply chain disruptions, the resolution of certain sales tax issues and income associated with the commodities futures fair value adjustment.

### **Interest Expense and Other Financing Charges**

Interest expense and other financing charges consist primarily of interest on short and long term debt, interest and other financing charges on financial derivative instruments, net of interest earned on short term investments and interest capitalized to fixed assets.

In 2007, interest expense and other financing charges decreased \$88 million, or 34.8%, to \$165 million from \$253 million in 2006.

The change is mainly due to:

- Interest expense on long term debt decreased \$7 million, or 1.8%, to \$386 million from \$393 million in 2006 primarily as a result of lower average debt levels.
- Interest on financial derivative instruments, which includes the net effect of the Company's interest rate swaps, cross currency basis swaps and equity derivatives, resulted in a charge of \$21 million (2006 – \$15 million). The change in interest on financial derivative instruments was due mainly to an increase in United States short term interest rates and the cumulative loss transferred from other comprehensive loss and subsequent change in fair market value of the interest rate swaps previously designated as a cash flow hedge of the variable interest rate exposure on commercial paper.
- Non-cash income of \$141 million (2006 – \$73 million) was recorded in other financing charges representing the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares. See notes 6 and 24 to the consolidated financial statements for additional information.
- Net short term interest income increased to \$53 million (2006 – \$38 million) primarily due to higher interest income on United States dollar denominated cash, cash equivalents and short term investments and lower average short term debt levels partially offset by an increase in Canadian short term interest rates.
- Interest expense capitalized to fixed assets increased to \$22 million (2006 – \$21 million). Loblaw capitalizes interest incurred on debt related to real estate properties under development.

The 2007 weighted average fixed interest rate on long term debt (excluding capital lease obligations and the Exchangeable Debentures) was 6.6% (2006 – 6.6%) and the weighted average term to maturity was 16 years (2006 – 16 years).

In 2006, interest expense and other financing charges increased \$66 million, or 35.3%, to \$253 million from \$187 million in 2005.

The change is mainly due to:

- Interest expense on long term debt decreased \$11 million, or 2.7%, to \$393 million from \$404 million in 2005 primarily as a result of lower average debt levels.
- Interest on financial derivative instruments, which includes the net effect of the Company's interest rate swaps, cross currency basis swaps and equity derivatives, resulted in a charge of \$15 million (2005 – income of \$1 million). The change in interest on financial derivative instruments was due mainly to an increase in Canadian short term interest rates.
- Non-cash income of \$73 million (2005 – \$150 million) was recorded in other financing charges representing the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares. See notes 6 and 24 to the consolidated financial statements for additional information.
- Net short term interest income increased to \$38 million (2005 – \$25 million) primarily due to higher interest rates on United States dollar denominated cash, cash equivalents and short term investments partially offset by higher average short term debt and increased Canadian short term interest rates.
- Interest expense capitalized to fixed assets remained unchanged at \$21 million as compared to 2005.

The 2006 weighted average fixed interest rate on long term debt (excluding capital lease obligations and the Exchangeable Debentures) was 6.6% (2005 – 6.6%) and the weighted average term to maturity was 16 years (2005 – 16 years).

(1) See Non-GAAP Financial Measures beginning on page 55.



### **Income Taxes**

The Company's 2007 effective income tax rate decreased to 25.4% from 90.1% in 2006. In 2006, a non-deductible Loblaw goodwill impairment charge was recorded. The effective income tax rate in 2006 before the impact of the non-deductible goodwill impairment charge as presented in note 8 to the consolidated financial statements was 23.6%. The 2007 effective income tax rate was impacted by the following factors:

- the change in the proportion of taxable income earned across different tax jurisdictions and the income tax impact of the non-taxable amounts; and
- a \$24 million net reduction to the future income tax expense recognized as a result of changes in the Canadian federal and certain provincial statutory income tax rates, the cumulative effect of which was included in the consolidated financial statements at the time of substantive enactment.

The Company's 2006 effective income tax rate increased to 90.1% from 30.6% in 2005. The increase was mainly the result of the non-deductible Loblaw goodwill impairment charge, which increased the 2006 effective income tax rate by 66.5%. The effective income tax rate before the impact of the non-deductible Loblaw goodwill impairment charge as presented in note 8 to the consolidated financial statements decreased to 23.6% in 2006 from 30.6% in 2005 as a result of the following factors:

- changes in the Canadian federal and certain provincial statutory income tax rates;
- a change in the proportion of taxable income earned across different tax jurisdictions; and
- a \$24 million reduction to future income tax expense recognized as a result of changes in the Canadian federal and certain provincial statutory income tax rates, the cumulative effect of which was included in the consolidated financial statements at the time of substantive enactment.

### **Net Earnings from Continuing Operations**

Net earnings from continuing operations for 2007 increased \$453 million, or 411.8%, to \$563 million from \$110 million in 2006. Basic net earnings per common share from continuing operations for 2007 increased \$3.49, or 811.6%, to \$3.92 from \$0.43 in 2006. The 2007 basic net earnings per common share from continuing operations of \$3.92 included the impact of the following factors:

- a \$0.72 per common share charge related to restructuring and other charges;
- a \$0.63 per common share charge for the net effect of stock-based compensation and the associated equity derivatives;
- \$0.10 per common share income related to the commodity futures fair value adjustment at Weston Foods;
- a \$0.04 per common share charge related to the inventory liquidation at Loblaw;
- a \$0.04 per common share charge related to the consolidation of VIEs by Loblaw;
- \$0.03 per common share income related to the curtailment of a post-retirement plan at Weston Foods;
- \$0.81 per common share non-cash income related to the accounting for Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares; and
- \$0.15 per common share income related to the adjustment to future income tax balances resulting from changes in Canadian federal and certain provincial statutory income tax rates.

After adjusting for the above noted items, Weston's 2007 adjusted basic net earnings per common share from continuing operations<sup>(1)</sup> was \$4.26. This represents a 14.5% decrease compared to 2006 adjusted basic net earnings per common share from continuing operations<sup>(1)</sup> of \$4.98, which was adjusted as outlined below.

Net earnings from continuing operations for 2006 decreased \$606 million, or 84.6%, to \$110 million from \$716 million in 2005. Basic net earnings per common share from continuing operations for 2006 decreased \$4.82, or 91.8%, to \$0.43 from \$5.25 in 2005. The 2006 basic net earnings per common share from continuing operations of \$0.43 included the impact of the following factors:

- a \$0.36 per common share charge related to restructuring and other charges;
- a \$0.38 per common share charge for the net effect of stock-based compensation and the associated equity derivatives;
- a \$0.21 per common share charge related to the inventory liquidation at Loblaw;
- a \$3.84 per common share charge related to the non-cash Loblaw goodwill impairment;
- a \$0.26 per common share charge related to the Ontario collective labour agreement at Loblaw;
- a \$0.04 per common share charge related to a departure entitlement charge at Loblaw;
- \$0.40 per common share non-cash income related to the accounting for Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares; and
- \$0.14 per common share income related to the adjustment to future income tax balances resulting from changes in the Canadian federal and certain provincial statutory income tax rates.

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

After adjusting for the above noted items, Weston's 2006 adjusted basic net earnings per common share from continuing operations<sup>(1)</sup> decreased 11.4% to \$4.98 when compared to \$5.62 in 2005. The adjustments to basic earnings per common share from continuing operations in 2005 were items related to restructuring, the commodities futures fair value adjustment, supply chain disruptions, the resolution of certain sales tax issues, the net effect of stock-based compensation and the associated equity derivatives, changes in statutory income tax rates, and VIE consolidation, as well as income related to the accounting for Weston's 2001 forward sale agreement for 9.6 million Loblaw shares.

### Discontinued Operations

In 2007, the Company had no gain or loss from discontinued operations. The gain from discontinued operations in 2006 was \$11 million. The 2006 gain from discontinued operations was primarily related to the final adjustments to the proceeds in 2006 associated with the previously completed 2005 sale of the remaining discontinued Fisheries operations.

For additional information, see note 10 to the consolidated financial statements.

### Net Earnings

Net earnings of \$563 million in 2007 increased from \$121 million in 2006. Net earnings in 2006 decreased to \$121 million from \$698 million in 2005. Net earnings from continuing operations of \$563 million increased from \$110 million in 2006. Net earnings from continuing operations decreased to \$110 million from \$716 million in 2005. Changes in the Company's net earnings and net earnings from continuing operations over the past two years were impacted by the factors described above.

The new accounting standards implemented in 2007 and the resulting impact on the financial position and results of operations are outlined in the Accounting Standards Implemented in 2007 section of this MD&A. The accounting standards implemented in 2006 did not have a material impact on the financial position and results of operations of the Company.

Changes in minority interest did not have a significant impact on growth rates of the Company's net earnings over the past two years as Weston's ownership of Loblaw has not changed over this period.

## 6.2 CONSOLIDATED FINANCIAL CONDITION

(\$ millions except where otherwise indicated)

	2007	2006	2005
Total assets	\$ 18,388	\$ 18,595	\$ 18,593
Total long term debt (excluding amount due within one year)	\$ 5,494	\$ 5,918	\$ 5,913
Dividends declared per share (\$) – Common share	\$ 1.44	\$ 1.44	\$ 1.44
– Preferred share:			
Series I	\$ 1.45	\$ 1.45	\$ 1.45
Series II	\$ 1.29	\$ 1.29	\$ 1.29
Series III	\$ 1.30	\$ 1.30	\$ 0.92
Series IV	\$ 1.30	\$ 1.30	\$ 0.54
Series V	\$ 1.19	\$ 0.83	

The Company's total assets in 2007 were less than in 2006 and 2005. The decrease in 2007 was primarily due to a significant strengthening of the Canadian dollar relative to the United States dollar, causing a decline in the translated balances of United States dollar denominated assets. The Company's total assets were higher in 2007 than in 2006 on a foreign currency adjusted basis. Accounts receivable also increased in 2007 and 2006. A substantial portion of credit card receivables of *President's Choice Bank* ("PC Bank"), a wholly owned subsidiary of Loblaw, is sold to independent trusts and the unsecured balance net of the allowance for credit losses increased by \$301 million over 2005. After growing in 2006 as a result of capital expenditures in excess of depreciation, fixed assets declined in 2007 as a result of reduced capital expenditures and increased sales of fixed assets. Other assets increased in 2007 and 2006 due to an increase in the fair value of Weston's 2001 forward sale agreement for 9.6 million Loblaw shares, driven by the decline in the Loblaw share price. In addition, the strengthening of the Canadian dollar against the United States dollar increased Loblaw's unrealized cross currency basis swaps receivable in 2007. In 2006, goodwill decreased as a result of the non-cash Loblaw goodwill impairment charge.

(1) See Non-GAAP Financial Measures beginning on page 55.

Cash flows from operating activities have covered a large portion of the funding requirements for the Company over the past two years.

Over the past two years, the Company's funding requirements resulted primarily from:

- the capital investment program;
- dividends paid on common and preferred shares;
- credit card receivables, after securitization; and
- repayment of long term debt.

In 2007, as a result of the strengthening of the Canadian dollar relative to the United States dollar, the change in the cumulative foreign currency translation adjustment negatively impacted shareholders' equity by \$508 million. In 2006, as a result of the slight decline of the Canadian dollar relative to the United States dollar, the change in the cumulative foreign currency translation adjustment positively impacted shareholders' equity by \$15 million.

### **Financial Ratios**

The Company's 2007 return on average total assets<sup>(1)</sup> of 6.7% was higher than the 2006 return of 3.2%. The Company's 2006 return on average total assets<sup>(1)</sup> of 3.2% was lower than the 2005 return of 10.0%. The return in 2006 was negatively impacted by the non-cash Loblaw goodwill impairment charge recorded in operating income as outlined above.

The Company's 2007 return on average common shareholders' equity of 12.7% was higher than the 2006 return of 1.3%. The increase in 2007 was largely the result of higher operating income mainly due to the 2006 non-cash Loblaw goodwill impairment charge and lower interest expense and other financing charges in 2007, including the \$141 million non-cash income (2006 – \$73 million) related to the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares. The five year average annual return on common shareholders' equity was 13.1%.

The Company's 2006 return on average common shareholders' equity of 1.3% decreased compared to the 2005 return of 16.7%, primarily due to the non-cash Loblaw goodwill impairment charge, incremental costs and charges recorded in operating income as outlined previously and higher interest expense and other financing charges due to the decline in non-cash income to \$73 million in 2006 (2005 – \$150 million) related to the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares.

The Company's 2007 net debt (excluding Exchangeable Debentures)<sup>(1)</sup> to equity ratio remained unchanged from 2006 at 0.96:1. The decrease in commercial paper and increase in cash and cash equivalents were offset by decreases in shareholders' equity resulting from the translation of the Company's U.S. net investment due to the appreciation of the Canadian dollar relative to the United States dollar in 2007, partially offset by higher retained earnings.

The Company's 2006 net debt (excluding Exchangeable Debentures)<sup>(1)</sup> to equity ratio was 0.96:1 compared to the 2005 ratio of 1.02:1. The change in this ratio from 2005 was the result of the following factors:

- the issuance of preferred shares by Weston; and
- an increase in United States dollar denominated cash, cash equivalents and short term investments;

partially offset by:

- lower net earnings primarily due to:
  - lower Loblaw earnings due to the non-cash Loblaw goodwill impairment charge and incremental costs and charges recorded in operating income as outlined previously; and
  - higher interest expense and other financing charges due to the decline in non-cash income to \$73 million in 2006 (2005 – \$150 million) related to the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares.

The 2007 interest coverage ratio increased to 5.9 times compared to 2.0 times in 2006 due to an increase in operating income and lower interest expense and other financing charges, including the non-cash income of \$141 million (2006 – \$73 million) recorded in 2007 related to the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares which positively impacted the interest coverage ratio by approximately 2.6 times.

(1) See Non-GAAP Financial Measures beginning on page 55.

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The 2006 interest coverage ratio declined to 2.0 times compared to 7.9 times in 2005 due to the non-cash Loblaw goodwill impairment charge, incremental costs and charges as outlined above and higher interest expense and other financing charges, including the non-cash income of \$73 million (2005 – \$150 million) recorded in 2006 related to the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares. The Loblaw goodwill impairment charge, which is a significant non-cash item in operating income, combined with the non-cash income of \$73 million related to the fair value adjustment of Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares, adversely impacted the interest coverage ratio by approximately 1.9 times.

### Dividends

The declaration and payment of dividends and the amount thereof are at the discretion of the Board, which takes into account the Company's financial results, capital requirements, available cash flow and other factors the Board considers relevant from time to time. Over the long term, the Company's objective is for its common dividend payment ratio to be in the range of 20% to 25% of the prior year's adjusted basic net earnings per common share from continuing operations<sup>(1)</sup>. Currently, there is no restriction that would prevent the Company from paying common dividends at historical levels. During 2007, the Board declared quarterly dividends as follows:

(\$)	2007 Quarterly Dividends Declared per Share
Common shares	\$ 0.36
Preferred shares – Series I	\$ 0.36
– Series II	\$ 0.32
– Series III	\$ 0.32
– Series IV	\$ 0.32
– Series V	\$ 0.30

The 2007 annualized dividend per common share of \$1.44 was equal to 28.9% of the 2006 adjusted basic net earnings per common share from continuing operations<sup>(1)</sup>. Subsequent to year end, the Board declared a quarterly dividend of \$0.36 per common share, payable April 1, 2008.

### Outstanding Share Capital

The Company's outstanding share capital is comprised of common shares and preferred shares. The following table details the authorized and outstanding common shares and preferred shares.

Share Capital	Authorized	Outstanding
Common shares	Unlimited	129,074,526
Preferred shares – Series I	Unlimited	9,400,000
– Series II	Unlimited	10,600,000
– Series III	Unlimited	8,000,000
– Series IV	Unlimited	8,000,000
– Series V	Unlimited	8,000,000

For preferred shares Series I, Series II, Series III, Series IV and Series V holders, Weston may, at its option redeem for cash, in whole or in part, these outstanding preferred shares on or after the redemption dates specified by the terms of each series of preferred shares. Weston may at any time after issuance give the holders of these preferred shares the right, at the option of the holder, to convert their preferred shares into preferred shares of a further series designated by Weston on a share-for-share basis on a date specified by Weston. In addition, Series II preferred shares are convertible on or after July 1, 2009, at the option of the holder, into a number of Weston common shares determined by dividing \$25.00 by the greater of \$2.00 and 95% of the then current market price of Weston common shares. Further information on the Company's outstanding share capital is provided in note 21 to the consolidated financial statements.

At year end, a total of 2,299,914 stock options and share appreciation rights were outstanding and represented 1.8% of Weston's issued and outstanding common shares, which was within Weston's guideline of 5%. Further information on Weston's stock-based compensation is provided in note 23 to the consolidated financial statements.

(1) See Non-GAAP Financial Measures beginning on page 55.

## 7. RESULTS OF REPORTABLE OPERATING SEGMENTS

The following discussion provides details of the 2007 results of operations of each of the Company's reportable operating segments.

### 7.1 WESTON FOODS OPERATING RESULTS

(\$ millions except where otherwise indicated)	2007	2006	Change
Sales	\$ 4,296	\$ 4,350	(1.2)%
Operating income	\$ 366	\$ 256	43.0%
Operating margin	8.5%	5.9%	
Adjusted operating income <sup>(1)</sup>	\$ 382	\$ 325	17.5%
Adjusted operating margin <sup>(1)</sup>	8.9%	7.5%	
Adjusted EBITDA <sup>(1)</sup>	\$ 498	\$ 440	13.2%
Adjusted EBITDA margin <sup>(1)</sup>	11.6%	10.1%	
Return on average total assets <sup>(1)</sup>	9.9%	6.6%	

(1) See Non-GAAP Financial Measures beginning on page 55.

#### Adjusted Operating Income and EBITDA<sup>(1)</sup>

(\$ millions)	2007	2006
Operating income	\$ 366	\$ 256
Add impact of the following:		
Restructuring and other charges	5	46
Net effect of stock-based compensation and the associated equity derivatives	37	23
Commodity futures fair value adjustment	(19)	
Curtailement of post-retirement plan	(7)	
Adjusted operating income <sup>(1)</sup>	382	325
Add impact of the following:		
Depreciation and amortization	116	115
Adjusted EBITDA <sup>(1)</sup>	\$ 498	\$ 440

(1) See Non-GAAP Financial Measures beginning on page 55.

Approximately 86% of Weston Foods 2007 sales were generated by the North American baking divisions, with the remaining sales in the Canadian dairy division.

Sales and operating income in 2007 were impacted by the following trends:

- The shift in consumer eating preferences toward healthier and more nutritious offerings, as well as toward products that are more convenient, portion controlled and that can be consumed away from home, continued in 2007. Weston Foods has responded to these trends with innovative and expanded products across its product portfolio resulting in new sales growth as well as improved operating margins. These trends are expected to continue into 2008 and Weston Foods is well positioned to participate in this growth with its strong portfolio of on-trend offerings under its *Thomas'*, *Arnold*, *Wonder*, *Country Harvest* and *Neilson* brands, as well as continued support of the licensed brand, *Weight Watchers*®.
- The continuing shift in consumer food shopping patterns toward alternate format retail channels rather than traditional, conventional supermarket formats resulted in sales growth with alternate format retailers, specifically mass merchandisers. Weston Foods continues to focus on ensuring its products are well aligned to serve all its customers' needs.
- Price increases in key product categories combined with a shift in sales mix to higher margin products had a positive impact on both sales and operating income. Continued efforts to focus on identifying and supporting key core brands and higher margin offerings contributed to the positive change in mix.

## Management's Discussion and Analysis

- Inflationary cost pressures related to certain ingredients continued and accelerated in 2007.
- The continued focus on productivity and cost reduction contributed to the growth in operating income.
- The negative impact of translating United States dollar denominated sales and operating income resulted in negative sales growth and constrained operating income growth.

A detailed discussion on how these trends and other factors impacted sales and operating income in 2007 is set out below.

### Sales

Weston Foods sales for 2007 of \$4.3 billion decreased 1.2% compared to 2006. Foreign currency translation negatively impacted reported sales growth by approximately 3.4%. Price increases across key product categories combined with changes in sales mix increased sales by 3.5% for 2007. Overall volume decreased 1.3% for 2007 and was negatively impacted by approximately 0.7% due to the combined effect of the exit from the United States frozen foodservice bagel business early in the third quarter of 2006 and the discontinuance of contract manufacturing of biscuits for certain customers during 2006. The remaining volume decline of 0.6% for the year was due to growth in certain higher margin categories being more than offset by declines in other categories.

The following sales analysis excludes the impact of foreign currency translation.

Fresh bakery sales, principally bread, rolls, English muffins and bagels, increased approximately 4.5% in 2007 compared to 2006 and represented approximately 51% of total Weston Foods sales in both 2007 and 2006. Sales growth was driven by price increases in key product categories combined with changes in sales mix. Branded volume increases in the *Arnold* and *Thomas'* brands in the United States and the *D'Italiano* brand in Canada were more than offset by volume declines in other categories particularly in food service and private label products. Sales growth in whole grain and whole wheat products exceeded the sales growth of white flour based products. The introduction of new and expanded product offerings contributed positively to branded sales growth in 2007, including:

- *Thomas'* Mini Squares Bagelbread, which combines traditional bagel flavour with the softness of bread in a portion-controlled serving size;
- *Thomas'* 100 Calorie English Muffin; and
- the *Wonder +* line expansion into new categories, all of which offer the same *Wonder* taste with the goodness of whole wheat.

Fresh-baked sweet goods sales, primarily sold under the *Entenmann's* brand, decreased approximately 0.8% in 2007 compared to 2006 and represented approximately 13% of total Weston Foods sales, down from approximately 14% in 2006. The sales decline for this category in 2007 was due to lower volumes driven by softness in full size categories that was partially offset by growth in the hand-held category and the introduction of new and expanded products, such as the *Entenmann's* 100 Calorie *Little Bites*.

Frozen bakery sales, principally bread, rolls, bagels, English muffins and sweet goods, increased approximately 3.8% in 2007 compared to 2006 and represented approximately 15% of total Weston Foods sales, up from approximately 14% in 2006. Sales growth for this category in 2007 was due to price increases combined with changes in sales mix. Volumes for the year were flat, as volume gains were offset by the decline in volumes caused by the exit from the United States frozen foodservice bagel business early in the third quarter of 2006.

Dairy and bottled beverage sales increased approximately 3.6% in 2007 compared to 2006 and represented approximately 14% of total Weston Foods sales, up from approximately 13% in 2006. Sales growth for this category in 2007 was driven mainly by pricing, volume gains and the improvement in sales mix as growth continued to be experienced in a number of key categories, particularly value-added and flavoured milk products. Strong growth in aseptically bottled products was achieved in 2007 with the expansion of products offered under *The Ultimate* line by *Neilson*.

Biscuit sales, principally wafers, ice-cream cones, cookies and crackers, decreased approximately 11.0% in 2007 compared to 2006 and represented approximately 7% of total Weston Foods sales, down from approximately 8% in 2006. The sales decline for this category in 2007 was due to lower sales volume in certain categories and the discontinuance of contract manufacturing of biscuits for certain customers during 2006. This discontinuance was a result of the previously approved plan to restructure the Weston Foods United States biscuit operations.

## Operating Income

Weston Foods operating income increased \$110 million, or 43.0%, to \$366 million from \$256 million in 2006 and was impacted by lower restructuring and other charges, higher net stock-based compensation and non-cash income items.

In 2007, Weston Foods recognized the following in operating income:

- a charge of \$37 million (2006 – \$23 million) for the net effect of stock-based compensation and the associated equity derivatives;
- income of \$19 million (2006 – nil) related to the commodity futures fair value adjustment;
- a charge of \$5 million (2006 – \$46 million) related to restructuring and other charges; and
- income of \$7 million (2006 – nil) related to the curtailment of a post-retirement plan.

Weston Foods is exposed to price fluctuations primarily as a result of anticipated purchases of certain raw materials, fuels and utilities. In accordance with the Company's risk management strategy, Weston Foods enters into commodity futures to reduce the impact of price fluctuations in a specified percentage of forecasted raw material purchases over a specified period of time. These commodity futures are not acquired for trading or speculative purposes. These futures are not designated as cash flow hedges of anticipated future raw material purchases, therefore hedge accounting does not apply. Accordingly, the changes in fair value of these futures are recorded in operating income. During 2007, Weston Foods recorded in operating income a non-cash gain of \$19 million (2006 – nil) related to the fair value adjustment of exchange traded futures that were not designated within a hedging relationship. Regardless of designation for accounting, these futures had the economic impact of largely mitigating the associated risks arising from price fluctuations in the underlying commodities.

During 2007, the amendment of a post-retirement benefit plan resulted in a significant reduction in the number of future years of service, thereby triggering a curtailment. Accordingly, a \$7 million pro rata portion of the unamortized past service gain from a previous plan amendment was recognized as a curtailment gain in 2007. A detailed discussion of the impact of restructuring and other charges is set forth in the Restructuring and Other Charges section below.

After adjusting for the above-noted items, adjusted operating income<sup>(1)</sup> for 2007 was \$382 million, an increase of 17.5% from \$325 million in 2006. Adjusted operating margin<sup>(1)</sup> and adjusted EBITDA margin<sup>(1)</sup> for 2007 were 8.9% and 11.6%, respectively (2006 – 7.5% and 10.1%). In addition, foreign currency translation negatively impacted 2007 adjusted operating income<sup>(1)</sup> growth by approximately 4.3 percentage points.

Weston Foods 2007 adjusted operating income<sup>(1)</sup> was positively impacted by sales growth, primarily due to price increases combined with changes in sales mix, and the benefits realized from the continued focus on cost reduction initiatives, including restructuring activities and reduced product returns. Pricing and other actions mitigated the impact of inflationary cost pressures related to certain ingredients, primarily flour, oils and sugar. For the year, lower plant and distribution costs were partially offset by an increased investment in marketing initiatives. Gross margin and adjusted operating margin<sup>(1)</sup> both improved as a result of the factors described above.

During 2007, a reduction in insurance reserves, relating primarily to workers' compensation benefits in the United States, resulted in a benefit of \$8 million and was recorded in operating income. This benefit was largely a result of favourable experience in workers' compensation claims and an increased focus on workplace safety programs.

Profitability in the United States fresh-baked sweet goods category declined in 2007 and remained a challenge as a result of changing consumer eating and shopping preferences and a high fixed cost manufacturing and distribution structure. Weston Foods is addressing these challenges with the previously announced downsizing of its fresh-baked goods facility in Bay Shore, New York, which is expected to be complete by the third quarter of 2008.

Weston Foods continues to evaluate strategic and cost reduction initiatives related to its manufacturing assets, distribution networks and administrative infrastructure with the objective of ensuring a low cost operating structure. Certain of these initiatives are in progress, are nearing completion or have been completed. Individual actions will be initiated as plans are finalized and approved. A further discussion of these activities is included in the Restructuring and Other Charges section below.

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

### Restructuring and Other Charges

The following table summarizes the restructuring and other charges by plan for 2007 and 2006:

(\$ millions)	Employee Termination Benefits and Site Closing and Other Exit Costs	Fixed Asset Impairment and Accelerated Depreciation	(Gain) Loss on Sale of Fixed Assets	Total
Costs recognized in 2007:				
Manufacturing asset restructuring:				
Biscuit operations	\$ 2		\$ (6)	\$ (4)
Ice-cream cone operations			(9)	(9)
Fresh bakery operations	1	\$ 6		7
Frozen bagel operations			1	1
	3	6	(14)	(5)
Distribution network restructuring	7			7
Administrative restructuring and consolidation of offices	3			3
<b>Total costs recognized in 2007</b>	<b>\$ 13</b>	<b>\$ 6</b>	<b>\$ (14)</b>	<b>\$ 5</b>
Costs recognized in 2006:				
Manufacturing asset restructuring:				
Biscuit operations	\$ 10	\$ 6		\$ 16
Sweet goods operations	5	4		9
Frozen bagel operations	2	5		7
Ice-cream cone operations	2	3		5
Fresh bakery operations	1	1		2
	20	19		39
Distribution network restructuring	6			6
Completion of other prior year plans			\$ 1	1
<b>Total costs recognized in 2006</b>	<b>\$ 26</b>	<b>\$ 19</b>	<b>\$ 1</b>	<b>\$ 46</b>

### Manufacturing Asset Restructuring

During 2007, Weston Foods approved the following manufacturing asset restructuring activities:

- Weston Foods approved and completed a plan to transfer two manufacturing lines for certain private label English muffins in the United States to third-party producers or other Weston Foods manufacturing lines already in place. As a result of this decision, Weston Foods recognized \$2 million of accelerated depreciation during 2007.
- Weston Foods approved and completed a plan to exit certain bread and roll manufacturing lines in the Southeastern United States. All production associated with these lines will be transferred to third-party producers or other Weston Foods manufacturing facilities. As a result of this decision, Weston Foods recognized \$4 million of accelerated depreciation and \$1 million of employee termination benefits and other exit related costs during 2007.

During 2006, Weston Foods approved a plan to close a frozen bagel plant in Nebraska, which was completed in that year. As a result of this restructuring, Weston Foods recognized total accelerated depreciation of \$5 million and \$2 million of employee termination benefits and other exit related costs during 2006. During 2007, Weston Foods completed the sale of this facility for proceeds of \$1 million and recognized a loss on sale of fixed assets of \$1 million.

During 2006, Weston Foods approved a plan to close an ice-cream cone baking facility in Los Angeles, California and transfer the production to other existing Weston Foods facilities. This restructuring was completed in the first quarter of 2007. As a result of this restructuring, Weston Foods recognized total accelerated depreciation of \$3 million and \$2 million of employee termination benefits and other exit related costs during 2006. During 2007, Weston Foods completed the sale of this facility for proceeds of \$11 million and recognized a gain on sale of fixed assets of \$9 million.



During 2005, Weston Foods approved a plan to restructure its United States biscuit operations. This plan included the closure of two biscuit facilities located in Elizabeth, New Jersey and Richmond, Virginia by the end of 2006, with the majority of the production relocated to a new facility in Virginia and an existing Weston Foods facility already operating in South Dakota. The sales of these two facilities were completed in 2005. All manufacturing activities ceased in the Elizabeth, New Jersey and Richmond, Virginia facilities by the end of 2006. During 2007, Weston Foods vacated the Elizabeth, New Jersey facility in accordance with the terms and conditions of the sale lease-back arrangement and accordingly, recognized the previously deferred gain on the sale of fixed assets of \$6 million. In addition, during 2007, Weston Foods recognized nil (2006 – \$6 million) of accelerated depreciation and \$2 million (2006 – \$10 million) of employee termination benefits and other exit related costs. By the end of 2007, total charges of \$21 million of accelerated depreciation and \$40 million of employee termination benefits and other exit related costs had been recognized on a cumulative basis related to this restructuring plan, which is now complete.

Additional activities during 2006 included:

- During 2006, Weston Foods approved a restructuring plan to downsize its fresh-baked sweet goods facility in Bay Shore, New York. The plan involves the transfer of full-size dessert cake and cookie production to other existing Weston Foods facilities. Once the downsizing is complete, the Bay Shore location will be a more focused facility producing primarily danish and pie products. This restructuring is expected to be completed by the third quarter of 2008. As a result of this restructuring, Weston Foods recognized a total fixed asset impairment charge of \$4 million and a total charge of \$5 million for employee termination benefits and other exit related costs during 2006.
- During 2006, Weston Foods approved and completed a plan to close a fresh bakery manufacturing facility in Quebec. During 2006, Weston Foods recognized \$1 million of accelerated depreciation and \$1 million of employee termination benefits and other exit related costs.

#### ***Distribution Network Restructuring***

During 2007, Weston Foods approved the following distribution network restructuring activities:

- Weston Foods approved plans to restructure its Ontario frozen bakery distribution operations, to further restructure its Quebec fresh bakery distribution operations and to restructure the dairy distribution network. These plans involve the closure and/or consolidation of certain warehouses, outsourcing certain warehousing and distribution functions to third-party warehousing service providers and certain route restructurings. As a result of these restructuring plans, Weston Foods recognized \$3 million of employee termination benefits and other exit related costs during 2007 and expects to record an additional \$1 million related to other exit costs in 2008 when these plans are expected to be substantially completed.
- Weston Foods also approved a restructuring plan to exit and transfer certain distribution and transportation activities in the mid-Western United States to third-party logistic providers which is expected to be completed by the end of the second quarter of 2008. As a result of this plan, Weston Foods recognized \$2 million of employee termination benefits during 2007.

During 2006, Weston Foods approved a plan to restructure a portion of its distribution network in Quebec. During 2007, Weston Foods recognized \$2 million (2006 – \$6 million) of employee termination benefits and other exit related costs pursuant to this plan which is expected to be substantially completed in 2008.

#### ***Administrative Restructuring and Consolidation of Offices***

During 2007, Weston Foods approved plans to consolidate, relocate and restructure certain sales and administrative functions in the United States. These plans will be completed by the second quarter of 2008. As a result of this decision, Weston Foods recognized \$3 million of employee termination benefits and other exit related costs during 2007 and no additional restructuring and other charges are anticipated.

#### ***Completion of Other Prior Year Plans***

During 2006, Weston Foods recognized a loss on the sale of fixed assets of \$1 million related to a restructuring plan approved prior to 2006.

Further information on Weston Foods restructuring and other charges is provided in note 4 to the consolidated financial statements.

In 2008, Weston Foods anticipates challenging market conditions as unprecedented increases for ingredient and other input costs are expected. Weston Foods plans to offset these higher input costs by ongoing cost reduction initiatives and pricing as necessary.

This outlook should be read in conjunction with the Forward-Looking Statements section of the MD&A on page 5.

## Management's Discussion and Analysis

### 7.2 LOBLAW OPERATING RESULTS

(\$ millions except where otherwise indicated)	2007	2006	Change
Sales	\$ 29,384	\$ 28,640	2.6%
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 27,915	\$ 26,834	4.0%
Operating income	\$ 728	\$ 281	159.1%
Operating margin	2.5%	1.0%	
Adjusted operating income <sup>(1)</sup>	\$ 1,026	\$ 1,318	(22.2)%
Adjusted operating margin <sup>(1)</sup>	3.7%	4.9%	
Adjusted EBITDA <sup>(1)</sup>	\$ 1,581	\$ 1,884	(16.1)%
Adjusted EBITDA margin <sup>(1)</sup>	5.7%	7.0%	
Return on average total assets <sup>(1)</sup>	5.7%	2.2%	

(1) See Non-GAAP Financial Measures beginning on page 55.

### Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs<sup>(1)</sup>

(\$ millions except where otherwise indicated)	2007	2006
Total sales	\$ 29,384	\$ 28,640
Less: Sales attributable to tobacco sales	1,013	1,423
Sales attributable to the consolidation of VIEs <sup>(1)</sup>	456	383
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 27,915	\$ 26,834
Total sales growth	2.6%	3.7%
Less: Impact on sales growth attributable to tobacco sales	(1.7)%	(1.2)%
Impact on sales growth attributable to the consolidation of VIEs	0.3%	(0.1)%
Sales growth excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	4.0%	5.0%
Same-store sales growth	2.4%	0.8%
Same-store sales growth excluding the impact of decreased tobacco sales <sup>(1)</sup>	3.4%	2.0%

(1) See Non-GAAP Financial Measures beginning on page 55.

### Adjusted Operating Income and EBITDA<sup>(1)</sup>

(\$ millions)	2007	2006
Operating income	\$ 728	\$ 281
Add (deduct) impact of the following:		
Restructuring and other charges	222	44
Net effect of stock-based compensation and the associated equity forwards	72	37
Inventory liquidation	15	68
VIEs	(11)	(8)
Goodwill impairment charge		800
Ontario collective labour agreement		84
Departure entitlement charge		12
Adjusted operating income <sup>(1)</sup>	1,026	1,318
Add (deduct) impact of the following:		
Depreciation and amortization	588	590
VIE depreciation and amortization	(33)	(24)
Adjusted EBITDA <sup>(1)</sup>	\$ 1,581	\$ 1,884

(1) See Non-GAAP Financial Measures beginning on page 55.

## Sales

Full year sales for 2007 increased \$744 million, or 2.6%, to \$29.4 billion compared to \$28.6 billion in 2006. Total sales excluding the impact of tobacco sales and VIEs<sup>(1)</sup> increased by \$1.1 billion or 4.0% over 2006. The following factors further explain the major components in the change in sales over the prior year:

- same-store sales growth excluding the impact of decreased tobacco sales<sup>(1)</sup> increased 3.4% (2006 – 2.0%). In the third quarter of 2006, a major tobacco supplier commenced shipping directly to certain customers of Loblaw's Cash & Carry and wholesale club network, adversely impacting sales. This loss of sales affects comparisons to 2006 for the first three quarters of 2007;
- same-store sales growth by format in 2007 for Superstore, Hard Discount and Great Food were 3.8%, 4.6% and 0.4%, respectively, compared to 2006. The pricing investments in 2007 were targeted primarily within the Superstore and Hard Discount formats;
- national food price inflation as measured by "The Consumer Price Index for Food Purchased from Stores" ("CPI") in 2007 was 2.7% (2006 – 2.3%). Loblaw's analysis indicates that its internal retail food price inflation for 2007 was approximately 1.3% compared to 2006;
- positive volume growth based on retail units sold in 2007 of 1.9% (2006 – 1.6%); and
- 34 (2006 – 37) new corporate and franchised stores were opened and 79 (2006 – 33) stores were closed, including 46 stores that were closed as part of a previously announced store operations restructuring plan, and stores which underwent conversions and major expansions. Net retail square footage decreased 0.1 million square feet (2006 – increased 1.2 million square feet), or (0.2)%, in 2007 from year end 2006.

Sales of control label products for 2007 amounted to \$6.6 billion compared to \$6.2 billion in 2006. Control label penetration, which is measured as control label retail sales as a percentage of total retail sales, was 24.0% for 2007, compared to 22.9% for 2006. Loblaw introduced over 600 new control label products in 2007, plus 800 new home products. Loblaw's control label program, which includes *President's Choice*, *PC*, *President's Choice Organics*, *Blue Menu*, *Mini Chefs*, *no name*, *Joe Fresh Style*, *Club Pack*, *President's Choice GREEN*, *EXACT*, *Teddy's Choice* and *Life@Home*, provides additional sales growth potential.

Loblaw will be focusing on the following initiatives, coupled with continued focus on value-for-money, promotions and advertising where appropriate:

- focus on on-shelf availability of product through an enhancement of customer focus and supply chain, and stronger store processes;
- restoring innovation as a competitive advantage both for control label products as well as distinctive environments in each retail format;
- refining three distinctive retail formats: Superstore, Great Food and Hard Discount;
- increasing the number of stores carrying the *Joe Fresh Style* brand apparel offering;
- emphasizing a fresh first focus by raising presentation and quality standards; and
- investing in employees and providing training to encourage meeting customer needs.

## Operating Income

Operating income of \$728 million for 2007 increased by \$447 million or 159.1% compared to \$281 million in 2006 resulting in an increase in operating margin to 2.5% in 2007 from 1.0% in 2006.

Operating income in both 2007 and 2006 was affected by a number of specific items as outlined below:

- a charge of \$197 million (2006 – nil) related to Project Simplify involving restructuring and streamlining of merchandising and store operations. Costs were comprised of \$139 million for employee termination benefits including severance, additional pension costs resulting from the termination of employees and retention costs; and \$58 million of other costs, primarily consulting. Total restructuring costs under this plan, comprised primarily of severance costs, are now anticipated to be approximately \$200 million with the remaining costs to be expensed in 2008;
- a charge of \$9 million (2006 – \$8 million) in connection with the previously announced plan to restructure Loblaw's supply chain network;
- a charge of \$16 million (2006 – \$35 million) in connection with the previously announced closure of certain stores in the Quebec and Atlantic markets and in the wholesale network that were part of store operations restructuring activities;

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

- a charge of \$72 million (2006 – \$37 million) for the net effect of stock-based compensation and the associated equity forwards. The majority of the expense in 2007 included a non-cash loss on equity forwards of \$67 million (2006 – \$32 million) resulting from a decline in Loblaw's share price during the year;
- a charge of \$15 million (2006 – \$68 million) for the liquidation of general merchandise inventory;
- income of \$11 million (2006 – \$8 million) resulting from the consolidation of VIEs;
- nil (2006 – charge of \$1 million) related to the head office move and reorganization of the operation support functions;
- nil (2006 – charge of \$800 million) for a non-cash goodwill impairment charge related to the goodwill established on the acquisition of Provigo Inc. in 1998;
- nil (2006 – charge of \$84 million) related to the ratification of a new four-year collective agreement with members of certain Ontario locals of the UFCW; and
- nil (2006 – charge of \$12 million) related to a departure entitlement charge.

In 2007, restructuring and other charges of \$222 million (2006 – \$44 million) were recorded within operating income. A summary of restructuring and other charges is included in the table for the years indicated below:

(\$ millions)	Costs Recognized 2007	Costs Recognized 2006	Costs Recognized 2005	Total Expected Costs	Total Expected Costs Remaining
Project Simplify	\$ 197			\$ 200	\$ 3
Store operations	16	\$ 35		51	
Supply chain network	9	8	\$ 62	90	11
Office move and reorganization of the operation support functions		1	24	25	
<b>Total restructuring and other charges</b>	<b>\$ 222</b>	<b>\$ 44</b>	<b>\$ 86</b>	<b>\$ 366</b>	<b>\$ 14</b>

Details regarding the nature of the above charges are described in note 4 to the consolidated financial statements.

After adjusting for the above-noted items, adjusted operating income<sup>(1)</sup> for 2007 decreased by \$292 million, or 22.2%, to \$1,026 million compared to \$1,318 million in 2006. Adjusted operating margin<sup>(1)</sup> decreased to 3.7% in 2007 compared to 4.9% in 2006 as growth in operating expenses exceeded growth in sales. Adjusted EBITDA margin<sup>(1)</sup> decreased to 5.7% from 7.0% in 2006.

In addition, the 2007 adjusted operating income<sup>(1)</sup> was influenced by the following items:

- incremental consulting costs compared to the prior year, other than those in connection with Project Simplify, amounted to \$75 million including expenses related to new supply chain and information technology improvement initiatives of \$16 million;
- pharmacy-related operating income was reduced by \$25 million due to legislative changes introduced in 2006 by the Ontario government;
- adjustments in estimates related to post-employment and long term disability benefits and deferred product development and information technology costs reduced operating income by \$24 million;
- costs associated with the change in Loblaw's executive bonus plan were \$11 million;
- a gain of \$11 million from the sale of an office building in Calgary, Alberta;
- an incremental non-cash fixed asset impairment charge of \$6 million related to asset carrying values in excess of fair values at specific store locations. The 2007 charge was \$33 million compared to \$27 million in 2006; and
- a decline in the gross margin, primarily due to targeted price reductions to provide value to customers and changes in sales mix partially offset by improvements in shrink.

Loblaw's sales volumes have been positively responding to its investments in lower prices to give value to its customers. Loblaw expects this to continue in 2008. Investments in price will also continue. However, Loblaw expects that cost reductions in 2008 will help to support its profitability. Sales, margins and profitability in the first half of 2008 in relation to 2007 may be affected by more difficult comparables.

(1) See Non-GAAP Financial Measures beginning on page 55.

## 8. LIQUIDITY AND CAPITAL RESOURCES

### 8.1 MAJOR CASH FLOW COMPONENTS

(\$ millions)	2007	2006	Change
Cash flows from operating activities of continuing operations	\$ 1,673	\$ 1,452	\$ 221
Cash flows used in investing activities of continuing operations	\$ (832)	\$ (1,715)	\$ 883
Cash flows used in financing activities of continuing operations	\$ (511)	\$ (70)	\$ (441)

#### ***Cash Flows from Operating Activities of Continuing Operations***

Cash flows from operating activities of continuing operations increased in 2007 to \$1.7 billion from \$1.5 billion in 2006.

The change in cash flows from operating activities of continuing operations for the year was mainly due to the change in non-cash working capital due to the timing of income tax refunds relating to prior years, an increase in accounts payable and accrued liabilities and a reduction in pension funding.

#### ***Cash Flows used in Investing Activities of Continuing Operations***

Cash flows used in investing activities of continuing operations in 2007 were \$0.8 billion compared to \$1.7 billion in 2006.

The change was primarily due to a decline of \$0.4 billion in capital expenditures, an increase in the proceeds from fixed asset sales, and the shorter term to maturity profile of the Company's short term investments portfolio, which resulted in less of a shift to short term investments from cash and cash equivalents, partially offset by an increase in credit card receivables, after securitization.

Capital investment amounted to \$0.7 billion (2006 – \$1.1 billion). Weston Foods capital investment in 2007 was \$109 million (2006 – \$184 million). The capital was directed toward the completion of one new plant in the United States, the Bay Shore restructuring, facility improvements and upgrades of production lines and distribution assets. Weston Foods capital investment benefited all of its operations to varying degrees and strengthened its processing and distribution capabilities.

Loblaw's capital investment amounted to \$0.6 billion (2006 – \$0.9 billion) for the year as Loblaw restrained capital spending in an over-spaced market. Approximately 31% (2006 – 38%) of the capital investment was for new store development, expansions and land, approximately 43% (2006 – 51%) for store conversions and remodels, and approximately 26% (2006 – 11%) for infrastructure investment. The continued capital investment activity benefited all regions to varying degrees and strengthened the existing store base. Some of the new, larger stores replaced older, smaller, less efficient stores that did not offer the broad range of products and services demanded by today's consumer.

Loblaw is investing in higher return expansions and renovations to its existing store base, with a focus on improving same-store sales. Loblaw expects to invest in 2008 an estimated \$700 to \$800 million in net capital expenditures. Approximately two-thirds of these funds are expected to be used in remodeling, expanding and maintaining existing stores and a small increase in square footage, with the remainder split two-thirds in upgrading information systems and one-third on supply chain infrastructure.

Loblaw's 2007 corporate and franchised store capital investment program, which includes the impact of store openings and closures, resulted in a decrease in net retail square footage of 0.2% compared to 2006. During 2007, 34 (2006 – 37) new corporate and franchised stores were opened and 73 (2006 – 147) underwent renovation or minor expansion. The 34 new stores, net of 79 (2006 – 33) store closures, including 46 stores that were closed as part of the store operations restructuring plan, and stores which underwent conversions and major expansion, decreased net retail square footage 0.1 million square feet (2006 – increased 1.2 million square feet). The 2007 average corporate store size increased 5.9% to 60,800 square feet (2006 – 57,400) and the average franchised store size increased 2.2% to 28,000 square feet (2006 – 27,400).

At year end 2007, Loblaw had committed approximately \$113 million (2006 – \$153 million) with respect to capital investment projects such as the construction, expansion and renovation of buildings and the purchase of real property.

During 2007, the Company also generated \$244 million (2006 – \$116 million) from fixed asset sales.

## Management's Discussion and Analysis

### **Cash Flows used in Financing Activities of Continuing Operations**

Cash flows used in financing activities of continuing operations were \$511 million in 2007 compared to \$70 million in 2006.

During 2007, Weston and Loblaw completed the following financing activities:

- consolidated commercial paper outstanding was reduced by \$229 million; and
- Weston issued \$42 million of Series B Debentures.

During 2006, Weston and Loblaw completed the following financing activities:

- consolidated commercial paper outstanding increased by \$340 million;
- Weston repaid \$200 million of 5.25% Medium Term Notes ("MTN");
- Weston issued 8.0 million preferred shares, Series V for total proceeds of \$194 million;
- Loblaw repaid \$125 million of 8.70% Series 1996 Provigo Inc. Debenture; and
- Weston issued \$40 million of Series B Debentures.

See notes 18 and 21 to the consolidated financial statements for the terms and details of the debt and share capital transactions.

In 2007, Weston renewed its Normal Course Issuer Bid ("NCIB") to purchase on the Toronto Stock Exchange or enter into equity derivatives to purchase up to 5% of its common shares outstanding. Weston did not purchase any shares under its NCIB during 2007 or 2006. The Company intends to file a NCIB in 2008 to purchase on the Toronto Stock Exchange or enter into equity derivatives to purchase up to 5% of each class of its common and preferred shares outstanding.

At the end of 2007, Weston had no preferred share or MTN prospectuses outstanding.

### **8.2 SOURCES OF LIQUIDITY**

The Company obtains short term financing through a combination of cash generated from operating activities, cash, cash equivalents, short term investments, bank indebtedness and has limited access to commercial paper programs. Loblaw relies on cash, cash equivalents and short term investments of \$977 million, a \$500 million committed credit facility provided by several banks, as well as \$845 million in uncommitted operating lines of credit, for its short term funding requirements. Weston relies on cash, cash equivalents and short term investments of \$979 million, a \$300 million committed credit facility provided by several banks, as well as \$265 million in uncommitted operating lines of credit, for its short term funding requirements.

In the first quarter of 2007, Loblaw entered into the 364-day revolving committed credit facility of \$500 million, provided by several banks for general corporate purposes, which matures in March 2008. At the end of the year, no amounts were drawn on the committed or uncommitted facilities. Weston's \$300 million 364-day revolving committed credit facility provided by several banks will expire in May 2008. At the end of the year, \$30 million was drawn on the committed facility and nil on its uncommitted facilities. Neither committed credit facility has financial covenants and borrowings are based on short term floating interest rates.

Subsequent to year end, Loblaw entered into discussions, which have not yet been finalized, with a syndicate of banks to replace its \$500 million committed credit facility with a new, longer term committed credit facility of a higher amount. It is anticipated that any new credit facility will contain financial covenants and will be the primary source of Loblaw's short term funding requirements. Concurrent with these discussions, Loblaw obtained a 60-day extension of the existing facility, extending the maturity date to May 2008. The new facility is expected to close prior to the expiry of the existing facility.

Subsequent to year end, Weston also entered into discussions, which have not yet been finalized, with a syndicate of banks to replace its \$300 million committed credit facility with a new, longer term committed credit facility. It is anticipated that any new credit facility will contain financial covenants and will be the primary source of Weston's short term funding requirements.

Securitization of credit card receivables provides PC Bank with an additional source of funds for the operation of its business. Under PC Bank's securitization program, a portion of the total interest in the credit card receivables is sold to independent trusts. PC Bank securitized an aggregate \$225 million of credit card receivables during 2007 (2006 – \$240 million). In the absence of securitization, Loblaw would be required to raise alternative financing by issuing additional debt or equity instruments. Further information about PC Bank's credit card receivables and securitization is provided in notes 1 and 12 to the consolidated financial statements and in the Off-Balance Sheet Arrangements section of this MD&A.

In 2006, PC Bank restructured its credit card securitization program and Eagle Credit Trust ("Eagle"), a previously established independent trust, issued \$500 million of five year senior notes and subordinated notes due in 2011 at a weighted average rate of 4.5%. The restructuring of the portfolio yielded a nominal net loss.

In the normal course of business, the Company enters into certain arrangements, such as providing comfort letters to third-party lenders in connection with financing activities of certain franchisees, with no recourse liability to the Company. In addition, the Company establishes standby letters of credit used in connection with certain obligations related to the financing program for Loblaw's independent franchisees, securitization of PC Bank's credit card receivables, real estate transactions and benefit programs. At year end, the aggregate gross potential liability related to the Company's standby letters of credit was approximately \$531 million (2006 – \$552 million), a portion of which is recorded on the consolidated balance sheet, against which the Company had \$628 million (2006 – \$615 million) in credit facilities available to draw on.

Between the second quarter of 2007 and February 7, 2008, Loblaw's MTN, other notes and debentures ratings were downgraded twice and the commercial paper ratings once by each of Dominion Bond Rating Service ("DBRS") and Standard & Poor's ("S&P"). The following table sets out the current credit ratings of Loblaw.

Credit Ratings (Canadian Standards)	Dominion Bond Rating Service		Standard & Poor's	
	Credit Rating	Trend	Credit Rating	Outlook
Commercial paper	R-2 (high)	Stable	A-2	Negative
Medium term notes	BBB (high)	Negative	BBB	Negative
Other notes and debentures	BBB (high)	Negative	BBB	Negative

The rating organizations listed above base their credit ratings on quantitative and qualitative considerations. These credit ratings are forward-looking and intended to give an indication of the risk that Loblaw will not fulfill its obligations in a timely manner.

As a result of the DBRS downgrade of the short term credit rating, Loblaw has limited access to commercial paper. Loblaw expects it will be able to secure short term funding from other sources, primarily a new longer term committed credit facility of a higher amount.

Certain independent franchisees of Loblaw obtain financing through a structure involving independent trusts, which were created to provide loans to the independent franchisees to facilitate their purchase of inventory and fixed assets, consisting mainly of fixtures and equipment. The gross principal amount of loans issued to Loblaw's independent franchisees outstanding as of year end 2007 was \$418 million (2006 – \$419 million), including \$153 million (2006 – \$124 million) of loans payable by VIEs consolidated by Loblaw in 2007. Based on a formula, Loblaw has agreed to provide credit enhancement in the form of a standby letter of credit for the benefit of the independent funding trust equal to approximately 10% of the principal amount of the loans outstanding at any point in time, \$44 million (2006 – \$44 million) as of year end 2007. This credit enhancement allows the independent funding trust to provide favourable financing terms to Loblaw's independent franchisees. As well, each independent franchisee provides security to the independent funding trust for its obligations by way of a general security agreement. In the event that an independent franchisee defaults on its loan and Loblaw has not, within a specified time period, assumed the loan, or the default is not otherwise remedied, the independent funding trust shall assign the loan to Loblaw and draw upon this standby letter of credit. Loblaw has agreed to reimburse the issuing bank for any amount drawn on the standby letter of credit.

Automatic termination of the agreement can only occur if specific, predetermined events occur and are not remedied within the time periods required, including downgrades of Loblaw below a long term credit rating of "A (low)" or a short term credit rating of "R-1 (low)" as issued by DBRS. On February 7, 2008, DBRS downgraded Loblaw's long term credit rating to "BBB (high)" from "A (low)" and also lowered Loblaw's short term credit rating to "R-2 (high)" from "R-1 (low)". Subsequent to the DBRS downgrades, Loblaw was notified that an Event of Termination of the independent funding trust agreement for the Loblaw's franchisees had occurred as a result of the credit rating downgrades. The \$44 million (2006 – \$44 million) standby letter of credit provided to the independent funding trust by Loblaw has not been drawn upon.

To address this issue, Loblaw is currently in the process of securing alternative financing with a syndicate of banks, in the form of a 364-day committed credit facility for the benefit of its franchisees. This new financing is expected to be completed during the second quarter of 2008. Upon closing, this new alternative financing that might be arranged could result in higher financing costs to the franchisees, which in turn could adversely affect operating results. Although Loblaw anticipates that appropriate financing for the franchisees will continue to be secured in the future, any failure to do so could adversely affect Loblaw's franchise programs and may impact its operating results. In addition, any new financing structure which might be implemented would need to be reviewed to determine if there are any implications with respect to the consolidation of VIEs.

## Management's Discussion and Analysis

Between the second quarter of 2007 and February 12, 2008, Weston's MTN, Exchangeable Debentures, other notes and debentures and preferred share ratings were downgraded twice and the commercial paper ratings once by DBRS. Weston's MTN, other notes and debentures, preferred share and commercial paper ratings were downgraded once by S&P. The following table sets out the current credit ratings of Weston.

Credit Ratings (Canadian Standards)	Dominion Bond Rating Service		Standard & Poor's	
	Credit Rating	Trend	Credit Rating	Outlook
Commercial paper	R-2 (high)	Stable	A-2	Credit Watch with Negative Implications
Medium term notes	BBB	Stable	BBB	Credit Watch with Negative Implications
Exchangeable Debentures	BBB (low)	Stable		
Preferred shares	Pfd-3	Stable	P-3 (high)	Credit Watch with Negative Implications
Other notes and debentures	BBB	Stable	BBB	Credit Watch with Negative Implications

The rating organizations listed above base their credit ratings on quantitative and qualitative considerations. These credit ratings are forward-looking and intended to give an indication of the risk that Weston will not fulfill its obligations in a timely manner.

As a result of the DBRS downgrade of Weston's commercial paper credit rating, Weston has limited access to commercial paper. However, Weston expects to be able to secure short term funding through other sources including a new committed facility with a syndicate of banks, cash flow from operations, cash, cash equivalents and short term investments.

The Company has obtained its long term financing primarily through MTN and preferred share programs. The Company may also refinance maturing long term debt and preferred share programs with MTN if market conditions are appropriate following the refiling of a Base Shelf Prospectus or it may consider other alternatives. Weston does not have any MTN maturing in 2008.

Loblaws has obtained its long term financing primarily through a MTN program. Loblaws may also refinance maturing long term debt, including \$390 million of 6.00% MTN maturing in 2008, with MTN if market conditions are appropriate following the refiling of a Base Shelf Prospectus or it may consider other alternatives.

The Company's ability to obtain funding from external sources may be restricted by further downgrades in the Company's credit ratings, should the Company's financial performance and condition deteriorate. In addition, credit and capital markets are subject to inherent global risks that may negatively affect the Company's access and ability to fund its short term and long term debt requirements. The Company mitigates these risks by actively maintaining appropriate levels of cash and cash equivalents, actively monitoring market conditions and diversifying its sources of funding and maturity profile.



### 8.3 CONTRACTUAL OBLIGATIONS

The following illustrates certain of the Company's significant contractual obligations and discusses other obligations as at December 31, 2007:

#### Summary of Contractual Obligations

(\$ millions)	Payments due by year							Total
	2008	2009	2010	2011	2012	Thereafter		
Long term debt <sup>(1)</sup>	\$ 432	\$ 399	\$ 326	\$ 676	\$ 24	\$ 3,912	\$ 5,769	
Operating leases <sup>(2)</sup>	222	194	168	144	121	718	1,567	
Contracts for purchase of real property and capital investment projects <sup>(3)</sup>	110	4					114	
Purchase obligations <sup>(4)</sup>	792	589	574	568	376	4	2,903	
<b>Total contractual obligations</b>	<b>\$ 1,556</b>	<b>\$ 1,186</b>	<b>\$ 1,068</b>	<b>\$ 1,388</b>	<b>\$ 521</b>	<b>\$ 4,634</b>	<b>\$ 10,353</b>	

(1) Long term debt includes capital lease obligations and excludes Exchangeable Debentures.

(2) Represents the minimum or base rents payable. Amounts are not offset by any expected sub-lease income.

(3) These obligations include agreements for the purchase of real property and capital commitments for construction, expansion and renovation of buildings. These agreements may contain conditions that may or may not be satisfied. If the conditions are not satisfied, it is possible the Company will no longer have the obligation to proceed with the transaction.

(4) These include contractual obligations of a material amount to purchase goods or services where the contract prescribes fixed or minimum volumes to be purchased or payments to be made within a fixed period of time for a set or variable price. These are only estimates of anticipated financial commitments under these arrangements and the amount of actual payments will vary. The purchase obligations do not include purchase orders issued or agreements made in the ordinary course of business which are solely for goods which are meant for resale, nor do they include any contracts which may be terminated on relatively short notice or with insignificant cost or liability to the Company. Also excluded are purchase obligations related to commodities or commodity-like goods for which a market for resale exists.

At year end, the Company had other long term liabilities which included accrued benefit plan liability, future income tax liability, stock-based compensation liability, unrealized equity derivatives liability and accrued insurance liabilities. These long term liabilities have not been included in the table above for the following reasons:

- future payments of accrued benefit plan liability, principally post-retirement benefits, depend on when and if retirees submit claims;
- future payments of income taxes depend on the levels of taxable earnings and income tax rates;
- future payments of restricted share units depend on the market prices of Weston's and Loblaw's common shares;
- future payments related to equity derivatives depend on the market price of the Company's common shares; and
- future payments of insurance claims can extend over several years and depend on the timing of anticipated settlements and results of litigation.

## Management's Discussion and Analysis

### 8.4 OFF-BALANCE SHEET ARRANGEMENTS

In the normal course of business, the Company enters into the following off-balance sheet arrangements:

- standby letters of credit used in connection with certain obligations mainly related to real estate transactions and benefit programs, the aggregate gross potential liability of which was approximately \$221 million (2006 – \$221 million) at year end;
- the securitization of a portion of *PC Bank's* credit card receivables through independent trusts; and
- guarantees.

#### **Guarantees**

The Company has entered into various guarantee agreements, including standby letters of credit in relation to the securitization of *PC Bank's* credit card receivables, third-party financing made available to the Company's independent franchisees and obligations to indemnify third parties in connection with leases, business dispositions and other transactions in the normal course of the Company's business. For a detailed description of the Company's guarantees, see note 25 to the consolidated financial statements.

#### **Securitization of Credit Card Receivables**

Loblaw, through *PC Bank*, securitizes credit card receivables through an independent trust administered by a major Canadian chartered bank and through Eagle, also an independent trust. In these securitizations, *PC Bank* sells a portion of its credit card receivables to the trusts in exchange for cash. The trusts fund these purchases by issuing debt securities in the form of asset-backed commercial paper ("ABCP") and asset-backed term notes respectively, to third-party investors. The securitizations are accounted for as asset sales only when *PC Bank* transfers control of the transferred assets and receives consideration other than beneficial interests in the transferred assets. All transactions between the trusts and *PC Bank* have been, and are expected to continue to be, accounted for as sales as contemplated by Canadian GAAP, specifically Accounting Guideline ("AcG") 12, "Transfers of Receivables". As *PC Bank* does not control or exercise any measure of influence over the trusts, the financial results of the trusts have not been included in the Company's consolidated financial statements.

When *PC Bank* sells credit card receivables to the trusts, it no longer has access to the receivables but continues to maintain credit card customer account relationships, and certain servicing and administrative responsibilities. *PC Bank* does not receive a servicing fee from the trusts for its servicing responsibilities and accordingly, a servicing obligation is recorded. When a sale occurs, *PC Bank* retains rights to future cash flows after obligations to the investors in the trusts have been met, which is considered to be a retained interest. The ABCP issuing trust's recourse to *PC Bank's* assets is limited to *PC Bank's* retained interests and is further supported through a standby letter of credit provided by a major Canadian chartered bank for 9% (2006 – 9%) on a portion of the securitized amount. This standby letter of credit could be drawn upon in the event of a major decline in the income flow from, or in the value of, the securitized credit card receivables. Loblaw has agreed to reimburse the issuing bank for any amount drawn on the standby letter of credit. The subordinated notes issued by Eagle provide credit support to those notes which are more senior. Effective January 1, 2007, the retained interests are recorded at fair value.

As at year end 2007, the total amount of securitized credit card receivables outstanding which *PC Bank* continues to service was \$1.5 billion (2006 – \$1.3 billion) and the associated retained interests amounted to \$8 million (2006 – \$5 million). The standby letter of credit supporting a portion of these securitized receivables amounted to approximately \$89 million (2006 – \$68 million). During 2007, *PC Bank* received income of \$141 million (2006 – \$114 million) in securitization revenue from the independent trusts relating to the securitized credit card receivables. In the absence of securitization, Loblaw would be required to raise alternative financing by issuing debt or equity instruments. Further disclosure regarding this arrangement is provided in notes 12 and 25 to the consolidated financial statements.

### ***Independent Funding Trust***

Certain independent franchisees of Loblaw obtain financing through a structure involving independent trusts, which were created to provide loans to the independent franchisees to facilitate their purchase of inventory and fixed assets, consisting mainly of fixtures and equipment. These trusts are administered by a major Canadian chartered bank. The independent funding trust within the structure finances its activities through the issuance of short term ABCP to third-party investors. The independent funding trust has a global style liquidity agreement from a major Canadian chartered bank in the event that it is unable to issue short term ABCP. The gross principal amount of loans issued to Loblaw's independent franchisees outstanding as of year end 2007 was \$418 million (2006 – \$419 million) including \$153 million (2006 – \$124 million) of loans payable by VIEs consolidated by the Company in 2007. Based on a formula, Loblaw has agreed to provide credit enhancement in the form of a standby letter of credit for the benefit of the independent funding trust equal to approximately 10% of the principal amount of the loans outstanding at any point in time, \$44 million (2006 – \$44 million) as of year end 2007. This credit enhancement allows the independent funding trust to provide favourable financing terms to Loblaw's independent franchisees. As well, each independent franchisee provides security to the independent funding trust for its obligations by way of a general security agreement. In the event that an independent franchisee defaults on its loan and Loblaw has not, within a specified time period, assumed the loan, or the default is not otherwise remedied, the independent funding trust shall assign the loan to Loblaw and draw upon this standby letter of credit. Loblaw has agreed to reimburse the issuing bank for any amount drawn on the standby letter of credit. As a result of implementing Section 3855, "Financial Instruments – Recognition and Measurement" ("Section 3855") (see note 2 to the consolidated financial statements), a liability of \$7 million related to the fair value of this standby letter of credit was recognized.

Neither the independent funding trust nor Loblaw can voluntarily terminate the agreement prior to December 2009, and following that date only upon six months' prior notice. Automatic termination of the agreement can only occur if specific, predetermined events occur and are not remedied within the time periods required including downgrades of Loblaw below a long term credit rating of "A (low)" or a short term credit rating of "R-1 (low)" as issued by DBRS. On February 7, 2008, DBRS downgraded Loblaw's long term credit rating to "BBB (high)" from "A (low)" and also lowered Loblaw's short term credit rating to "R-2 (high)" from "R-1 (low)".

Subsequent to the DBRS downgrades, Loblaw was notified that an Event of Termination of the independent funding trust agreement for the Loblaw's franchisees had occurred as a result of the credit rating downgrades. The \$44 million standby letter of credit provided to the independent funding trust by Loblaw has not been drawn upon.

If such an event were to occur, long term debt in the amount of \$126 million would need to be reclassified to short term liabilities. This amount relates to certain franchisees that are VIEs that Loblaw currently consolidates. Loblaw is currently in the process of securing alternative financing with a syndicate of banks, in the form of a 364-day committed credit facility for the benefit of its franchisees to address this issue. Any new alternative financing structure which may be implemented would need to be reviewed to determine if there are any implications with respect to the consolidation of VIEs.

### **8.5 DERIVATIVE INSTRUMENTS**

Commencing January 1, 2007, the Company adopted accounting standards which impacted the recognition, measurement, disclosure and presentation of its derivative instruments. With the adoption of these standards, all financial derivative instruments are accounted for on the Company's balance sheet at fair value. In addition, non-financial derivative instruments are recorded at fair value on the consolidated balance sheet unless they are exempt from this treatment based upon expected purchase, sale or usage requirements. Prior to January 1, 2007, interest rate swaps which were designated within a hedging relationship were not recorded on the balance sheet. In addition, embedded derivative and certain non-financial derivative instruments were also not recorded. For a detailed description of the Company's derivative instruments and the related accounting policies, see notes 1, 2 and 24 to the consolidated financial statements.

## Management's Discussion and Analysis

### 9. QUARTERLY RESULTS OF OPERATIONS

The 52-week reporting cycle followed by the Company is divided into four quarters of 12 weeks each except for the third quarter, which is 16 weeks in duration. The following is a summary of selected consolidated financial information derived from the Company's unaudited interim consolidated financial statements for each of the eight most recently completed quarters. This information was prepared in accordance with Canadian GAAP and is reported in Canadian dollars.

#### 9.1 QUARTERLY FINANCIAL INFORMATION (UNAUDITED)

(\$ millions except where otherwise indicated)		First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Total (audited)
Sales	<b>2007</b>	<b>\$ 7,221</b>	<b>\$ 7,739</b>	<b>\$ 10,163</b>	<b>\$ 7,692</b>	<b>\$ 32,815</b>
	2006	\$ 6,997	\$ 7,507	\$ 10,085	\$ 7,578	\$ 32,167
Net earnings (loss)						
from continuing operations	<b>2007</b>	<b>\$ 104</b>	<b>\$ 129</b>	<b>\$ 179</b>	<b>\$ 151</b>	<b>\$ 563</b>
	2006	\$ 128	\$ 184	\$ 226	\$ (428)	\$ 110
Net earnings (loss)	<b>2007</b>	<b>\$ 104</b>	<b>\$ 129</b>	<b>\$ 179</b>	<b>\$ 151</b>	<b>\$ 563</b>
	2006	\$ 128	\$ 184	\$ 226	\$ (417)	\$ 121
Net earnings (loss) per common share						
from continuing operations (\$)						
Basic	<b>2007</b>	<b>\$ 0.70</b>	<b>\$ 0.90</b>	<b>\$ 1.25</b>	<b>\$ 1.07</b>	<b>\$ 3.92</b>
	2006	\$ 0.91	\$ 1.32	\$ 1.62	\$ (3.42)	\$ 0.43
Diluted	<b>2007</b>	<b>\$ 0.70</b>	<b>\$ 0.90</b>	<b>\$ 1.25</b>	<b>\$ 1.07</b>	<b>\$ 3.92</b>
	2006	\$ 0.91	\$ 1.32	\$ 1.62	\$ (3.42)	\$ 0.43
Net earnings (loss) per common share (\$)						
Basic	<b>2007</b>	<b>\$ 0.70</b>	<b>\$ 0.90</b>	<b>\$ 1.25</b>	<b>\$ 1.07</b>	<b>\$ 3.92</b>
	2006	\$ 0.91	\$ 1.32	\$ 1.62	\$ (3.33)	\$ 0.52
Diluted	<b>2007</b>	<b>\$ 0.70</b>	<b>\$ 0.90</b>	<b>\$ 1.25</b>	<b>\$ 1.07</b>	<b>\$ 3.92</b>
	2006	\$ 0.91	\$ 1.32	\$ 1.62	\$ (3.33)	\$ 0.52

### **Results by Quarter**

Consolidated sales and sales growth in 2007 were impacted by various factors including the impact of Weston Foods foreign currency translation. For Loblaw, sales and same-store sales growth were positive in all four quarters of 2007 compared to 2006. Sales growth during the first three quarters of 2007 continued to be negatively impacted by the loss in tobacco sales as discussed previously. Tobacco sales are not a large earnings contributor. Quarterly same-store sales growth for each of the four quarters of 2007 when compared to 2006 was 2.4%, 2.7%, 1.6% and 2.6%, respectively. Quarterly same-store sales growth excluding the impact of decreased tobacco sales<sup>(1)</sup> for each of the four quarters of 2007 when compared to 2006 was 4.0%, 4.2%, 2.8% and 2.7%, respectively.

Food price inflation fell as the year progressed resulting, in part, from Loblaw's investment in lower retail pricing during 2007 as well as pricing activity within the industry. National food price inflation as measured by CPI was 3.8% in the first quarter of 2007 but decreased to 0.8% in the fourth quarter of 2007. During each consecutive quarter of 2007, Loblaw's internal retail food price inflation decreased, ranging from 3.0% inflation in the first quarter of 2007 to 1.6% deflation in the fourth quarter.

Weston Foods 2007 quarterly sales were positively impacted by price increases across key product categories combined with changes in sales mix. Volumes were negatively impacted by the combined effect of the exit from the United States frozen foodservice bagel business early in the third quarter of 2006 and the discontinuance of contract manufacturing of biscuits for certain customers during 2006. Foreign currency translation negatively impacted reported sales growth, particularly in the third and fourth quarters of 2007.

Fluctuations in quarterly net earnings reflect the impact of a number of specific items in operating income at both Weston Foods and Loblaw as outlined previously, including a charge of \$800 million related to the non-cash Loblaw goodwill impairment charge in the fourth quarter of 2006. At Loblaw, solid sales were achieved in all four quarters of 2007 but earnings were pressured from investments in pricing, particularly in the third and fourth quarters as cost reductions lagged the pricing investments. At Weston Foods, pricing, a shift in sales mix to higher margin products and cost reduction and productivity initiatives more than offset the impact of inflationary cost pressures.

Interest expense and other financing charges fluctuate mainly as a result of the accounting for Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares which results in non-cash income or non-cash charges due to the change in the market price of Loblaw common shares.

The change in the effective income tax rates for 2007 over 2006 was primarily due to the non-cash goodwill impairment charge recorded in 2006 which is not deductible for income tax, the change in the proportion of taxable income earned across different tax jurisdictions, and a reduction to future income tax expense resulting from changes in the Canadian federal and certain provincial statutory income tax rates.

During 2007, the Company did not purchase common shares for cancellation pursuant to its NCIB (2006 – nil).

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

### 9.2 FOURTH QUARTER RESULTS (UNAUDITED)

The following is a summary of selected unaudited consolidated financial information for the fourth quarter of 2007. This information was prepared in accordance with Canadian GAAP and is reported in Canadian dollars. The analysis of the data contained in the table focuses on the results of operations and changes in the financial condition and cash flows in the fourth quarter.

#### Selected Consolidated Information

(unaudited)

(\$ millions except where otherwise indicated)

	2007	2006
Sales	\$ 7,692	\$ 7,578
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 7,365	\$ 7,244
Adjusted EBITDA <sup>(1)</sup>	\$ 458	\$ 513
Operating income (loss)	\$ 181	\$ (630)
Adjusted operating income <sup>(1)</sup>	\$ 302	\$ 359
Interest (income) expense and other financing charges	\$ (38)	\$ 90
Income taxes	\$ 46	\$ (3)
Net earnings (loss) from continuing operations	\$ 151	\$ (428)
Net earnings (loss)	\$ 151	\$ (417)
Net earnings (loss) per common share from continuing operations (\$)		
Basic and diluted	\$ 1.07	\$ (3.42)
Adjusted basic <sup>(1)</sup>	\$ 0.89	\$ 1.14
Cash flows from (used in) continuing operations:		
Operating activities	\$ 602	\$ 889
Investing activities	\$ (236)	\$ (383)
Financing activities	\$ (197)	\$ (391)

(1) See Non-GAAP Financial Measures beginning on page 55.

#### Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs<sup>(1)</sup>

(unaudited)

(\$ millions except where otherwise indicated)

	2007	2006
Total sales	\$ 7,692	\$ 7,578
Less: Sales attributable to tobacco sales	219	242
Sales attributable to the consolidation of VIEs	108	92
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 7,365	\$ 7,244
Total sales growth	1.5%	3.2%
Less: Impact on sales growth attributable to tobacco sales	(0.4)%	(1.8)%
Impact on sales growth attributable to the consolidation of VIEs	0.2%	(0.1)%
Sales growth excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	1.7%	5.1%

(1) See Non-GAAP Financial Measures beginning on page 55.

## **Sales**

Sales for the fourth quarter of 2007 of \$7.7 billion increased 1.5% compared to 2006, including a decline of approximately 0.4% due to the continued decrease in tobacco sales at Loblaw and an increase of 0.2% in sales related to the consolidation of certain Loblaw franchisees. The translation of United States dollar denominated sales in the Weston Foods operating segment reduced consolidated sales growth by 1.2% for the fourth quarter.

Consolidated sales growth for the fourth quarter of 2007 was impacted by each reportable operating segment as follows:

- Negatively by 0.7% due to the sales decrease of 5.5% at Weston Foods, which included the negative impact of foreign currency translation of approximately 9.4%. Price increases across key product categories combined with changes in sales mix offset slight volume declines in the quarter.
- Positively by 2.4% due to the sales increase of 2.7% at Loblaw which was achieved by positive growth in both item and customer count despite internal food price deflation.

## **Operating Income**

The Company's consolidated operating income in the fourth quarter increased \$811 million from a loss of \$630 million in 2006 to income of \$181 million in 2007. 2007 consolidated operating income for the fourth quarter included the following:

- a charge of \$39 million (2006 – \$51 million) related to restructuring and other charges;
- a charge of \$77 million (2006 – income of \$11 million) for the net effect of stock-based compensation and the associated equity derivatives;
- a charge of \$6 million (2006 – income of \$3 million) related to a commodity futures fair value adjustment at Weston Foods;
- a charge of \$3 million (2006 – \$68 million) related to the inventory liquidation at Loblaw;
- income of \$4 million (2006 – nil) resulting from the consolidation of VIEs;
- nil (2006 – charge of \$800 million) related to the non-cash Loblaw goodwill impairment charge; and
- nil (2006 – charge of \$84 million) related to the Ontario collective labour agreement at Loblaw.

After adjusting for the impact of the items described above, consolidated adjusted operating income<sup>(1)</sup> for the fourth quarter of 2007 declined 15.9% to \$302 million from \$359 million in 2006.

The Company's 2007 consolidated adjusted operating income<sup>(1)</sup> was impacted by each of its reportable operating segments as follows:

- Positively by 2.2% due to an increase of 10.7% in adjusted operating income<sup>(1)</sup> at Weston Foods. The improvement in adjusted operating income<sup>(1)</sup> resulted from positive pricing actions and favourable mix and productivity improvements.
- Negatively by 18.1% due to a decrease of 22.9% in adjusted operating income<sup>(1)</sup> at Loblaw due to pricing investments which were lagged by cost reductions.

The Company's 2007 consolidated adjusted operating margin<sup>(1)</sup> for the fourth quarter declined to 4.1% from 5.0% in 2006, and consolidated adjusted EBITDA margin<sup>(1)</sup> declined to 6.2% from 7.1% in 2006. Consolidated adjusted operating margin<sup>(1)</sup> declined in 2007 primarily due to the lower adjusted operating margin<sup>(1)</sup> at Loblaw, partially offset by the higher adjusted operating margin<sup>(1)</sup> at Weston Foods.

## **Interest (Income) Expense and Other Financing Charges**

Interest expense and other financing charges for the fourth quarter of 2007 decreased \$128 million from 2006, resulting in interest income and other financing charges of \$38 million. The decrease was primarily as a result of the non-cash income of \$110 million (2006 – non-cash charge of \$17 million), reflecting the accounting for Weston's 2001 forward sale agreement of 9.6 million Loblaw common shares.

## **Income Taxes**

The effective income tax rate for the fourth quarter of 2007 was 21.0% compared to 0.4% in 2006. This significant change in the effective income tax rate was due to the non-cash Loblaw goodwill impairment charge recorded in the fourth quarter of 2006 which is non-deductible for income tax purposes. In addition, the effective income tax rate was impacted due to the change in the proportion of taxable income earned across the different tax jurisdictions in which the Company operated. A reduction to future income tax expense was recognized in the fourth quarter of 2007 as a result of changes in the Canadian federal and certain provincial statutory income tax rates.

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

### **Net Earnings (Loss) from Continuing Operations**

For the fourth quarter, basic net earnings per common share from continuing operations was \$1.07 compared to a basic net loss per common share from continuing operations of \$3.42 in 2006. Basic net earnings per common share for the fourth quarter was also \$1.07, compared to a net loss per common share of \$3.33 in 2006.

Basic net earnings (loss) per common share from continuing operations include the following:

- a \$0.13 per common share charge (2006 – \$0.20 per common share charge) related to restructuring and other charges;
- a \$0.41 per common share charge (2006 – \$0.03 per common share income) for the net effect of stock-based compensation and the associated equity derivatives;
- a \$0.02 per common share non-cash charge (2006 – \$0.01 per common share income) related to the commodity futures fair value adjustment at Weston Foods;
- a \$0.05 per common share charge (2006 – nil) related to the consolidation of VIEs by Loblaw;
- \$0.64 per common share non-cash income (2006 – \$0.09 per common share charge) related to the accounting for Weston's 2001 forward sale agreement for 9.6 million Loblaw common shares;
- \$0.15 per common share non-cash income (2006 – nil) related to the adjustment to future income tax balances resulting from changes in federal statutory income tax rates;
- nil (2006 – \$0.21 per common share charge) related to the inventory liquidation at Loblaw;
- nil (2006 – \$3.84 per common share charge) related to the non-cash Loblaw goodwill impairment charge; and
- nil (2006 – \$0.26 per common share charge) related to the Ontario collective labour agreement at Loblaw.

After adjusting for the above noted items, Weston's adjusted basic net earnings per common share from continuing operations<sup>(1)</sup> was \$0.89 for the fourth quarter compared to \$1.14 for the fourth quarter of 2006, a decline of 21.9%.

### **Discontinued Operations**

In the fourth quarter, the Company had no gain or loss from discontinued operations. The gain from discontinued operations in the fourth quarter of 2006 was \$11 million. The 2006 gain from discontinued operations was primarily related to final adjustments to the proceeds in 2006 associated with the previously completed 2005 sale of the remaining discontinued Fisheries operations.

### **Net Earnings (Loss)**

Net earnings for the fourth quarter of 2007 was \$151 million compared to a net loss of \$417 million in 2006. Basic net earnings per common share for the fourth quarter of 2007 was \$1.07 compared to a basic net loss per common share of \$3.33 in 2006 as a result of the factors discussed above.

### **Reportable Operating Segments**

The Company's consolidated sales and operating income were impacted by each of its reportable operating segments as follows:

#### **WESTON FOODS**

(unaudited)

(\$ millions except where otherwise indicated)

	2007	2006
Sales	\$ 932	\$ 986
Adjusted EBITDA <sup>(1)</sup>	\$ 111	\$ 101
Operating income	\$ 49	\$ 67
Adjusted operating income <sup>(1)</sup>	\$ 83	\$ 75

(1) See Non-GAAP Financial Measures beginning on page 55.

During the year, Weston Foods sales were positively impacted by pricing actions taken and the continued shift to premium products. The negative impact of translating United States dollar denominated sales was the primary factor in the decline in sales growth in the fourth quarter.

(1) See Non-GAAP Financial Measures beginning on page 55.



Weston Foods sales for the fourth quarter of 2007 of \$932 million decreased 5.5% compared to the same period in 2006 mainly as a result of the negative impact of foreign currency translation on reported sales growth of approximately 9.4%. Price increases across key product categories combined with changes in sales mix increased sales by 4.3% for the fourth quarter of 2007. Overall volume decreased 0.4% for the fourth quarter of 2007 as growth in certain higher margin categories was more than offset by declines in other categories.

In the fourth quarter, the following sales analysis excludes the impact of foreign currency translation:

- fresh bakery sales increased approximately 5.9%, driven by price increases in key product categories combined with changes in sales mix. For the fourth quarter, branded volume increases in the *Arnold* and *Thomas'* brands in the United States and *D'Italiano* brand in Canada were more than offset by volume declines in other categories, particularly in food service and in private label products. Continued growth in whole grain products and the introduction of new and expanded products, such as *Thomas'* 100 Calorie English Muffin, *Thomas'* Mini Squares Bagelbread and product innovation in the *Wonder+* line, contributed positively to branded sales growth in the fourth quarter;
- fresh-baked sweet goods sales, primarily sold under the *Entenmann's* brand, were flat due to lower volumes. The volume decline was driven by softness in full size categories that was partially offset by the introduction of new and expanded products, such as the *Entenmann's* 100 Calorie *Little Bites*;
- frozen bakery sales increased approximately 4.3% driven by higher volumes, price increase and changes in sales mix;
- dairy and bottled beverage sales increased approximately 4.2% driven mainly by pricing, volume gains and improvements in sales mix as growth continued to be experienced in a number of key categories, particularly value-added and bottled products; and
- biscuit sales were flat compared to last year due to lower sales volumes in certain categories.

Weston Foods operating income of \$49 million for the fourth quarter of 2007 decreased by \$18 million, or 26.9%, compared to operating income of \$67 million in 2006. Operating margin was 5.3% compared to 6.8% in the fourth quarter of 2006.

In the fourth quarter of 2007, Weston Foods recognized the following in operating income:

- a charge of \$25 million (2006 – income of \$5 million) for the net effect of stock-based compensation and the associated equity derivatives;
- a charge of \$6 million (2006 – income of \$3 million) related to the commodity futures fair value adjustment; and
- a charge of \$3 million (2006 – \$16 million) related to restructuring and other charges.

After adjusting for the above-noted items, adjusted operating income<sup>(1)</sup> in the fourth quarter of 2007 increased by \$8 million, or 10.7%, to \$83 million compared to \$75 million in the fourth quarter of 2006. Adjusted operating margin<sup>(1)</sup> increased to 8.9% in the fourth quarter of 2007 compared to 7.6% in 2006. Foreign currency translation negatively impacted 2007 adjusted operating income<sup>(1)</sup> growth by approximately 12.0 percentage points. Adjusted EBITDA margin<sup>(1)</sup> increased to 11.9% from 10.2% in 2006.

The improvement in adjusted operating margin<sup>(1)</sup> was the result of positive pricing actions net of inflation, favourable mix and productivity improvements. Inflationary cost pressures related to certain ingredients, primarily flour, oils and sugar, continued to escalate in the fourth quarter relative to the first three quarters of 2007. Pricing and other actions, including cost reduction initiatives such as reduced product returns, mitigated the impact of inflationary cost pressures and resulted in improved gross margins.

During the fourth quarter of 2007, a reduction in insurance reserves, relating primarily to workers' compensation benefits in the United States, resulted in a benefit of \$8 million and was recorded in operating income. This benefit was largely a result of favourable experience in workers' compensation claims and an increased focus on workplace safety programs.

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

### LOBLAW

(unaudited)

(\$ millions except where otherwise indicated)

	2007	2006
Sales	\$ 6,967	\$ 6,784
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 6,640	\$ 6,450
Adjusted EBITDA <sup>(1)</sup>	\$ 347	\$ 412
Operating income (loss)	\$ 132	\$ (697)
Adjusted operating income <sup>(1)</sup>	\$ 219	\$ 284

(1) See Non-GAAP Financial Measures beginning on page 55.

### Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs<sup>(1)</sup>

(unaudited)

(\$ millions except where otherwise indicated)

	2007	2006
Total sales	\$ 6,967	\$ 6,784
Less: Sales attributable to tobacco sales	219	242
Sales attributable to the consolidation of VIEs	108	92
Sales excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	\$ 6,640	\$ 6,450
Total sales growth	2.7%	3.5%
Less: Impact on sales growth attributable to tobacco sales	(0.4)%	(2.0)%
Impact on sales growth attributable to the consolidation of VIEs	0.2%	(0.2)%
Sales growth excluding the impact of tobacco sales and VIEs <sup>(1)</sup>	2.9%	5.7%
Same-store sales growth	2.6%	1.3%
Same-store sales growth excluding the impact of decreased tobacco sales <sup>(1)</sup>	2.7%	3.3%

(1) See Non-GAAP Financial Measures beginning on page 55.

Total sales for the fourth quarter of 2007 increased \$183 million, or 2.7%, to \$7.0 billion compared to \$6.8 billion in the fourth quarter of 2006. Same-store sales increased by 2.6%. Total sales excluding the impact of tobacco sales and VIEs<sup>(1)</sup> increased by 2.9%.

Total sales increases in the fourth quarter of 2007 were achieved by positive growth in both item and customer counts despite internal food price deflation. Total sales increases were realized in Ontario, Quebec and Western Canada. Total sales increased in food and drugstore while general merchandise sales were lower because of the intentional restriction of inventory as Loblaw continued to work on optimizing inventory controls, product mix and markdown strategies.

The *Real Canadian Superstore* banner in Ontario continued to achieve solid sales growth in the fourth quarter of 2007. Loblaw also experienced positive volume growth, based on retail units sold, of 3.6% in the fourth quarter of 2007 compared to the fourth quarter of 2006. The volume growth in the fourth quarter of 2006 was 2.4% compared to the fourth quarter of 2005.

Loblaw's analysis indicates that it had internal retail food price deflation of approximately 1.6% compared to the fourth quarter of 2006. National food price inflation as measured by CPI was 0.8% for the fourth quarter of 2007 compared to approximately 1.5% in the same period of 2006. This measure of inflation does not necessarily reflect the effect of inflation on the specific mix of goods offered in Loblaw stores.

During the fourth quarter of 2007, 8 new corporate and franchised stores were opened and 8 were closed, resulting in a net increase of 0.1 million square feet, or 0.1%, compared to the third quarter of 2007.

(1) See Non-GAAP Financial Measures beginning on page 55.

Operating income of \$132 million for the fourth quarter of 2007 increased by \$829 million, compared to an operating loss of \$697 million in 2006. Operating margin was 1.9% compared to (10.3)% in the fourth quarter of 2006. The 2006 operating loss was affected by an \$800 million non-cash goodwill impairment charge related to the goodwill associated with the acquisition of Provigo Inc. in 1998.

In the fourth quarter of 2007, Loblaw recognized the following in operating income:

- a charge of \$29 million (2006 – nil) related to Project Simplify involving restructuring and streamlining of merchandising and store operations. Costs were comprised of \$19 million for employee termination benefits including severance, additional pension costs resulting from the termination of employees and retention costs; and \$10 million of other costs, primarily consulting;
- a charge of \$7 million (2006 – nil) in connection with the restructuring of Loblaw's supply chain network;
- nil (2006 – \$35 million) in connection with the closure of certain stores in the Quebec and Atlantic markets and in the wholesale network that was part of the store operations restructuring activities;
- a charge of \$52 million (2006 – income of \$6 million) for the net effect of stock-based compensation and the associated equity forwards. The majority of the expense in the fourth quarter of 2007 included a non-cash loss on equity forwards of \$55 million (2006 – income of \$10 million) resulting from a decline in Loblaw's share price during the fourth quarter of 2007. At the end of the fourth quarter of 2007, Loblaw had cumulative equity forwards to buy 4.8 million (2006 – 4.8 million) of its common shares;
- a charge of \$3 million (2006 – \$68 million) from the liquidation of excess general merchandise inventory. The liquidation was completed as expected in the fourth quarter of 2007;
- income of \$4 million (2006 – nil) resulting from the consolidation of VIEs;
- nil (2006 – charge of \$800 million) for a non-cash goodwill impairment charge related to the goodwill established on the acquisition of Provigo Inc. in 1998; and
- nil (2006 – charge of \$84 million) related to the ratification of a new four-year collective agreement with members of certain Ontario locals of the UFCW.

After adjusting for the above-noted items, adjusted operating income<sup>(1)</sup> in the fourth quarter of 2007 decreased by \$65 million, or 22.9%, to \$219 million compared to \$284 million in the fourth quarter of 2006. Adjusted operating margin<sup>(1)</sup> decreased to 3.3% in the fourth quarter of 2007 compared to 4.4% in 2006 as growth in operating expenses exceeded growth in sales. Adjusted EBITDA margin<sup>(1)</sup> decreased to 5.2% from 6.4% in 2006.

In addition, adjusted operating income<sup>(1)</sup> in the fourth quarter of 2007 was influenced by the following items:

- gross margin declined approximately \$60 million from 2006, which represents 0.9% of sales, primarily due to targeted price reductions, to provide value to customers and drive same-store sales and sales volumes, and changes in sales mix, partially offset by improvements in shrink;
- incremental consulting costs compared to the prior year, other than those in connection with Project Simplify, amounted to \$12 million including expenses related to new supply chain and information technology improvement initiatives of \$6 million;
- a gain of \$11 million from the sale of an office building in Calgary, Alberta; and
- incremental non-cash fixed asset impairment charge of \$9 million related to asset carrying values in excess of fair values at specific store locations. The charge in the fourth quarter of 2007 was \$33 million compared to \$24 million in the fourth quarter of 2006.

Gross margin percentage continued to decline in the fourth quarter of 2007 as a result of Loblaw's continued investment in lower prices, as part of its Credit for Value initiative, to drive same-store sales growth in a targeted manner across the country. Sales increases in the quarter were insufficient to offset margin declines. Loblaw continued to experience higher store labour costs due to marketplace pressures and achieved reduced inventory shrink expenses in the fourth quarter of 2007 compared to the same quarter in 2006.

(1) See Non-GAAP Financial Measures beginning on page 55.

## Management's Discussion and Analysis

### Liquidity and Capital Resources

#### *Cash flows from operating activities of continuing operations*

Fourth quarter cash flows from operating activities of continuing operations were \$602 million in 2007 compared to \$889 million in the comparable period of 2006. The decrease was mainly due to the change in non-cash working capital, primarily as a result of changes in inventory, accounts payable and accrued liabilities.

#### *Cash flows used in investing activities of continuing operations*

Fourth quarter 2007 cash flows used in investing activities of continuing operations were \$236 million in 2007 compared to \$383 million in 2006, primarily driven by an increase in proceeds from fixed asset sales of \$156 million. Capital investment for the fourth quarter amounted to \$206 million (2006 – \$307 million).

During the fourth quarter, Loblaw sold property and a partially constructed building for a purchase price of approximately \$110 million. Loblaw leased back the property from the buyer for a term of 20 years, with options to renew, and in turn subleased the property to a third-party logistics provider. Loblaw also entered into a warehousing and distribution agreement with the third-party logistics provider, which will use this property to provide services to Loblaw.

#### *Cash flows used in financing activities of continuing operations*

Fourth quarter 2007 cash flows used in financing activities of continuing operations were \$197 million in 2007 compared to \$391 million in 2006. In 2006, Weston repaid \$200 million of 5.25% MTN as they matured.

### 10. INTERNAL CONTROL OVER FINANCIAL REPORTING

Management is responsible for establishing and maintaining adequate internal control over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with Canadian GAAP.

Management of Loblaw has concluded that, as of year end 2007, a previously reported weakness no longer exists in the design of the Company's internal control over financial reporting in the area of inventory controls. This design weakness was first identified in the first quarter of 2007 and was caused primarily by the lack of sufficient compensating controls in the absence of a perpetual inventory system.

Loblaw management continues to monitor and improve controls related to inventory and has designed and implemented the following compensating controls:

- New policies and procedures were developed and implemented throughout the third and fourth quarters of 2007 relating to:
  - Authorization procedures for the recommendation and processing of inventory markdowns;
  - Excess inventory review procedures; and
  - Regular assessments of the appropriateness of assumptions used in identifying excess inventory.
- Loblaw management has enhanced the quarterly retail count process by designing and implementing a statistically sound count method that is able to be extrapolated across Loblaw inventory.
- The assumptions used to determine the discount rate to calculate the cost value of inventory are now evaluated on a more standardized and regular basis.
- The assumptions and guidance used to identify excess inventory and apply related markdowns are now evaluated on a more standardized and regular basis.

Other than the remediation steps discussed above, there was no change in the Company's internal controls over financial reporting that occurred during the quarter ended December 31, 2007 that materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

### 11. MANAGEMENT'S CERTIFICATION OF DISCLOSURE CONTROLS AND PROCEDURES

Management is responsible for designing disclosure controls and procedures to provide reasonable assurance that all material information relating to the Company and its subsidiaries is gathered and reported to senior management on a timely basis so that appropriate decisions can be made regarding public disclosure. As required by Multilateral Instrument 52-109 (Certification of Disclosure in Issuers' Annual and Interim Filings) of the Canadian Securities Administrators, the Chairman & President and the Chief Financial Officer have evaluated the effectiveness of such disclosure controls and procedures and have concluded that the Company's disclosure controls and procedures were effective as at December 31, 2007.

## 12. OPERATING RISKS AND RISK MANAGEMENT

Each year, the Company performs an Enterprise Risk Assessment (“ERA”), which identifies the key risks facing the Company and evaluates the risk management effectiveness for each of these risks. The assessment is primarily carried out through interviews with senior management, who assess the potential impact of risks and the likelihood that a negative impact will occur. The results of the ERA are used to prioritize risk management activities, allocate resources effectively and develop a risk-based internal audit plan. The risks identified through its ERA process are presented and discussed with the Audit Committee.

A description of the risks and risk management strategies identified by the ERA is included in the risks discussed below, any of which has the potential to negatively affect financial performance. The Company has operating and risk management strategies including insurance programs, which help to mitigate the potential financial impact of these operating risks. While the Company employs strategies to minimize these risks, these strategies do not guarantee that events or circumstances will not occur which could negatively affect the Company’s financial condition and performance.

### ***Industry and Competitive Environment***

The North American food processing and retail industries are evolving and operate in increasingly competitive markets. Consumers’ needs drive changes in the industries, and are impacted by changing demographic and economic trends such as changes in disposable income, ethnic diversity, health and environmental awareness and time availability. Customer satisfaction is central to the Company’s business. Over the past several years, consumers have demanded more choice, value and convenience. If the Company is ineffective in responding to these trends or ineffective in executing its strategies, its financial performance could be negatively impacted.

The Company reviews and monitors operating plans and results, including market share in its reportable operating segments. When necessary, the segments will modify their operating strategies, including relocating production facilities or stores, closing underperforming stores, reviewing pricing and adjusting product offerings, brand positioning and/or marketing programs to take into account competitive activity. A significant competitive advantage the Company has developed is its brands. Both segments focus on brand development and building upon their core brand equity. Weston Foods’ premium and mainstream brands provide Weston Foods with strong core brands and product lines that enhance consumer loyalty, trusted as they are for quality, great taste and freshness. Loblaw’s control label program represents a competitive advantage because it enhances customer loyalty by offering superior value and provides some protection against national brand pricing strategies.

As a result of the continuing and accelerating cost pressures being experienced by the food processing industry and the difficult sales environment being experienced by many food retailers, Weston Foods anticipates that industry restructurings are likely. Although the outcome and the impact, if any, on the Company’s consolidated financial results from this anticipated restructuring are uncertain, Weston Foods will closely monitor developments in the food processing industry and food retail market and, if required, adjust its strategies and programs as necessary.

Loblaw’s competitors include traditional supermarket operators, as well as mass merchandisers, warehouse clubs, drugstores, limited assortment stores, discount stores, convenience stores and specialty stores. Many of these competitors now offer a selection of food, drugstore and general merchandise. Others remain focused on supermarket-type merchandise. Loblaw is also subject to competitive pressures from new entrants into the marketplace and from the expansion of existing competitors, particularly those expanding into the grocery market. These competitors may have extensive resources which will allow them to compete effectively with Loblaw in the long term. Increased competition could adversely affect Loblaw’s ability to achieve its objectives. Loblaw’s inability to compete effectively with its current or any future competitors could result in, among other things, lessening of market share and lower pricing in response to its competitors’ pricing activities. Accordingly, Loblaw’s competitive position and financial performance could be negatively impacted.

Loblaw monitors its market share and the markets in which it operates, and will adjust its operating strategies, which include, but are not limited to, closing underperforming stores, relocating stores or reformatting them under a different banner, reviewing pricing and adjusting product offerings and marketing programs.

## Management's Discussion and Analysis

### ***Change Management and Execution***

2007 was a year of significant change for the Company. Project Simplify resulted in changes to Loblaw's structures and business processes. Other significant initiatives in support of Loblaw's multi-year turnaround plan are underway or planned. While these changes are expected to bring benefits to Loblaw in the form of a more agile and consumer-focused business, success is dependent on management effectively realizing the intended benefits.

Ineffective change management may result in disruptions to the operations of the business or affect the ability of the Company to implement and achieve its strategic objectives, due to a lack of clear accountabilities or lack of requisite knowledge which may cause employees to act in a manner which is inconsistent with Company objectives. Any of these events could negatively impact the Company's performance. The Company may not always achieve the expected cost savings and other benefits of its initiatives.

### ***Information Technology***

To support the current and future requirements of the business in an efficient, cost-effective and well-controlled manner, the Company is reliant on information technology ("IT") systems. These have been assessed by management as needing significant upgrading in certain areas in order to act as an enabler for the businesses. These systems may not provide the appropriate degree of efficiency to support the required changes to business processes of the Company. These systems are essential in providing management with the appropriate information for decision making, including its key performance indicators. Change management risk and other associated risks will arise from the various projects which will be undertaken to upgrade existing systems and introduce new systems to enhance effective management of the business going forward. Failure by the Company to appropriately invest in information technology or failure to implement information technology infrastructure in a timely or effective manner may negatively impact the Company's financial performance. During 2007, Loblaw developed an IT strategic plan to guide the new systems environment it requires. This plan will begin to be implemented in 2008.

Any failures in the Company's information security systems or non-compliance with information security standards, including those in relation to personal information belonging to the Company's customers, could result in harm to the reputation or competitive position of the Company and could negatively affect financial performance.

### ***Supply Chain***

The need to invest in and improve the Company's supply chain may adversely affect the Company's capacity to effectively and efficiently access current and potential customers. A significant restructuring of Loblaw's supply chain is planned for the next several years. Although this initiative is expected to result in improved service levels for Loblaw's stores, the scale of the change and the implementation of new processes could cause disruption in the flow of goods to stores, which would negatively affect sales. Loblaw's plans to grow its apparel business depend on improvements to the current supply chain processes related to that merchandise. Before and as these changes are implemented, it is possible that the flow of these goods could also be negatively affected, which could negatively affect sales.

### ***Food Safety and Public Health***

The Company is subject to risks associated with product defects, food safety and product handling. Such liabilities may arise in relation to the manufacturing, preparation, storage, distribution and display of products and, with respect to the Company's control label and contract manufactured products, in relation to the production, packaging and design of products. Any event related to these matters has the potential to adversely affect the Company's reputation and its financial performance.

A majority of the Company's sales are generated from food products and the Company could be vulnerable in the event of a significant outbreak of food-borne illness or increased public health concerns in connection with certain food products. Such an event could negatively affect the Company's financial performance. Procedures are in place to manage such events, should they occur. These procedures identify risks, provide clear communication to employees and consumers and are aimed at ensuring that potentially harmful products are expeditiously removed from inventory. The Company has food safety procedures and programs, which address safe food handling and preparation standards. The Company endeavours to employ best practices for the storage and distribution of food products and also actively supports consumer awareness of safe food handling and consumption. The ability of these procedures to address such events is dependent on their successful execution. The existence of these procedures does not mean that the Company will in all circumstances be able to mitigate these risks.

The Company strives to ensure its brands and Loblaw's control label products meet all applicable regulatory requirements including having nutritional labelling so that today's health conscious consumer can make informed choices.

### **Labour**

A significant portion of the Company's workforce is unionized. Renegotiating collective agreements may result in work stoppages or slowdowns, which could negatively affect the Company's financial performance, depending on their nature and duration. The Company is willing to accept the short term costs of labour disruption in order to negotiate competitive labour costs and operating conditions for the longer term. Significant labour negotiations took place across the Company in 2007 as 104 collective agreements expired and 101 collective agreements were successfully negotiated which represented a combination of agreements expiring in 2007, those carried over from prior years and those negotiated early. In 2008, 101 collective agreements affecting approximately 17,000 employees will expire, with the single largest agreement covering approximately 3,100 employees. The Company will also continue to negotiate the 75 collective agreements carried over from 2005 to 2007. The Company has good relations with its employees and unions and, although it is possible, does not anticipate any unusual difficulties in renegotiating these agreements.

Several of the Company's competitors operate in a non-union environment. These competitors may benefit from lower labour costs and more favourable operating efficiencies, making it more difficult for the Company to compete.

### **Franchisees**

A substantial portion of Loblaw's revenues and earnings come from amounts paid by franchisees. Franchisees are independent businesses and, as a result, their operations may be negatively affected by factors beyond the Company's control, which in turn may damage the Company's reputation and potentially affect revenues and earnings. Revenues and earnings would also be negatively affected and the Company's reputation could be harmed if a significant number of franchisees were to: experience operational failures, including health and safety exposures; experience financial difficulty; be unwilling or unable to pay Loblaw for products, rent or other fees; or fail to enter into renewals of franchise agreements. The Company's franchise system is also subject to franchise laws and regulations enacted by a number of provinces. Any new legislation or failure to comply with existing legislation may negatively affect operations, and could add administrative costs and burdens associated with these regulations, all of which could affect the Company's relationship with its franchisees.

### **Commodity Prices**

Weston Foods costs are directly impacted by fluctuations in the price of commodities such as wheat, flour, sugar, vegetable oil, cocoa, natural gas and fuel. Increases in the price of these commodities could adversely affect the Company's financial performance. In order to minimize the economic effect of these price fluctuations, Weston Foods hedges a portion of its anticipated raw material purchases. As at year end 2007, Weston Foods had entered into commodity future contracts that mitigate the economic impact of price fluctuations on some commodities for approximately 6 months, on average, into 2008.

However, in 2007 and 2006, the prices of many of these commodities increased at unprecedented rates. There can be no assurance that the Company's hedging arrangements will continue to minimize the short term economic impact on the Company's financial results, particularly if commodity prices continue to be volatile.

### **Employee Future Benefit Contributions**

The Company's funded defined benefit pension plans are currently adequately funded and returns on defined benefit pension plan assets are in line with expectations; however, there is no assurance that this will continue. An extended period of depressed capital markets and low interest rates could require the Company to make contributions to its funded defined benefit pension plans in excess of those currently contemplated, which in turn could have a negative effect on the Company's financial performance.

During 2007, the Company contributed \$88 million (2006 – \$125 million) to its funded defined benefit pension plans. During 2008, the Company expects to contribute approximately \$86 million to these plans. This estimate may vary subject to the completion of actuarial valuations, market performance and regulatory requirements. The Company also expects to make contributions in 2008 to defined contribution pension plans and multi-employer pension plans, as well as benefit payments to the beneficiaries of the unfunded defined benefit pension and other benefit plans.

### **Multi-Employer Pension Plans**

In addition to the Company-sponsored pension plans, the Company participates in various multi-employer pension plans, providing pension benefits in which approximately 41% (2006 – 41%) of employees of the Company and of its independent franchisees participate. The administration of these plans and the investment of their assets are legally controlled by boards of independent trustees generally consisting of an equal number of union and employer representatives. In some circumstances, the Company may have a representative on the board of trustees of these multi-employer pension plans. The Company's responsibility to make contributions to these plans is limited by the amounts established pursuant to its collective agreements; however, poor performance of these plans could have an adverse impact on the Company's employees and former employees who are members of these plans. Pension cost for these plans is recognized as contributions are due.

## Management's Discussion and Analysis

During the first quarter of 2007, Weston and Loblaw were two of 17 defendants served with an action brought in the Superior Court of Ontario by certain beneficiaries of a multi-employer pension plan in which employees of Loblaw and those of its independent franchisees participate. In their claim against the employers and the trustees of the multi-employer pension plan, the plaintiffs claim that assets of the multi-employer pension plan have been mismanaged and are seeking, among other demands, damages of \$1 billion. The action is framed as a representative action on behalf of all beneficiaries of the multi-employer pension plan. The Company has received notice from counsel for the plaintiffs indicating that he has received instructions from his client to discontinue the action against the employers including the Company. The action against the trustees is ongoing and one of the trustees, an officer of Loblaw, may be entitled to indemnification from Loblaw.

### **Third-Party Providers**

Certain aspects of the Company's business are significantly affected by third-party providers. Although appropriate contractual arrangements are put in place with these third parties, the Company has no direct influence over how such third parties are managed. It is possible that negative events affecting these third parties could in turn negatively impact the Company's operations and its financial performance.

A large portion of Loblaw's case-ready meat products are produced by a third party which operates facilities dedicated to Loblaw.

In addition, certain of Weston Foods products and Loblaw's control label products are manufactured under contract by third-party vendors. To preserve the brands' equity, these vendors are held to high standards of quality but there is no assurance that these standards will be achieved. The Company also uses third-party logistic services including those in connection with a dedicated warehouse and distribution centre in Pickering, Ontario, a planned warehouse and distribution centre in Ajax, Ontario, and third-party common carriers. Any disruption in these services could interrupt the flow of goods and therefore could negatively impact sales.

*President's Choice Financial* banking services are provided by a major Canadian chartered bank. *PC Bank* uses third-party service providers to process credit card transactions, operate call centres and monitor a portion of credit and fraud for the *President's Choice Financial MasterCard*®. To minimize operating risk, *PC Bank* and Loblaw actively manage and monitor their relationship with all third-party providers. *PC Bank* has developed a vendor management policy, approved by its Board of Directors, and has established a vendor management team that provides its Board with regular reports on vendor management and risk assessment.

*PC Financial* home and auto insurance products are provided by companies within the Aviva Canada group, the Canadian subsidiary of a major international property and casualty insurance provider.

### **Excess Inventory**

It is possible that certain of Loblaw's general merchandising programs will result in excess inventory that cannot be sold profitably through Loblaw's stores. Excess inventory may result in mark downs, shrink or the need to liquidate the inventory, all of which may negatively impact the Company's financial performance. In addition, Loblaw's current inventory management infrastructure, including its information technology systems, is not efficient in its tracking of inventory through all stages of the supply chain. Loblaw has implemented procedures and information technology workarounds which provide management with the ability to adequately detect and quantify excess and obsolete inventory.

### **Real Estate**

Real estate development plans may be contingent on successful negotiation of labour agreements with respect to same-site expansion or redevelopment. As Loblaw continues to offer general merchandise, on-time execution of the real estate program becomes increasingly important due to significantly longer lead times required for ordering this merchandise. Delays in execution could lead to inventory management issues. Loblaw maintains a significant portfolio of owned retail real estate and, whenever practical, pursues a strategy of purchasing sites for future store locations. This enhances Loblaw's operating flexibility by enabling it to introduce new departments and services that could be precluded under third-party operating leases. At year end 2007, Loblaw owned 73% (2006 – 72%) of its corporate store square footage and owned 46% (2006 – 45%) of its franchise square footage.

### **Seasonality**

The Company's operations as they relate to food, specifically inventory levels, sales volumes and sales mix, are impacted to some degree by certain holiday periods throughout the year. Both of the Company's reportable operating segments continuously monitor the impact holidays may have on their operations and adjust inventory levels and production and delivery schedules as required.



### ***Employee Development and Retention***

The degree to which the Company is not effective in developing its employees and establishing appropriate succession planning processes and retention strategies could lead to a lack of requisite knowledge, skills and experience which could, in turn, affect the Company's ability to execute its strategies, efficiently run its operations and meet its goals for financial performance. The Company continues to focus on the development of employees at all levels and across all regions. Effective employee development and succession planning are essential to sustaining the growth and success of the Company. However, these areas are not yet fully developed and the Company is implementing such processes.

The tight labour market in Western Canada has created unique challenges to effectively operate manufacturing facilities, stores and distribution centres thereby affecting the Company's ability to meet its business objectives. The Company has implemented programs to attract the appropriate calibre of employees in a very competitive environment, but there is no certainty that these programs will continue to be effective.

### ***Utility and Fuel Prices***

The Company is a significant consumer of electricity, other utilities and fuel. The Company has entered into contracts to fix the price of a portion of its future variable costs associated with electricity and natural gas, and financial contracts to fix a portion of variable costs associated with heating oil requirements for 2008. Despite these arrangements, unanticipated cost increases in these items could negatively affect the Company's financial performance.

### ***Environmental, Health and Safety***

Adverse environmental and health and safety events could negatively affect the Company's reputation and financial performance. The Company has environmental, health and workplace safety programs in place and has established policies and procedures aimed at ensuring compliance with applicable legislative requirements. To this end, the Company employs environmental risk assessments and audits using internal and external resources together with employee awareness programs throughout its operating locations.

The Company endeavours to be socially and environmentally responsible, and recognizes that the competitive pressures for economic growth and cost efficiency must be integrated with sound environmental stewardship and ecological considerations. Environmental protection requirements do not and are not expected to have a material effect on the Company's financial performance.

The Environmental, Health and Safety Committee of the Board receives regular reporting from management, addressing current and potential future issues, identifying new regulatory concerns and related communication efforts. The Company's dedicated Environmental Affairs staff work closely with the operations to help ensure that corporate requirements are met.

### ***Ethical Business Conduct***

The Company has adopted a Code of Business Conduct which employees and directors of the Company are required to acknowledge and agree to on a regular basis. The Company has in place an Ethics and Business Conduct Committee, comprised of senior management, which monitors compliance with the Code of Business Conduct and determines how the Company can best ensure it is conducting its business in an ethical manner. The Company encourages reporting of unethical conduct and has established a toll-free anonymous response line, which can be used by employees to report suspected accounting, internal control or auditing irregularities and unethical behaviour impacting the Company. Loblaw has also adopted a Vendor Code of Conduct, which outlines its ethical expectations to its vendor community in a number of areas, including social responsibility. Any failure of the Company or its vendors to adhere to these policies, the law or ethical business practices could significantly affect the Company's reputation and brands and could, therefore, negatively impact the Company's financial performance.

### ***Legal, Taxation and Accounting***

Changes to any of the laws, rules, regulations or policies related to the Company's business, including the production, processing, preparation, distribution, packaging and labelling of its products, could have an adverse impact on its financial and operational performance. In the course of complying with such changes, the Company may incur significant costs. Failure by the Company to fully comply with applicable laws, rules, regulations and policies may subject it to civil or regulatory actions or proceedings, including fines, assessments, injunctions, recalls or seizures, which may have an adverse effect on the Company's financial results.

The Company is subject to various laws regarding the protection of personal information and has adopted a Privacy Code setting out guidelines for the handling of personal information. Any failure of the Company to comply with these laws may result in damage to its reputation and negatively affect financial performance.

## Management's Discussion and Analysis

There can be no assurance that the tax laws and regulations in the jurisdictions affecting the Company will not be changed in a manner which could adversely affect the Company. New accounting pronouncements introduced by appropriate authoritative bodies may also impact the Company's financial results.

### **Insurance**

The Company attempts to limit its exposure to certain risks through a combination of appropriate levels of self-insurance and the purchase of various insurance coverages, including an integrated insurance program. The Company's insurance program is based on various lines and limits of coverage. Insurance is arranged on a multi-year basis with reliable, financially stable insurance companies as rated by A.M. Best Company, Inc. The Company combines comprehensive risk management programs and the active management of claims handling and litigation processes by using internal professionals and external technical expertise. These programs do not guarantee that any given risk will be mitigated in all circumstances.

### **Holding Company Structure**

Weston is a holding company. As such, it does not carry on all of its business directly but does so through its subsidiaries. It has no major source of income or assets of its own, other than the interests it has in its subsidiaries, which are all separate legal entities.

Weston is therefore financially dependent on dividends and other distributions it receives from its subsidiaries.

## **13. FINANCIAL RISKS AND RISK MANAGEMENT**

In the normal course of business, the Company is exposed to financial risks that have the potential to negatively affect its financial performance, including financial risks related to changes in interest rates, foreign currency exchange rates, the market prices of Weston and Loblaw common shares and liquidity. The Company is also exposed to credit and counterparty risks on certain of its financial instruments. These risks and the actions taken to minimize them are discussed below. While the Company employs strategies to minimize these risks, these strategies do not guarantee that events or circumstances will not occur that negatively affect the Company's financial condition and performance.

### **Liquidity**

The Company's ability to obtain funding from external sources may be restricted by further downgrades in the Company's credit ratings, should the Company's financial performance and condition deteriorate. In addition, credit and capital markets are subject to inherent global risks that may negatively affect the Company's access and ability to fund its short term and long term debt requirements.

The Company mitigates these risks by actively maintaining appropriate levels of cash and cash equivalents, actively monitoring market conditions and diversifying its sources of funding and maturity profile.

### **Derivative Instruments**

The Company uses over-the-counter derivative instruments, specifically cross currency basis swaps, interest rate swaps, equity forwards and swaps, and commodity futures and options, to manage its risks and costs associated with its net assets, financing activities, stock-based compensation plans and future purchases of raw materials. The fair value of derivative instruments is subject to changing market conditions which could negatively impact earnings. The Company maintains treasury centres that operate under policies and guidelines approved by the Board, covering funding, investing, equity, foreign currency exchange and interest rate management. The Company's policies and guidelines prohibit the use of any derivative instrument for trading or speculative purposes. See notes 1 and 24 to the consolidated financial statements for additional information about the Company's derivative instruments.

### **Foreign Currency Exchange Rate**

Loblaw enters into cross currency basis swaps to manage its current and anticipated exposure to fluctuations in foreign currency exchange rates. Loblaw's cross currency basis swaps are transactions in which floating interest payments and principal amounts in United States dollars are exchanged against the receipt of floating interest payments and principal amounts in Canadian dollars. These cross currency basis swaps limit Loblaw's exposure to foreign currency exchange rate fluctuations on a portion of its United States dollar denominated assets, principally cash, cash equivalents and short term investments.

The Company's consolidated financial statements are expressed in Canadian dollars but a significant portion of its Weston Foods business occurs in United States dollars through its U.S. net investment. The U.S. net investment is translated into Canadian dollars at the foreign currency exchange rate in effect at each balance sheet date. As a result, the Company is exposed to exchange rate gains and losses which are recorded in other comprehensive loss with the offset in the reported Canadian dollar value of the related assets and liabilities included in the U.S. net investment. During 2007, the Canadian dollar appreciated relative to the United States dollar, resulting in a reduction of the Company's U.S. net investment and a corresponding increase in accumulated other comprehensive loss of

\$508 million. In addition, revenues and expenses of these self-sustaining foreign operations are translated into Canadian dollars at the average foreign currency exchange rate for the year. An appreciating Canadian dollar relative to the United States dollar will negatively impact year-over-year changes in reported sales, operating income and net earnings, while a depreciating Canadian dollar relative to the United States dollar will have the opposite impact.

### **Interest Rate**

The Company enters into interest rate swaps to manage its current and anticipated exposure to fluctuations in interest rates impacted by market liquidity. Interest rate swaps are transactions in which the Company exchanges interest flows with a counterparty on a specified notional amount for a predetermined period based on agreed-upon fixed and floating interest rates. Notional amounts are not exchanged. The Company monitors market conditions and the impact of interest rate fluctuations on its fixed and floating interest rate exposure mix on an ongoing basis.

### **Common Share Market Price**

Changes in Weston and Loblaw common share prices impact the Company's stock-based compensation costs. The Company strives to manage these exposures by entering into equity swap and forward transactions. In 2007, Weston had cumulative outstanding equity swaps in respect of 1.7 million common shares and Loblaw had cumulative outstanding equity forwards in respect of 4.8 million common shares. These swaps and forwards allow for several methods of settlement including net cash settlement. They change in value as the market prices of the underlying common shares change and provide a partial offset to fluctuations in Weston's and Loblaw's stock-based compensation costs, including the restricted share units plan expense, when the market prices of Weston and Loblaw common shares exceed the exercise price of the related employee stock options. When the market prices of Weston and Loblaw common shares are lower than the exercise price of the related employee stock options, these equity derivatives will provide a partial offset only to the restricted share units plan expense. The amount of net stock-based compensation cost recorded in operating income is mainly dependent upon the number of unexercised stock options and restricted share units and their vesting schedules relative to the number of underlying common shares on the equity derivatives and the level of and fluctuations in the market prices of the underlying common shares.

Changes in the Loblaw common share price impact the Company's interest and other financing charges. In 2001, Weston entered into an equity forward sale agreement based on 9.6 million Loblaw common shares at an original forward price of \$48.50 per Loblaw common share which, under the terms of the agreement, had increased to a forward price of \$72.06 (2006 – \$67.64) per Loblaw common share as at December 31, 2007. The forward matures in 2031 and will be settled in cash as follows: Weston will receive the forward price and will pay the market value of the underlying Loblaw common shares at maturity. The obligation of Weston under this forward is secured by the underlying Loblaw common shares. Weston entered into this forward to partially offset any repayment risk associated with its Series A, 7.00% and Series B Debentures. Weston recognizes a non-cash charge or income, which is included in consolidated interest expense and other financing charges, representing the fair value adjustment of Weston's forward sale agreement for 9.6 million shares. The fair value adjustment in the forward contract is a non-cash item resulting from fluctuations in the market price of the underlying Loblaw shares that Weston owns. Weston does not record any change in the market price associated with the Loblaw shares it owns. At maturity, if the forward price is greater than the market price, Weston will receive a cash amount equal to the difference. If the forward price is less than the market price, Weston will pay a cash amount equal to the difference. Any cash paid under the forward contract could be offset by the sale of Loblaw shares.

### **Credit**

The Company is exposed to credit risk resulting from the possibility that counterparties may default on their financial obligations, or if there is a concentration of transactions carried out with the same counterparty or of financial obligations which have similar economic characteristics such that they could be similarly affected by changes in economic conditions. Exposure to credit risk relates to derivative instruments, cash equivalents and short term investments, amounts receivable from Weston Foods customers and suppliers, PC Bank's credit card receivables and accounts receivable from independent franchisees, associates and independent accounts.

The Company may be exposed to losses should any counterparty to the Company's financial or non-financial derivative agreements fail to fulfill its obligations. The Company has sought to minimize potential counterparty risk and losses by conducting transactions for its derivative agreements with counterparties that have at minimum a long term "A" credit rating from a recognized credit rating agency and by placing risk adjusted limits on its exposure to any single counterparty for its financial derivative agreements. The Company has internal policies, controls and reporting processes, which require ongoing assessment and corrective action, if necessary, with respect to its derivative transactions. In addition, principal amounts on cross currency basis swaps and equity swaps and forwards are each netted by agreement and there is no exposure to loss of the original notional principal amounts on the interest rate swaps and equity swaps and forwards.

## Management's Discussion and Analysis

Credit risk associated with the Company's cash equivalents and short term investments results from the possibility that a counterparty may default on the repayment of a security. The Company attempts to mitigate this risk through policies and guidelines that require issuers of permissible investments to have at minimum a long term "A" credit rating from a recognized credit rating agency and that specify minimum and maximum exposures to specific issuers and that specify the type of instruments to be held by the Company.

Weston Foods performs ongoing credit evaluations to assess the financial condition of its new and existing suppliers and customers for amounts receivable from these counterparties.

Loblaw's exposure to credit risk from *PC Bank's* credit card receivables and receivables from independent franchisees, associates and independent accounts results from the possibility that customers may default on their payment obligation. *PC Bank* manages the credit card receivable risk by employing stringent credit scoring techniques, actively monitoring the credit card portfolio and reviewing techniques and technology that can improve the effectiveness of the collection process. In addition, these receivables are dispersed among a large, diversified group of credit card customers.

Loblaw accounts receivable from independent franchisees, associates and independent accounts are actively monitored on an ongoing basis and settled on a frequent basis in accordance with the terms specified in the applicable agreements.

### 14. RELATED PARTY TRANSACTIONS

Weston's majority shareholder, Wittington Investments, Limited ("Wittington"), and its affiliates are related parties. Weston, in the normal course of business, has routine transactions with these related parties, including the rental of office space at market prices from Wittington. Rental payments amounted to approximately \$3 million in 2007 (2006 – \$6 million). It is Weston's policy to conduct all transactions and settle balances with related parties on market terms and conditions. For a detailed description of the Company's related party transactions, see note 27 to the consolidated financial statements.

From time to time, the Company and Wittington may make elections that are permitted or required under applicable income tax legislation with respect to affiliated corporations and, as a result, may enter into agreements in that regard. These elections and accompanying agreements do not have any material impact on the Company.

### 15. CRITICAL ACCOUNTING ESTIMATES

The preparation of financial statements in accordance with Canadian GAAP requires management to make estimates and assumptions that affect the reported amounts and disclosures made in the consolidated financial statements and accompanying notes.

Management continually evaluates the estimates and assumptions it uses. These estimates and assumptions are based on management's historical experience, best knowledge of current events and conditions and activities that the Company may undertake in the future. Actual results could differ from these estimates.

The estimates and assumptions described in this section depend upon subjective or complex judgments about matters that may be uncertain and changes in these estimates and assumptions could materially impact the consolidated financial statements.

#### *Inventories*

Certain Loblaw retail store inventories are stated at the lower of cost and estimated net realizable value less normal gross profit margin. Loblaw is required to make significant estimation or judgment in the determination of (i) discount factors used to convert inventory to cost after a physical count at retail has been completed and (ii) estimated inventory losses, or shrinkage, occurring between the last physical inventory count and the balance sheet date.

Inventories counted at retail are converted to cost by applying a discount factor to retail selling prices. This discount factor is determined at a category or department level, is calculated in relation to historical gross margins and is reviewed on a regular basis for reasonableness. Inventory shrinkage, which is calculated as a percentage of sales, is evaluated throughout the year and provides for estimated inventory shortages from the last physical count to the balance sheet date. To the extent that actual losses experienced vary from those estimated, both inventories and operating income may be impacted. Changes or differences in these estimates may result in changes to inventories on the consolidated balance sheet and a charge or credit to operating income in the consolidated statement of earnings.

In the first quarter of 2008, the Company will implement Section 3031, "Inventories", the implications of which are further discussed in the Future Accounting Standards section of this MD&A.

### ***Employee Future Benefits***

The cost and accrued benefit plan obligations of the Company's defined benefit pension plans and other benefit plans are accrued based on actuarial valuations which are dependent on assumptions determined by management. These assumptions include the discount rate, the expected long term rate of return on plan assets, the expected growth rate of health care costs, the rate of compensation increase, retirement ages, termination rates and mortality rates. These assumptions are reviewed annually by management and the Company's actuaries.

The discount rate, the expected long term rate of return on plan assets and the expected growth rate in health care costs are the three most significant assumptions.

The discount rates are based on market interest rates, as at the Company's measurement date of September 30 on a portfolio of Corporate AA bonds with terms to maturity that, on average, match the terms of the accrued benefit plan obligations. The discount rates used to determine the 2007 net cost for defined benefit pension and other benefit plans were 5.1% and 5.1%, respectively on a weighted average basis, compared to 5.3% and 5.3%, respectively, in 2006. The discount rates used to determine the net 2008 defined benefit pension and other benefit plans costs increased to 5.5% and 5.3%, respectively, in Canada and increased to 6.0% and 6.0%, respectively, in the United States.

The expected long term rate of return on plan assets is based on current market conditions, the asset mix, the active management of defined benefit pension plan assets and on historical returns. The Company's defined benefit pension plan assets had a 10 year annualized return of 7.2% as at the 2007 measurement date. The actual annual returns within this 10 year period varied with market conditions. The Company has assumed a 7.5% expected long term rate of return on plan assets in Canada and 8.0% on plan assets in the United States in calculating its defined benefit pension plans cost for 2008.

The expected growth rate in health care costs for 2007 was based on external data and the Company's historical trends for health care costs, and in 2008 initial growth rates will be relatively consistent with those of 2007.

Since the three key assumptions discussed above are forward-looking and long term in nature, they are subject to uncertainty and actual results may differ. In accordance with Canadian GAAP, differences between actual experience and the assumptions, as well as the impact of changes in the assumptions, are accumulated as unamortized net actuarial gains and losses and amortized over future periods, affecting the recognized cost of defined benefit pension plans and other benefit plans and the accrued benefit plan obligation in future periods. While the Company believes that its assumptions are appropriate, significant differences in actual experience or significant changes in the Company's assumptions may materially affect its defined benefit pension plans and other benefit plans accrued benefit plan obligations and future costs.

Additional information regarding the Company's pension and other benefit plans, including a sensitivity analysis for changes in key assumptions, is provided in note 16 to the consolidated financial statements and in the Employee Future Benefit Contributions discussion in the Operating Risks and Risk Management section of this MD&A.

### ***Goodwill and Indefinite Life Intangible Assets***

Goodwill is not amortized and is assessed for impairment at the reporting unit level at least annually. Any potential goodwill impairment is identified by comparing the fair value of a reporting unit to its carrying value. If the fair value of the reporting unit exceeds its carrying value, goodwill is considered not to be impaired. If the carrying value of the reporting unit exceeds its fair value, a more detailed goodwill impairment assessment must be undertaken. A goodwill impairment charge is recognized to the extent that, at the reporting unit level, the carrying value of goodwill exceeds the implied fair value. Any goodwill impairment will result in a reduction in the carrying value of goodwill on the consolidated balance sheet and in the recognition of a non-cash impairment charge in operating income in the consolidated statement of earnings.

The Company determines the fair value of its reporting units using a discounted cash flow model corroborated by other valuation techniques such as market multiples. The process of determining these fair values requires management to make estimates and assumptions of a long term nature including, but not limited to, projected future sales, earnings and capital investment, discount rates and terminal growth rates. Projected future sales, earnings and capital investment are consistent with strategic plans presented to the Board. Discount rates are based on an industry weighted average cost of capital. These estimates and assumptions may change in the future due to uncertain competitive and economic market conditions or changes in business strategies.

## Management's Discussion and Analysis

In 2006, the annual goodwill impairment test was performed and it was determined that the carrying value of the goodwill established on the acquisition of Provigo Inc. in 1998 exceeded its respective fair value. As a result, in 2006, Loblaw recorded in operating income a non-cash goodwill impairment charge of \$800 million relating to this goodwill. The determination that the fair value of goodwill was less than its carrying value resulted from a decline in market multiples, both from an industry and Loblaw perspective, and a reduction of fair value as determined using the discounted cash flow methodology, incorporating both current Loblaw and market assumptions, which in combination resulted in the goodwill impairment. This \$800 million non-cash goodwill impairment charge was finalized in the second quarter of 2007.

During the fourth quarter of 2007, the Company performed its annual goodwill impairment test and determined that there was no impairment of the carrying value of goodwill.

Intangible assets with indefinite useful lives, primarily consisting of certain Weston Foods trademarks and brand names, are assessed for impairment at least annually. Any potential intangible asset impairment is identified by comparing the fair value of the indefinite life intangible asset to its carrying value. If the fair value of the intangible asset exceeds its carrying value, the intangible asset is considered not to be impaired. If the carrying value of the intangible asset exceeds its fair value, impairment is identified as the difference between the fair value and the carrying value and will result in a reduction in the carrying value of the intangible assets on the consolidated balance sheet and the recognition of a non-cash impairment charge in operating income in the consolidated statement of earnings.

The Company determines the fair value of its trademarks and brand names by using the "Relief from Royalty Method", a discounted cash flow model. The process of determining the fair values requires management to make assumptions of a long term nature regarding projected future sales, terminal growth rates, royalty rates and discount rates. Projected future sales are consistent with strategic plans presented to Weston's Board and discount rates are based on an industry after-tax cost of equity. These estimates and assumptions may change in the future due to uncertain competitive and economic market conditions or changes in business strategies.

During the fourth quarters of 2007 and 2006, the Company performed the annual indefinite life intangible assets impairment tests and determined that there was no impairment of the carrying values of indefinite life intangible assets.

### **Income Taxes**

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

At each balance sheet date, future income tax assets are reviewed to determine whether a valuation allowance is required. Such an allowance is required when it is deemed unlikely that projected future taxable income will be sufficient to realize the future income tax benefits.

Changes or differences in the underlying estimates or assumptions may result in changes to the current or future income tax balances on the consolidated balance sheet, a charge or credit to income tax expense in the consolidated statement of earnings and may result in cash payments or receipts.

### **Fixed Assets**

Fixed assets to be held and used are reviewed for impairment annually and when events or circumstances indicate that their carrying value exceeds the sum of the undiscounted cash flows expected from their use and eventual disposition. An impairment loss is measured as the amount by which the fixed assets carrying value exceeds the fair value. As discussed in notes 4 and 14 to the consolidated financial statements, the Company reviewed certain fixed assets for impairment in the Weston Foods and Loblaw operating segments due to circumstances that indicated that their carrying values may not be recovered. The factor that most significantly influences the impairment assessments and calculations is estimates of future cash flows. The Company uses its internal plans in estimating future cash flows. These plans reflect the Company's current best estimate of future cash flows but may change in the future due to uncertain competitive and economic market conditions or changes in business strategies. Changes or differences in these estimates may result in changes to fixed assets on the consolidated balance sheet and a charge to operating income on the statement of earnings.

### **Goods and Services Tax and Provincial Sales Taxes**

During 2005, Loblaw recorded a charge relating to an audit and proposed assessment by the Canada Revenue Agency relating to GST on certain products sold on which GST was not appropriately charged and remitted. In light of this proposed assessment, the Company assessed and estimated the potential liabilities for GST and PST in other areas of its operations for various periods. Accordingly, a charge of \$40 million was recorded in operating income in 2005. Approximately \$4 million was paid in 2007 (2006 – \$1 million) and approximately \$20 million remains accrued as at year end 2007. The ultimate remaining amount paid will depend on the outcome of audits performed by or settlements reached with the various tax authorities, and therefore may differ from this estimate. Management will continue to assess the remaining accrual as progress towards resolution with the various tax authorities is made and will adjust the remaining accrual accordingly. Changes in this accrual may result in a charge or credit to operating income in the consolidated statement of earnings.

### **16. ACCOUNTING STANDARDS IMPLEMENTED IN 2007**

During the year, the Company implemented the following accounting standards issued by the Canadian Institute of Chartered Accountants (“CICA”):

On January 1, 2007, the Company implemented the CICA Handbook Section 3855, “Financial Instruments – Recognition and Measurement”, Section 3865, “Hedges”, Section 1530, “Comprehensive Income”, Section 3251, “Equity” and Section 3861, “Financial Instruments – Disclosure and Presentation”. The transitional adjustments resulting from these standards are recognized in the opening balance of retained earnings and opening accumulated other comprehensive loss. Prior periods have not been restated except to reclassify unrealized foreign currency translation losses on net investments in self-sustaining foreign operations to accumulated other comprehensive loss.

The new accounting standards require that all financial instruments be classified into a defined category, namely, held-for-trading financial assets or financial liabilities, held-to-maturity investments, loans and receivables, available-for-sale financial assets, or other financial liabilities. The financial instruments within scope, including derivative instruments, are included on the Company’s balance sheet and measured at fair value except for loans and receivables, held-to-maturity financial assets and other financial liabilities which are measured at cost or amortized cost except for the Weston’s 3% Exchangeable Debentures as more fully discussed in note 2 to the consolidated financial statements. Held-for-trading financial assets and financial liabilities are measured at fair value with gains and losses recognized in net earnings in the period in which they arise. Available-for-sale financial assets are measured at fair value, with unrealized gains and losses, including changes in foreign exchange rates, recognized in other comprehensive income until the financial asset is derecognized or impaired, at which time any unrealized gains or losses are recorded in net earnings. In cash flow hedges, the effective portion of the change in fair value of the hedging item is recorded in other comprehensive income. To the extent the change in fair value of the derivative instrument is not completely offset by the change in fair value of the hedged item, the ineffective portion of the hedging relationship is recorded immediately in net earnings.

Upon implementation of these standards, the Company has recorded the following transitional adjustments:

(\$ millions)	Balance as Reported, Dec. 31, 2006	Transitional Adjustments	Opening Balance Jan. 1, 2007
Other assets	\$ 1,459	\$ (101)	\$ 1,358
Accounts payable and accrued liabilities	\$ 3,176	\$ 1	\$ 3,177
Long term debt	\$ 5,918	\$ (11)	\$ 5,907
Future income taxes	\$ 366	\$ (41)	\$ 325
Other liabilities	\$ 688	\$ 41	\$ 729
Retained earnings	\$ 4,506	\$ (100)	\$ 4,406
Accumulated other comprehensive loss	\$ (503)	\$ 9	\$ (494)

For further details of the specific accounting changes and related impacts, see note 2 to the consolidated financial statements.

## Management's Discussion and Analysis

### 17. FUTURE ACCOUNTING STANDARDS

The Company closely monitors new accounting standards to assess the impact, if any, on its consolidated financial statements.

In 2008, the Company will be reviewing the implications of the following standards and implementing the recommendations as required.

In December 2006, the CICA issued three new accounting standards: Section 1535, "Capital Disclosures", ("Section 1535"), Section 3862, "Financial Instruments – Disclosures" ("Section 3862") and Section 3863, "Financial Instruments – Presentation" ("Section 3863"). Section 1535 establishes guidelines for the disclosure of information regarding a company's capital and how it is managed. Enhanced disclosures with respect to the objectives, policies and processes for managing capital and quantitative disclosure about what a company regards as capital are required. Section 3862 and Section 3863 replace Section 3861 "Financial Instruments – Disclosure and Presentation". Section 3862 requires increased disclosures regarding the risks associated with financial instruments and how these risks are managed. Section 3863 carries forward standards for presentation of financial instruments and non-financial derivative instruments and provides additional guidance for the classification of financial instruments, from the perspective of the issuer, between liabilities and equity. These standards are effective for fiscal years beginning on or after October 1, 2007 and therefore the Company will implement them in the first quarter of 2008.

In June 2007, the CICA issued Section 3031, "Inventories", that will replace existing Section 3030 of the same title. The new standard requires inventories to be measured at the lower of cost and net realizable value with more specific guidance of costs to include in the cost of inventory. Costs such as storage costs and administrative overhead that do not contribute to bringing inventories to their present location and condition are specifically excluded from the cost of inventories and expensed in the period incurred. This standard is effective for fiscal years beginning on or after January 1, 2008 and will be implemented by the Company in the first quarter of 2008 to the opening inventory for the period with an adjustment to opening retained earnings, net of income taxes and applicable minority interest, for the difference in measurement of the opening inventory with no prior periods restated. Loblaw expects to record, upon implementation of this standard, a decrease in the measurement of its opening inventory of less than 4% of its inventory value resulting in a corresponding decrease to opening retained earnings of less than \$31 million net of income taxes and minority interest on the consolidated balance sheet. The impact of the Weston Foods adjustment to inventory and retained earnings is not expected to be material to the consolidated balance sheet. In addition to the changes in the cost of inventory, the Company is reviewing the additional presentation and disclosure requirements which will be required in the consolidated financial statements and/or in the accompanying notes.

In November 2007, the CICA issued amendments to Section 1000, "Financial Statement Concepts", and AcG 11, "Enterprises in the Development Stage", issued a new Handbook Section 3064, "Goodwill and Intangible Assets" ("Section 3064") to replace Section 3062, "Goodwill and Other Intangible Assets", withdrew Section 3450, "Research and Development Costs" and amended EIC 27, "Revenues and Expenditures During the Pre-operating Period" to not apply to entities that have adopted Section 3064. These amendments provide guidance for the recognition of internally developed intangible assets, including assets developed from research and development activities, ensuring consistent treatment of all intangible assets, whether separately acquired or internally developed. The amendments are effective for annual and interim financial statements relating to fiscal years beginning on or after October 1, 2008 and therefore the Company will implement them in the first quarter of 2009, retroactively with restatement of the comparative periods for the current and prior year. The impact of implementing these amendments on the Company's financial statements is currently being assessed.



The Canadian Accounting Standards Board will require all public companies to adopt International Financial Reporting Standards (“IFRS”) for interim and annual financial statements relating to fiscal years beginning on or after January 1, 2011. Companies will be required to provide IFRS comparative information for the previous fiscal year. The transition from Canadian GAAP to IFRS will be applicable for the Company for the first quarter of 2011 when the Company will prepare both the current and comparative financial information using IFRS. The Company expects the transition to IFRS to impact financial reporting, business processes and information systems. The Company will assess the impact of the transition to IFRS and will continue to invest in training and resources throughout the transition period to facilitate a timely conversion.

For further details on the above future accounting standards see note 1 to the consolidated financial statements.

## **18. OUTLOOK**

The outlook for the consolidated results of George Weston Limited for 2008 reflects the underlying results of its operating segments as discussed below. The consolidated results continue to reflect the changes undertaken by both the Weston Foods and Loblaw operating segments in order to position them for strong growth in the future.

In 2008, Weston Foods anticipates challenging market conditions as unprecedented increases for ingredient and other input costs are expected. Weston Foods plans to offset these higher input costs by ongoing cost reduction initiatives and pricing as necessary.

Loblaw's sales volumes have been positively responding to its investments in lower prices to give value to its customers. Loblaw expects this to continue in 2008. Investments in price will also continue. However, Loblaw expects that cost reductions in 2008 will help to support its profitability. Sales, margins and profitability in the first half of 2008 in relation to 2007 may be affected by more difficult comparables.

This outlook should be read in conjunction with the Forward-Looking Statements section of the MD&A on page 5.

## **19. NON-GAAP FINANCIAL MEASURES**

The Company reports its financial results in accordance with Canadian GAAP. However, the Company has included certain non-GAAP financial measures and ratios, which it believes provide useful information to both management and readers of this Annual Report, in measuring the financial performance and financial condition of the Company for the reasons set out below. These measures do not have a standardized meaning prescribed by Canadian GAAP and, therefore, may not be comparable to similarly titled measures presented by other publicly traded companies, nor should they be construed as an alternative to other financial measures determined in accordance with Canadian GAAP.

### ***Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs***

These financial measures exclude the impact on sales from the decrease in tobacco sales and from the consolidation by the Company of certain independent franchisees. Tobacco sales continued to decrease through the end of third quarter 2007 as a result of a major tobacco supplier shipping directly to certain customers of Loblaw's Cash & Carry and wholesale club network commencing in the third quarter of 2006. These impacts on sales are excluded because the Company believes this allows for a more effective analysis of the operating performance of the Company. A reconciliation of the financial measures to the Canadian GAAP financial measures is included in the table “Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs” on pages 8, 24, 36 and 40 of this MD&A. Loblaw same-store sales growth and same-store sales growth excluding the impact of decreased tobacco sales are included in the table “Sales and Sales Growth Excluding the Impact of Tobacco Sales and VIEs” on pages 24 and 40 of this MD&A.

## Management's Discussion and Analysis

### Adjusted Operating Income and Margin

The following table reconciles operating income (loss) and adjusted operating income to Canadian GAAP net earnings (loss) from continuing operations for the quarters ended December 31, 2007 and December 31, 2006 and the years ended December 31 as indicated. For each of its reportable operating segments, the tables on pages 19 and 24 of this MD&A reconcile segment adjusted operating income to segment operating income. Items listed in these reconciliations are excluded because the Company believes adjusted operating income allows for a more effective analysis of the operating performance of the Company. In addition, the excluded items affect the comparability of the financial results and could potentially distort the analysis of trends. The exclusion of these items does not imply they are non-recurring. Adjusted operating income and margin are useful to management in assessing the Company's performance and in making decisions regarding the ongoing operations of its business.

Adjusted operating margin is calculated as adjusted operating income divided by sales excluding the impact of tobacco sales and VIEs.

### CONSOLIDATED

(\$ millions)	Quarter ended Dec. 31, 2007 (unaudited)	Quarter ended Dec. 31, 2006 (unaudited)	Year ended Dec. 31, 2007	Year ended Dec. 31, 2006	Year ended Dec. 31, 2005	Year ended Dec. 31, 2004	Year ended Dec. 31, 2003
Net earnings (loss) from continuing operations	\$ 151	\$ (428)	\$ 563	\$ 110	\$ 716	\$ 606	\$ 807
Add (deduct) impact of the following:							
Minority interest	22	(289)	130	(82)	288	370	324
Income taxes	46	(3)	236	256	443	368	435
Interest (income) expense and other financing charges	(38)	90	165	253	187	438	266
Operating income (loss)	\$ 181	\$ (630)	\$ 1,094	\$ 537	\$ 1,634	\$ 1,782	\$ 1,832
Add (deduct) impact of the following:							
Restructuring and other charges	39	51	227	90	118	122	60
Net effect of stock-based compensation and the associated equity derivatives	77	(11)	109	60	72	(3)	(11)
Commodity futures fair value adjustment	6	(3)	(19)		(3)		
Inventory liquidation	3	68	15	68			
VIEs	(4)		(11)	(8)			
Curtailment of post-retirement plan			(7)				
Loblaw goodwill impairment charge		800		800			
Ontario collective labour agreement		84		84			
Departure entitlement charge				12			
Goods and Services Tax and provincial sales taxes					40		
Direct costs associated with supply chain disruptions					30		
Adjusted operating income	302	359	1,408	1,643	1,891	1,901	1,881
Add (deduct) impact of the following:							
Depreciation and amortization	162	159	704	705	684	618	537
VIE depreciation and amortization	(6)	(5)	(33)	(24)	(26)		
Adjusted EBITDA	\$ 458	\$ 513	\$ 2,079	\$ 2,324	\$ 2,549	\$ 2,519	\$ 2,418

**WESTON FOODS**

(\$ millions)	Quarter ended Dec. 31, 2007 (unaudited)	Quarter ended Dec. 31, 2006 (unaudited)	Year ended Dec. 31, 2007	Year ended Dec. 31, 2006	Year ended Dec. 31, 2005	Year ended Dec. 31, 2004	Year ended Dec. 31, 2003
Operating income	\$ 49	\$ 67	\$ 366	\$ 256	\$ 241	\$ 138	\$ 374
Add (deduct) impact of the following:							
Restructuring and other charges	3	16	5	46	32	121	35
Net effect of stock-based compensation and the associated equity derivatives	25	(5)	37	23	29	(3)	(7)
Commodity futures fair value adjustment	6	(3)	(19)		(3)		
Curtailment of post-retirement plan			(7)				
Adjusted operating income	83	75	382	325	299	256	402
Add impact of the following:							
Depreciation and amortization	28	26	116	115	126	145	144
Adjusted EBITDA	\$ 111	\$ 101	\$ 498	\$ 440	\$ 425	\$ 401	\$ 546

**LOBLAW**

(\$ millions)	Quarter ended Dec. 31, 2007 (unaudited)	Quarter ended Dec. 31, 2006 (unaudited)	Year ended Dec. 31, 2007	Year ended Dec. 31, 2006	Year ended Dec. 31, 2005	Year ended Dec. 31, 2004	Year ended Dec. 31, 2003
Operating income (loss)	\$ 132	\$ (697)	\$ 728	\$ 281	\$ 1,393	\$ 1,644	\$ 1,458
Add (deduct) impact of the following:							
Restructuring and other charges	36	35	222	44	86	1	25
Net effect of stock-based compensation and the associated equity derivatives	52	(6)	72	37	43		(4)
Inventory liquidation	3	68	15	68			
VIEs	(4)		(11)	(8)			
Goodwill impairment charge		800		800			
Ontario collective labour agreement		84		84			
Departure entitlement charge				12			
Goods and Services Tax and provincial sales taxes					40		
Direct costs associated with supply chain disruptions					30		
Adjusted operating income	219	284	1,026	1,318	1,592	1,645	1,479
Add (deduct) impact of the following:							
Depreciation and amortization	134	133	588	590	558	473	393
VIE depreciation and amortization	(6)	(5)	(33)	(24)	(26)		
Adjusted EBITDA	\$ 347	\$ 412	\$ 1,581	\$ 1,884	\$ 2,124	\$ 2,118	\$ 1,872

## Management's Discussion and Analysis

### Adjusted EBITDA and Margin

The table on page 56 of this MD&A reconciles adjusted earnings before interest, income taxes, depreciation and amortization ("EBITDA") to Canadian GAAP net earnings (loss) from continuing operations for the quarters ended December 31, 2007 and December 31, 2006 and the years ended December 31 as indicated. For each of its reportable operating segments, the tables on pages 19 and 24 of this MD&A reconcile segment adjusted EBITDA to segment operating income. Adjusted EBITDA is useful to management in assessing the Company's performance of its ongoing operations and its ability to generate cash flows to fund its cash requirements, including the Company's capital investment program.

Adjusted EBITDA margin is calculated as adjusted EBITDA divided by sales excluding the impact of tobacco sales and VIEs.

### Adjusted Basic Net Earnings per Common Share from Continuing Operations

The following table reconciles adjusted basic net earnings per common share from continuing operations to Canadian GAAP basic net earnings (loss) per common share from continuing operations reported in the consolidated statements of earnings for the quarters ended December 31, 2007 and December 31, 2006 and the years ended December 31 as indicated. Items listed in the reconciliation below are excluded because the Company believes this allows for a more effective analysis of the operating performance of the Company. In addition, they affect the comparability of the financial results and could potentially distort the analysis of trends. The exclusion of these items does not imply that they are non-recurring. Adjusted basic net earnings per common share from continuing operations is useful to management in assessing the Company's performance and in making decisions regarding the ongoing operations of its business.

#### CONSOLIDATED

Per common share (\$)	Quarter ended Dec. 31, 2007 (unaudited)	Quarter ended Dec. 31, 2006 (unaudited)	Year ended Dec. 31, 2007	Year ended Dec. 31, 2006	Year ended Dec. 31, 2005	Year ended Dec. 31, 2004	Year ended Dec. 31, 2003
Basic net earnings (loss) per common share from continuing operations	\$ 1.07	\$ (3.42)	\$ 3.92	\$ 0.43	\$ 5.25	\$ 4.49	\$ 5.91
Add (deduct) impact of the following:							
Restructuring and other charges	0.13	0.20	0.72	0.36	0.42	0.58	0.24
Net effect of stock-based compensation and the associated equity derivatives	0.41	(0.03)	0.63	0.38	0.46	(0.01)	(0.08)
Commodity futures fair value adjustment	0.02	(0.01)	(0.10)		(0.02)		
Inventory liquidation		0.21	0.04	0.21			
VIEs	0.05		0.04		0.03		
Curtailement of post-retirement plan			(0.03)				
Loblaw goodwill impairment charge		3.84		3.84			
Ontario collective labour agreement		0.26		0.26			
Departure entitlement charge				0.04			
Direct costs associated with supply chain disruptions					0.09		
Goods and Services Tax and provincial sales taxes					0.14		
Accounting for Loblaw forward sale agreement	(0.64)	0.09	(0.81)	(0.40)	(0.77)	0.51	
Changes in statutory income tax rates	(0.15)		(0.15)	(0.14)	0.02		0.03
Resolution of certain income tax matters						(0.07)	(0.26)
Adjusted basic net earnings per common share from continuing operations	\$ 0.89	\$ 1.14	\$ 4.26	\$ 4.98	\$ 5.62	\$ 5.50	\$ 5.84

### Net Debt

The following table reconciles net debt excluding Exchangeable Debentures to Canadian GAAP measures reported in the consolidated balance sheets as at the years ended as indicated. The Company calculates net debt as the sum of long term debt and short term debt less cash, cash equivalents and short term investments and believes this measure is useful in evaluating the amount of leverage employed. The Company calculates net debt excluding Exchangeable Debentures as net debt (as calculated above) less Exchangeable Debentures and believes this measure is also useful in evaluating the amount of leverage employed as the Exchangeable Debentures can be settled by the delivery of common shares of Domtar Corporation (see note 18 to the consolidated financial statements).

(\$ millions)	Dec. 31, 2007	Dec. 31, 2006	Dec. 31, 2005	Dec. 31, 2004	Dec. 31, 2003
Bank indebtedness	\$ 85	\$ 99	\$ 113	\$ 123	\$ 108
Commercial paper	609	838	498	840	696
Short term bank loans	250	178	138	102	67
Long term debt due within one year	432	27	361	222	307
Long term debt	5,494	5,918	5,913	6,004	5,829
Less: Cash and cash equivalents	1,353	1,219	1,540	1,008	965
Short term investments	603	610	50	388	545
Net debt	4,914	5,231	5,433	5,895	5,497
Less: Exchangeable Debentures	157	220	225	373	374
Net debt excluding Exchangeable Debentures	\$ 4,757	\$ 5,011	\$ 5,208	\$ 5,522	\$ 5,123

### Total Assets

The following tables reconcile total assets used in the return on average total assets measure to Canadian GAAP measures reported in the consolidated balance sheets as at the years ended as indicated. The Company believes the return on average total assets ratio is useful in assessing the performance of operating assets and therefore excludes cash, cash equivalents, short term investments, assets of operations held for sale and the Domtar/Domtar (Canada) Paper Inc. investment (see note 18 to the consolidated financial statements) from the total assets used in this ratio.

(\$ millions)	As at December 31, 2007			
	Weston Foods	Loblaw	Discontinued Operations	Consolidated
Total assets	\$ 4,574	\$ 13,814	\$ -	\$ 18,388
Less: Cash and cash equivalents	679	674		1,353
Short term investments	300	303		603
Domtar (Canada) Paper Inc. investment	157			157
Total assets	\$ 3,438	\$ 12,837	\$ -	\$ 16,275

(\$ millions)	As at December 31, 2006			
	Weston Foods	Loblaw	Discontinued Operations	Consolidated
Total assets	\$ 4,969	\$ 13,626	\$ -	\$ 18,595
Less: Cash and cash equivalents	550	669		1,219
Short term investments	283	327		610
Domtar investment	215			215
Total assets	\$ 3,921	\$ 12,630	\$ -	\$ 16,551

## Management's Discussion and Analysis

As at December 31, 2005

(\$ millions)	Weston Foods	Loblaw	Discontinued Operations	Consolidated
Total assets	\$ 4,680	\$ 13,901	\$ 12	\$ 18,593
Less: Cash and cash equivalents	624	916		1,540
Short term investments	46	4		50
Long term assets of discontinued operations			12	12
Domtar investment	220			220
Total assets	\$ 3,790	\$ 12,981	\$ –	\$ 16,771

As at December 31, 2004

(\$ millions)	Weston Foods	Loblaw	Discontinued Operations	Consolidated
Total assets	\$ 4,614	\$ 13,082	\$ 73	\$ 17,769
Less: Cash and cash equivalents	459	549		1,008
Short term investments	113	275		388
Current assets of discontinued operations			62	62
Long term assets of discontinued operations			11	11
Domtar investment	365			365
Total assets	\$ 3,677	\$ 12,258	\$ –	\$ 15,935

As at December 31, 2003

(\$ millions)	Weston Foods	Loblaw	Discontinued Operations	Consolidated
Total assets	\$ 4,780	\$ 12,230	\$ 268	\$ 17,278
Less: Cash and cash equivalents	347	618		965
Short term investments	167	378		545
Current assets of discontinued operations			179	179
Long term assets of discontinued operations			89	89
Domtar investment	367			367
Total assets	\$ 3,899	\$ 11,234	\$ –	\$ 15,133

### Free Cash Flow

The following table reconciles free cash flow to Canadian GAAP measures reported in the consolidated cash flow statements for the quarters ended December 31, 2007 and December 31, 2006 and the years ended December 31 as indicated. The Company calculates free cash flow as cash flows from operating activities of continuing operations less fixed asset purchases and dividends. The Company believes free cash flow is a useful measure of the Company's cash available for additional funding and investing activities.

(\$ millions)	Quarter ended Dec. 31, 2007 (unaudited)	Quarter ended Dec. 31, 2006 (unaudited)	Year ended Dec. 31, 2007	Year ended Dec. 31, 2006	Year ended Dec. 31, 2005	Year ended Dec. 31, 2004	Year ended Dec. 31, 2003
Cash flows from operating activities of continuing operations	\$ 602	\$ 889	\$ 1,673	\$ 1,452	\$ 1,812	\$ 1,576	\$ 1,294
Less: Fixed asset purchases	206	307	722	1,121	1,358	1,425	1,502
Dividends	3	3	331	304	308	285	241
Free cash flow	\$ 393	\$ 579	\$ 620	\$ 27	\$ 146	\$ (134)	\$ (449)

The following table provides additional financial information.

	As at December 31, 2007	As at December 31, 2006	As at December 31, 2005
Market price per common share (\$)	\$ 54.08	\$ 75.60	\$ 86.31
Actual common shares outstanding (in millions)	129.1	129.1	129.0
Weighted average common shares outstanding (in millions)	129.1	129.0	129.0

### 20. ADDITIONAL INFORMATION

Additional information about the Company, including its Annual Information Form and other disclosure documents, has been filed electronically with various securities regulators in Canada through the System for Electronic Document Analysis and Retrieval (SEDAR) and is available online at [www.sedar.com](http://www.sedar.com).

This Annual Report includes selected information on Loblaw Companies Limited, a 62%-owned public reporting company with shares trading on the Toronto Stock Exchange. For information regarding Loblaw, readers should also refer to the materials filed by Loblaw with the Canadian securities regulatory authorities from time to time.

Toronto, Canada  
March 12, 2008

## Financial Results

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## Management's Statement of Responsibility for Financial Reporting

The management of George Weston Limited is responsible for the preparation, presentation and integrity of the accompanying consolidated financial statements, Management's Discussion and Analysis and all other information in the Annual Report. This responsibility includes the selection and consistent application of appropriate accounting principles and methods in addition to making the judgments and estimates necessary to prepare the consolidated financial statements in accordance with Canadian generally accepted accounting principles. It also includes ensuring that the financial information presented elsewhere in the Annual Report is consistent with that in the consolidated financial statements.

To provide reasonable assurance that assets are safeguarded and that relevant and reliable financial information is produced, management is required to design a system of internal controls and certify as to the design effectiveness of internal controls over financial reporting. Internal auditors, who are employees of the Company, review and evaluate internal controls on management's behalf. KPMG LLP, whose report follows, were appointed as independent auditors by a vote of the Company's shareholders to audit the consolidated financial statements.

The Board of Directors, acting through an Audit Committee comprised solely of directors who are independent of the Company, is responsible for determining that management fulfills its responsibilities in the preparation of the consolidated financial statements and the financial control of operations. The Audit Committee recommends the independent auditors for appointment by the shareholders. The Audit Committee meets regularly with senior and financial management, internal auditors and the independent auditors to discuss internal controls, auditing activities and financial reporting matters. The independent auditors and internal auditors have unrestricted access to the Audit Committee. These consolidated financial statements and Management's Discussion and Analysis have been approved by the Board of Directors for inclusion in the Annual Report based on the review and recommendation of the Audit Committee.

*[signed]*

**W. Galen Weston**

Chairman and President

Toronto, Canada

March 12, 2008

*[signed]*

**Robert G. Vaux**

Chief Financial Officer

## Independent Auditors' Report

### To the Shareholders of George Weston Limited:

We have audited the consolidated balance sheets of George Weston Limited as at December 31, 2007 and 2006 and the consolidated statements of earnings, changes in shareholders' equity and comprehensive income and the consolidated cash flow statements for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

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

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2007 and 2006 and the results of its operations and its cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.



Toronto, Canada  
March 12, 2008

A handwritten signature in black ink that reads 'KPMG LLP'. The signature is written in a cursive, slightly slanted style. Below the signature is a horizontal line that starts under the 'K' and ends under the 'P'.

Chartered Accountants, Licensed Public Accountants

## Consolidated Statements of Earnings

For the years ended December 31

(\$ millions except where otherwise indicated)

	2007	2006
<b>Sales</b>	<b>\$ 32,815</b>	\$ 32,167
Operating Expenses		
Cost of sales, selling and administrative expenses (note 2)	<b>30,790</b>	30,035
Depreciation and amortization	<b>704</b>	705
Goodwill impairment (note 3)		800
Restructuring and other charges (note 4)	<b>227</b>	90
	<b>31,721</b>	31,630
<b>Operating Income</b>	<b>1,094</b>	537
Interest Expense and Other Financing Charges (note 6)	<b>165</b>	253
<b>Earnings from Continuing Operations Before the Following:</b>	<b>929</b>	284
Income Taxes (note 8)	<b>236</b>	256
	<b>693</b>	28
Minority Interest	<b>130</b>	(82)
<b>Net Earnings from Continuing Operations</b>	<b>563</b>	110
Discontinued Operations (note 10)		11
<b>Net Earnings</b>	<b>\$ 563</b>	\$ 121
<b>Net Earnings per Common Share – Basic and Diluted (\$)</b>		
Continuing Operations (note 9)	<b>\$ 3.92</b>	\$ 0.43
Discontinued Operations		\$ 0.09
Net Earnings	<b>\$ 3.92</b>	\$ 0.52

See accompanying notes to the consolidated financial statements.

## Consolidated Statements of Changes in Shareholders' Equity

For the years ended December 31  
(\$ millions except where otherwise indicated)

	2007	2006
<b>Preferred Shares, Beginning of Year</b>	<b>\$ 1,077</b>	\$ 881
Issued		196
<b>Preferred Shares, End of Year</b>	<b>\$ 1,077</b>	\$ 1,077
<b>Common Shares, Beginning of Year</b>	<b>\$ 133</b>	\$ 131
Issued		2
<b>Common Shares, End of Year</b>	<b>\$ 133</b>	\$ 133
<b>Total Share Capital, End of Year</b> (note 21)	<b>\$ 1,210</b>	\$ 1,210
<b>Retained Earnings, Beginning of Year</b>	<b>\$ 4,506</b>	\$ 4,625
Cumulative impact of implementing new accounting standards (note 2)	(100)	
Net earnings	563	121
Dividends declared		
Per common share (\$) – \$1.44 (2006 – \$1.44)	(186)	(186)
Per preferred share (\$) – Series I – \$1.45 (2006 – \$1.45)	(13)	(13)
– Series II – \$1.29 (2006 – \$1.29)	(14)	(14)
– Series III – \$1.30 (2006 – \$1.30)	(10)	(10)
– Series IV – \$1.30 (2006 – \$1.30)	(10)	(10)
– Series V – \$1.19 (2006 – \$0.83)	(10)	(7)
<b>Retained Earnings, End of Year</b>	<b>\$ 4,726</b>	\$ 4,506
<b>Accumulated Other Comprehensive Loss, Beginning of Year</b> (note 2)	<b>\$ (503)</b>	\$ (518)
Cumulative impact of implementing new accounting standards (note 2)	9	
Other comprehensive (loss) income	(505)	15
<b>Accumulated Other Comprehensive Loss, End of Year</b> (note 22)	<b>\$ (999)</b>	\$ (503)
<b>Total Shareholders' Equity</b>	<b>\$ 4,937</b>	\$ 5,213

See accompanying notes to the consolidated financial statements.

## Consolidated Statements of Comprehensive Income

For the years ended December 31  
(\$ millions)

	2007	2006
Net earnings	<b>\$ 563</b>	\$ 121
Other comprehensive (loss) income		
Foreign currency translation adjustment	(508)	15
Net unrealized loss on available-for-sale financial assets	(35)	
Reclassification of loss on available-for-sale financial assets to net earnings	20	
	(15)	
Net gain on derivative instruments designated as cash flow hedges	36	
Reclassification of gain on derivative instruments designated as cash flow hedges to net earnings	(18)	
	18	
Other comprehensive (loss) income	(505)	15
<b>Total Comprehensive Income</b>	<b>\$ 58</b>	\$ 136

See accompanying notes to the consolidated financial statements.

## Consolidated Balance Sheets

As at December 31  
(\$ millions)

	2007	2006
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents (note 11)	\$ 1,353	\$ 1,219
Short term investments	603	610
Accounts receivable (note 12)	1,141	1,007
Inventories (note 13)	2,172	2,187
Income taxes	91	80
Future income taxes (note 8)	121	151
Prepaid expenses and other assets	49	59
<b>Total Current Assets</b>	<b>5,530</b>	5,313
Fixed Assets (note 14)	8,960	9,219
Goodwill and Intangible Assets (note 3)	2,240	2,536
Future Income Taxes (note 8)	91	68
Other Assets (note 15)	1,567	1,459
<b>Total Assets</b>	<b>\$ 18,388</b>	\$ 18,595
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Bank indebtedness	\$ 85	\$ 99
Commercial paper	609	838
Accounts payable and accrued liabilities	3,322	3,176
Short term bank loans (notes 17 & 18)	250	178
Long term debt due within one year (note 18)	432	27
Current liabilities of discontinued operations (note 10)	3	4
<b>Total Current Liabilities</b>	<b>4,701</b>	4,322
Long Term Debt (note 18)	5,494	5,918
Future Income Taxes (note 8)	293	366
Other Liabilities (note 19)	831	688
Minority Interest	2,132	2,088
<b>Total Liabilities</b>	<b>13,451</b>	13,382
<b>SHAREHOLDERS' EQUITY</b>		
Share Capital (notes 21 & 23)	1,210	1,210
Retained Earnings	4,726	4,506
Accumulated Other Comprehensive Loss (note 22)	(999)	(503)
<b>Total Shareholders' Equity</b>	<b>4,937</b>	5,213
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$ 18,388</b>	\$ 18,595

Contingencies, commitments and guarantees (note 25). Leases (note 20).

See accompanying notes to the consolidated financial statements.

Approved on behalf of the Board

[signed]

**W. Galen Weston**  
Director

[signed]

**A. Charles Baillie**  
Director

## Consolidated Cash Flow Statements

For the years ended December 31  
(\$ millions)

	2007	2006
<b>Operating Activities</b>		
Net earnings from continuing operations before minority interest	\$ 693	\$ 28
Depreciation and amortization	704	705
Goodwill impairment (note 3)		800
Restructuring and other charges (note 4)	227	90
Future income taxes	23	11
Fair value adjustment of Weston's forward sale agreement (note 6)	(141)	(73)
Change in non-cash working capital	9	(135)
Other	158	26
<b>Cash Flows from Operating Activities of Continuing Operations</b>	<b>1,673</b>	<b>1,452</b>
<b>Investing Activities</b>		
Fixed asset purchases	(722)	(1,121)
Short term investments	(99)	(555)
Proceeds from fixed asset sales	244	116
Credit card receivables, after securitization (note 12)	(238)	(82)
Franchise investments and other receivables	14	(26)
Other	(31)	(47)
<b>Cash Flows used in Investing Activities of Continuing Operations</b>	<b>(832)</b>	<b>(1,715)</b>
<b>Financing Activities</b>		
Bank indebtedness	(8)	(15)
Commercial paper	(229)	340
Short term bank loans (notes 17 & 18) – Issued	72	40
Long term debt (note 18) – Issued	25	29
– Retired	(39)	(362)
Share capital – Issued (notes 21 & 23)		196
Subsidiary share capital – Issued (note 23)		4
Dividends – To common shareholders	(186)	(186)
– To preferred shareholders	(57)	(52)
– To minority shareholders	(88)	(66)
Other	(1)	2
<b>Cash Flows used in Financing Activities of Continuing Operations</b>	<b>(511)</b>	<b>(70)</b>
Effect of Foreign Currency Exchange Rate Changes on Cash and Cash Equivalents (note 11)	(195)	1
Cash Flows from (used in) Continuing Operations	135	(332)
Cash Flows (used in) from Discontinued Operations (note 10)	(1)	11
Change in Cash and Cash Equivalents	134	(321)
Cash and Cash Equivalents, Beginning of Year	1,219	1,540
<b>Cash and Cash Equivalents, End of Year (note 11)</b>	<b>\$ 1,353</b>	<b>\$ 1,219</b>

See accompanying notes to the consolidated financial statements.

# Notes to the Consolidated Financial Statements

December 31, 2007

(\$ millions except where otherwise indicated)

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements were prepared in accordance with Canadian generally accepted accounting principles (“GAAP”) and are reported in Canadian dollars.

### Basis of Consolidation

The consolidated financial statements include the accounts of George Weston Limited (“Weston”) and its subsidiaries (collectively referred to as the “Company”) with provision for minority interest. Weston’s interest in the voting share capital of its subsidiaries is 100% except for Loblaw Companies Limited (“Loblaw”), which is 61.9% (2006 – 61.9%). In addition, the Company consolidates variable interest entities (“VIEs”) pursuant to the Canadian Institute of Chartered Accountants (“CICA”) Accounting Guideline 15, “Consolidation of Variable Interest Entities”, (“AcG 15”), that are subject to control by Loblaw on a basis other than through ownership of a majority of voting interest. AcG 15 defines a variable interest entity as an entity that either does not have sufficient equity at risk to finance its activities without subordinated financial support or where the holders of the equity at risk lack the characteristics of a controlling financial interest. AcG 15 requires the primary beneficiary to consolidate VIEs and considers an entity to be the primary beneficiary of a VIE if it holds variable interests that expose it to a majority of the VIE’s expected losses or that entitle it to receive a majority of the VIE’s expected residual returns or both.

### Fiscal Year

The Company’s year end is December 31. Activities are reported on a fiscal year ending on the Saturday closest to December 31. As a result, the Company’s fiscal year is usually 52 weeks in duration but does include a 53rd week every five to six years. Each of the years ended December 31, 2007 and December 31, 2006 contained 52 weeks.

### Revenue Recognition

Weston Foods recognizes sales upon delivery of its products to customers and acceptance of its products by customers net of provisions for returns, discounts and allowances. Loblaw sales include revenues, net of estimated returns, from customers through corporate stores operated by Loblaw and independent franchisee stores that are consolidated by Loblaw pursuant to AcG 15. In addition, sales include sales to and service fees from associated stores and independent account customers and franchised stores excluding VIE stores net of sales incentives offered by Loblaw. Loblaw recognizes revenue at the time the sale is made to its customers.

### Earnings per Share (“EPS”)

Basic EPS is calculated by dividing the net earnings available to common shareholders by the weighted average number of common shares outstanding during the year. Diluted EPS is calculated using the treasury stock method, which assumes that all outstanding stock options with an exercise price below the average market price during the year are exercised and the assumed proceeds are used to purchase Weston’s common shares at the average market price during the year.

### Cash, Cash Equivalents and Bank Indebtedness

Cash equivalents consist primarily of highly liquid marketable investments with a maturity of 90 days or less. The Company has the ability and intent to offset cash balances to reduce reported bank indebtedness, except for VIEs consolidated by the Company. Commencing January 1, 2007, cash equivalents are either designated as held-for-trading financial assets or are classified as available-for-sale financial assets, and carried at quoted market value. See note 2 for more information.

Prior to January 1, 2007, cash equivalents were carried at the lower of cost or quoted market value.

### Short Term Investments

Short term investments consist primarily of government treasury bills and treasury notes, government-sponsored debt securities, corporate commercial paper and bank term deposits. Commencing January 1, 2007, short term investments are either designated as held-for-trading financial assets or are classified as available-for-sale financial assets, and carried at quoted market value. See note 2 for more information.

Prior to January 1, 2007, short term investments were carried at the lower of cost or quoted market value.

## Notes to the Consolidated Financial Statements

### Credit Card Receivables

The Company, through *President's Choice Bank* ("PC Bank"), a wholly owned subsidiary of Loblaw, has credit card receivables that are stated net of an allowance for credit losses. Any credit card receivable with a payment that is contractually 180 days in arrears, or where the likelihood of collection is considered remote, is written off. Interest income on credit card receivables is recorded on an accrual basis and is recognized in operating income.

### Allowance for Credit Losses

PC Bank maintains an allowance for probable credit losses on aggregate exposures for which losses cannot be determined on an item-by-item basis. The allowance is based upon a statistical analysis of past and current performance, the level of allowance already in place and management's judgment. The allowance for credit losses is deducted from the credit card receivables balance. The net credit loss experience for the year is recognized in operating income.

### Securitization

PC Bank securitizes credit card receivables through the sale of a portion of the total interest in these receivables to independent trusts and does not exercise any control over the trusts' management or assets. PC Bank does retain certain servicing and administrative responsibilities. The credit card receivables are removed from the consolidated balance sheet when PC Bank has surrendered control and are considered sold for accounting purposes pursuant to Accounting Guideline 12, "Transfers of Receivables". When PC Bank sells credit card receivables in a securitization transaction, it has a retained interest in the securitized receivables represented by the rights to future cash flows after obligations to investors have been met. Although PC Bank remains responsible for servicing all credit card receivables, it does not receive additional compensation for servicing those credit card receivables sold to the trusts and accordingly a service liability is recorded. The service liability is recorded at fair value. In the absence of quoted market rates for servicing securitized assets, fees payable to a replacement servicer, in the event that a replacement servicer was to be appointed, formed the basis of determination of fair value of the servicing liability. Gains or losses on the sale of these receivables depends, in part, on the previous carrying amount of receivables involved in the securitization, allocated between the receivables sold and the retained interest, based on their relative fair values at the date of securitization. The fair value is determined as the best estimate of the net present value of expected future cash flows using management's best estimates of key assumptions such as monthly payment rates, weighted average life, expected annual credit losses and discount rates. Any gain or loss on a sale is recognized in operating income at the time of the securitization. Commencing January 1, 2007, retained interests are designated as held-for-trading financial assets (see note 2) and are recorded at fair value on the consolidated balance sheet. Prior to January 1, 2007, the carrying value of retained interests was periodically reviewed and when a decline in value was identified as other than temporary, the carrying value was written down to fair value.

### Vendor Allowances

The Company receives allowances from certain of its vendors whose products it purchases. These allowances are received for a variety of buying and/or merchandising activities, including vendor programs such as volume purchase allowances, purchase discounts, listing fees and exclusivity allowances. Consideration received from a vendor is a reduction in the cost of the vendor's products or services and is recognized as a reduction in the cost of sales, selling and administrative expenses and the related inventory when recognized in the consolidated statement of earnings and the consolidated balance sheet. Certain exceptions apply if the consideration is a payment for assets or services delivered to the vendor or for reimbursement of selling costs incurred to promote the vendor's products, provided that these costs are separate, incremental and identifiable.

### Inventories (principally finished products)

The Company utilizes the retail method for retail store inventories which are stated at the lower of cost and estimated net realizable value less normal gross profit margin. Distribution centre inventories, seasonal general merchandise and other inventories are stated at the lower of cost and estimated net realizable value. Cost is determined substantially using the first-in, first-out method.

### Fixed Assets

Fixed assets are recorded at cost including capitalized interest. Depreciation commences when the assets are put into use and is recognized on a straight-line basis to depreciate the cost of these assets over their estimated useful lives. Estimated useful lives range from 10 to 40 years for buildings, 10 years for building improvements and from 3 to 16 years for equipment and fixtures. Leasehold improvements are depreciated over their estimated useful life and may include renewal options when an improvement is made after inception of the lease, to a maximum of 25 years, which approximates economic life. Equipment under capital leases is depreciated over the term of the lease.



Fixed assets are reviewed for impairment when events or changes in circumstances indicate that the carrying value exceeds the sum of the undiscounted future cash flows expected from use and eventual disposal. These events or changes in circumstances include a commitment to retire or transfer manufacturing assets for Weston Foods and to close a Loblaw store or distribution centre or to relocate or convert a Loblaw store. Fixed assets are also reviewed for impairment annually. For purposes of annually reviewing assets for impairment, asset groups are reviewed at the lowest level for which identifiable cash flows are largely independent of cash flows of other assets and liabilities. Therefore, Weston Foods manufacturing asset net cash flows are grouped together by major production categories, where cash flows are largely dependent on each other. Loblaw's store net cash flows are grouped together by primary market areas, where cash flows are largely dependent on each other. Primary markets are regional areas where a number of store formats operate within close proximity to one another. If an indicator of impairment exists, such as sustained negative operating cash flows of the respective asset group, then an estimate of undiscounted future cash flows of each such major production category for Weston Foods, or each such store for Loblaw, within this group is prepared and compared to its carrying value. For purposes of annually reviewing Loblaw's distribution centre assets for impairment, distribution centre net cash flows are grouped with the respective net cash flows of the stores they service. An impairment in the Loblaw store network serviced by the distribution centre would indicate an impairment in the distribution centre assets as well. If Weston Foods or Loblaw's assets are determined to be impaired, the impairment loss is measured as the excess of the carrying value over fair value. In addition, the carrying value of fixed assets is evaluated whenever events or changes in circumstances indicate that the carrying value of fixed assets may not be recoverable. For Loblaw, these events or changes in circumstances include a commitment to close a store or distribution centre or to relocate or convert a store where the carrying value of its assets is greater than the expected undiscounted future cash flows.

#### **Deferred Charges**

Deferred charges are amortized over the related assets' estimated useful lives, to a maximum of 15 years.

#### **Goodwill and Intangible Assets**

Goodwill represents the excess of the purchase price of a business acquired over the fair value of the underlying net assets acquired at the date of acquisition. Other intangible assets are recorded at fair value at the date of acquisition. Goodwill is not amortized and is assessed for impairment at the reporting unit level at least annually. Any potential goodwill impairment is identified by comparing the fair value of a reporting unit to its carrying value. If the fair value of the reporting unit exceeds its carrying value, goodwill is considered not to be impaired. If the carrying value of the reporting unit exceeds its fair value, a more detailed goodwill impairment assessment must be undertaken. A goodwill impairment charge is recognized to the extent that, at the reporting unit level, the carrying value of goodwill exceeds the implied fair value.

The Company determines the fair value of its reporting units using a discounted cash flow model corroborated by other valuation techniques such as market multiples. The process of determining these fair values requires management to make estimates and assumptions of a long term nature including, but not limited to, projected future sales, earnings and capital investment, discount rates and terminal growth rates. Projected future sales, earnings and capital investment are consistent with strategic plans presented to the Company's Board of Directors. Discount rates are based on an industry weighted average cost of capital. These estimates and assumptions may change in the future due to uncertain competitive and economic market conditions or changes in business strategies.

Intangible assets with an indefinite life are not subject to amortization and are tested at least annually for impairment. Any potential intangible asset impairment is identified by comparing the fair value of the indefinite life intangible asset to its carrying value. If the fair value of the intangible asset exceeds its carrying value, the intangible asset is considered not to be impaired. If the carrying value of the intangible asset exceeds its fair value, impairment is identified as the difference between the fair value and the carrying value and will result in a reduction in the carrying value of the intangible assets on the consolidated balance sheet and the recognition of a non-cash impairment charge.

The Company determines the fair value of its trademarks and brand names by using the "Relief from Royalty Method", a discounted cash flow model. The process of determining the fair values requires management to make assumptions of a long term nature regarding projected future sales, terminal growth rates, royalty rates and discount rates. Projected future sales are consistent with strategic plans presented to Weston's Board and discount rates are based on an industry after-tax cost of equity. These estimates and assumptions may change in the future due to uncertain competitive and economic market conditions or changes in business strategies. Intangible assets with a finite life are amortized over their estimated useful lives, ranging from 5 to 30 years.

Any impairment in the carrying value of goodwill or intangible assets is recognized in operating income. Additional disclosure regarding the results of the annual goodwill and indefinite life intangible assets impairment tests is provided in note 3.

## Notes to the Consolidated Financial Statements

### Foreign Currency Translation

#### *Self-Sustaining Foreign Operations*

Assets and liabilities of self-sustaining foreign operations denominated in foreign currencies are translated into Canadian dollars at the foreign currency exchange rate in effect at the balance sheet date. The resulting exchange gains or losses on translation are recognized as part of shareholders' equity in accumulated other comprehensive loss. When there is a reduction in the Company's net investment in self-sustaining foreign operations, the proportionate amount of accumulated other comprehensive loss is recognized in net earnings from continuing operations. Revenues and expenses denominated in foreign currencies are translated into Canadian dollars at the weighted average foreign currency exchange rate for the year.

#### *Other including Loblaw Foreign Operations*

Assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the foreign currency exchange rate in effect at each balance sheet date. Commencing January 1, 2007, exchange gains or losses arising from the translation of these balances denominated in foreign currencies are recognized in operating income, except for Loblaw's cross currency basis swaps and available-for-sale cash equivalents and short term investments denominated in United States dollars which are designated in a cash flow hedge and are deferred in accumulated other comprehensive loss and reclassified to net earnings when realized. Prior to January 1, 2007, all exchange gains and losses arising from the translation of these assets and liabilities denominated in foreign currencies were recognized in operating income. Revenues and expenses denominated in foreign currencies are translated into Canadian dollars at the average foreign currency exchange rate for the year.

### Derivative Instruments

The Company uses derivative instruments in the form of cross currency basis swaps, interest rate swaps and equity swaps and forwards to manage its current and anticipated exposure to fluctuations in foreign currency exchange rates, interest rates, and the market prices of Weston and Loblaw common shares. The Company uses financial and non-financial derivative instruments in the form of futures contracts, option contracts and forward contracts to manage its current and anticipated exposure to fluctuations in commodity prices. The Company does not enter into derivative agreements for trading or speculative purposes.

Commencing January 1, 2007, all financial derivative instruments are recorded at fair value on the consolidated balance sheet in accordance with CICA Handbook Section 3855, "Financial Instruments – Recognition and Measurement" ("Section 3855").

Non-financial derivative instruments are recorded at fair value on the consolidated balance sheet unless they are exempt from this treatment based upon expected purchase, sale or usage requirements. Embedded derivative instruments are separated from their host contract and recorded on the consolidated balance sheet at fair value. Fair values are based on quoted market prices where available from active markets, otherwise fair values are estimated using valuation methodologies, primarily discounted cash flow analysis. Derivative instruments are recorded in current or non-current assets and liabilities based on their remaining terms to maturity. All changes in fair value of the derivative instruments are recorded in net earnings unless cash flow hedge accounting is applied.

The Company formally identifies, designates and documents the relationships between hedging instruments and hedged items including: Loblaw's cross currency basis swaps and interest rate swaps as cash flow hedges against its exposure to fluctuations in the foreign currency exchange rate and variable interest rates on a portion of its United States dollar denominated cash equivalents and short term investments; and certain commodity futures as a cash flow hedge of anticipated future purchases. The Company assesses whether each derivative instrument continues to be highly effective in offsetting the change in the cash flows of hedged items. If and when a derivative instrument is no longer expected to be highly effective, hedge accounting is discontinued. Hedge ineffectiveness, if any, is included in current year net earnings.

Prior to January 1, 2007, all financial derivative instruments were recorded at fair value on the consolidated balance sheet with the exception of Loblaw's interest rate swaps which were designated in cash flow hedging relationships. These interest rate swaps were not recorded on the comparative consolidated balance sheet. Embedded derivative instruments and certain non-financial derivative instruments were also not recorded on the comparative consolidated balance sheet.

### Exchangeable Debentures

Commencing January 1, 2007, Weston's 3% Exchangeable Debentures ("Debentures") are re-measured at each balance sheet date based on the market price of the underlying shares with any change in value recognized in operating income. These debentures, which were previously designated as a hedge of the anticipated disposal of the Domtar (Canada) Paper Inc. investment, are no longer eligible for hedge accounting as a result of the implementation of CICA Handbook Section 3865, "Hedges" ("Section 3865") (see note 2). Prior to January 1, 2007, hedge accounting was applied and the changes in fair value were deferred on the consolidated balance sheet.

### **Income Taxes**

The asset and liability method of accounting is used for income taxes. Under the asset and liability method, future income tax assets and liabilities are recognized for the future income tax consequences attributable to temporary differences between the financial statement carrying values of existing assets and liabilities and their respective income tax bases. Future income tax assets and liabilities are measured using enacted or substantively enacted income tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on future income tax assets and liabilities of a change in income tax rates is recognized in income tax expense when enacted or substantively enacted. Future income tax assets are evaluated and a valuation allowance, if required, is recorded against any future income tax asset if it is more likely than not that the asset will not be realized.

### **Employee Future Benefits**

The Company sponsors a number of pension plans, including funded defined benefit pension plans, defined contribution pension plans and supplemental unfunded arrangements providing pension benefits in excess of statutory limits. The Company also offers certain employee post-retirement and post-employment benefit plans and long term disability benefit plans. Post-retirement and post-employment benefit plans are generally not funded, are mainly non-contributory and include health care, life insurance and dental benefits. The Company also contributes to various multi-employer pension plans which provide pension benefits.

#### ***Defined Benefit Plans***

The cost and accrued benefit plan obligations of the Company's defined benefit pension plans and other benefit plans, including post-retirement, post-employment and long term disability benefits, are based on actuarial valuations. The actuarial valuations for the defined benefit plans are determined using the projected benefit method prorated on service and management's best estimate of the discount rate, the expected long term rate of return on plan assets, the expected growth rate of health care costs, the rate of compensation increase, retirement ages, termination rates and mortality rates. Actuarial valuations are performed using a September 30 measurement date for accounting purposes. Market values used to value benefit plan assets are as at the measurement date. The discount rate used to value the accrued benefit plan obligation is based on market interest rates as at the measurement date, assuming a portfolio of Corporate AA bonds with terms to maturity that, on average, match the terms of the accrued benefit plan obligations.

Past service costs arising from plan amendments are amortized over the expected average remaining service period of the active employees. The unamortized net actuarial gain or loss that exceeds 10% of the greater of the accrued benefit plan obligation or the fair value of the benefit plan assets at the beginning of the year is amortized over the expected average remaining service period of the active employees for defined benefit pension and post-retirement benefit plans. The unamortized net actuarial gain or loss for post-employment and long term disability benefits is amortized over periods not exceeding three years. The expected average remaining service period of the active employees covered by the defined benefit pension plans ranges from 6 to 17 years, with a weighted average of 12 years. The expected average remaining service period of the employees covered by the post-retirement benefit plans ranges from 6 to 22 years, with a weighted average of 16 years.

The net accrued benefit plan asset or liability represents the cumulative difference between the cost and the funding contributions and is recorded in other assets and other liabilities.

#### ***Defined Contribution and Multi-Employer Pension Plans***

The costs of pension benefits for defined contribution pension plans and multi-employer pension plans are expensed as contributions are due.

### **Stock Option Plan and Share Appreciation Rights**

The Company recognizes a compensation cost in operating income related to employee stock option grants that will be settled by issuing its common shares. The compensation cost is the fair value of the stock option on the grant date using an option pricing model and is recognized in operating income on a prescribed vesting basis. On the exercise of this type of stock option, the consideration paid by the employee and the related fair value accrual are credited to common share capital. Each stock option granted before 2003 that will be settled by issuing common shares will be accounted for as a capital transaction and no compensation cost is recognized. Consideration paid by employees on the exercise of this type of stock option is credited to common share capital.

## Notes to the Consolidated Financial Statements

The Company recognizes a compensation cost in operating income on a prescribed vesting basis and a liability related to employee stock option grants that allow for settlement in shares or in the share appreciation value in cash at the option of the employee and employee share appreciation right grants that will be settled in cash, using the intrinsic value method. Under the intrinsic value method, the stock-based compensation liability is the amount by which the market price of the common shares at the balance sheet date exceeds the exercise price of the stock options. A year-over-year change in the stock-based compensation liability is recognized in operating income on a prescribed vesting basis.

### Restricted Share Unit (“RSU”) Plan

The Company recognizes a compensation cost in operating income on a prescribed vesting basis for each RSU granted equal to the market value of a Weston or Loblaw common share at the date on which RSUs are awarded to each participant prorated over the performance period and adjusts for changes in the market value until the end of the performance date. The cumulative effect of the changes in market value is recognized in operating income in the period of the change.

### Deferred Share Unit (“DSU”) Plan

Members of Weston’s and Loblaw’s Boards of Directors, who are not management of the Company, may elect annually to receive all or a portion of their annual retainer(s) and fees in the form of DSUs. The DSU obligation is accounted for using the intrinsic value method. Under the intrinsic value method, the DSU compensation liability is the amount by which the market price of the common shares at the balance sheet date exceeds the initial value of the DSU. The year-over-year change in the DSU compensation liability is recognized in operating income.

### Employee Share Ownership Plan

Weston and Loblaw maintain Employee Share Ownership Plans for their employees, which allow employees to acquire Weston’s and Loblaw’s common shares through payroll deductions of up to 5% of their gross regular earnings. Weston and Loblaw contribute an additional 25% of each employee’s contribution to their respective plans, which is recognized in operating income as a compensation cost when the contribution is made.

### Use of Estimates and Assumptions

The preparation of the consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts and disclosures made in the consolidated financial statements and accompanying notes. These estimates and assumptions are based on management’s historical experience, best knowledge of current events and conditions and activities that may be undertaken in the future. Actual results could differ from these estimates.

Certain estimates, such as those related to valuation of inventories, goodwill, indefinite life intangible assets, income taxes, Goods and Services Tax (“GST”) and provincial sales taxes (“PST”), employee future benefits and impairment of fixed assets, depend upon subjective or complex judgments about matters that may be uncertain, and changes in those estimates could materially impact the consolidated financial statements.

### Future Accounting Standards

#### ***Capital Disclosures and Financial Instruments – Disclosure and Presentation***

In December 2006, the CICA issued three new accounting standards: Section 1535, “Capital Disclosures” (“Section 1535”), Section 3862, “Financial Instruments – Disclosures” (“Section 3862”) and Section 3863, “Financial Instruments – Presentation” (“Section 3863”).

Section 1535 establishes guidelines for the disclosure of information regarding a company’s capital and how it is managed. The standard requires enhanced disclosures with respect to (i) an entity’s objectives, policies and processes for managing capital; (ii) quantitative data about what the entity regards as capital; and (iii) whether the entity has complied with any capital requirements, and if it has not complied, the consequences of such non-compliance.

Section 3862 and Section 3863 replace Section 3861, “Financial Instruments – Disclosure and Presentation”. Section 3862 requires increased disclosures regarding the risks associated with financial instruments such as credit risk, liquidity risk and market risks and the techniques used to identify, monitor and manage these risks. Section 3863 carries forward standards for the presentation of financial instruments and non-financial derivative instruments and provides additional guidance for the classification of financial instruments, from the perspective of the issuer, between liabilities and equity.

These standards are effective for fiscal years beginning on or after October 1, 2007 and therefore the Company will implement them in the first quarter of 2008.

### ***Inventories***

In June 2007, the CICA issued Section 3031, "Inventories", that will replace the existing Section 3030 of the same title. The new standard requires inventories to be measured at the lower of cost and net realizable value with more specific guidance of costs to include in the cost of inventory. Costs such as storage costs and administrative overhead that do not contribute to bringing inventories to their present location and condition are specifically excluded from the cost of inventories and expensed in the period incurred. Reversal of previous write-downs to net realizable value when there is a subsequent increase in the value of inventories is now required. The cost of the inventories should be based on a first-in, first-out or a weighted average cost formula. Techniques used for the measurement of cost of inventories, such as the retail method, may be used for convenience if the results approximate cost. The new standard also requires additional disclosures, including the accounting policies used in measuring inventories, the carrying amount of the inventories, amounts recognized as an expense during the period, write-downs and the amount of any reversal of any write-downs recognized as a reduction in expenses.

This standard is effective for fiscal years beginning on or after January 1, 2008 and will be implemented by the Company in the first quarter of 2008 to the opening inventory for the period with an adjustment to opening retained earnings, net of income taxes and applicable minority interest, for the difference in measurement of the opening inventory with no prior periods restated. Loblaw expects to record, upon implementation of this standard, a decrease in the measurement of its opening inventory of less than 4% of its inventory value with a corresponding decrease of less than \$31 to opening retained earnings net of income taxes and minority interest on the consolidated balance sheet. The impact of the Weston Foods adjustment to inventory and retained earnings is not expected to be material to the consolidated balance sheet.

In addition to the changes in the cost of inventory, the Company is reviewing the additional presentation and disclosure requirements which will be required in the consolidated financial statements and/or in the accompanying notes.

### ***Goodwill and Intangible Assets***

In November 2007, the CICA issued amendments to Section 1000, "Financial Statement Concepts", and Accounting Guideline 11, "Enterprises in the Development Stage", issued a new Section 3064, "Goodwill and Intangible Assets" ("Section 3064") to replace Section 3062, "Goodwill and Other Intangible Assets", withdrew Section 3450, "Research and Development Costs" and amended Emerging Issues Committee Abstract 27, "Revenues and Expenditures During the Pre-operating Period" to not apply to entities that have adopted Section 3064. These amendments provide guidance for the recognition of internally developed intangible assets, including assets developed from research and development activities, ensuring consistent treatment of all intangible assets, whether separately acquired or internally developed. The amendments are effective for annual and interim financial statements relating to fiscal years beginning on or after October 1, 2008 and therefore the Company will implement them in the first quarter of 2009, retroactively with restatement of the comparative periods for the current and prior years. The impact of implementing these amendments on the Company's financial statements is currently being assessed.

### ***International Financial Reporting Standards ("IFRS")***

The Canadian Accounting Standards Board will require all public companies to adopt IFRS for interim and annual financial statements relating to fiscal years beginning on or after January 1, 2011. Companies will be required to provide IFRS comparative information for the previous fiscal year. The transition from Canadian GAAP to IFRS will be applicable for the Company for the first quarter of 2011 when the Company will prepare both the current and comparative financial information using IFRS. The Company expects the transition to IFRS to impact financial reporting, business processes and information systems. The Company will assess the impact of the transition to IFRS and will continue to invest in training and resources throughout the transition period to facilitate a timely conversion.

### ***Comparative Information***

Certain prior year's information was reclassified to conform with the current year's presentation.

## Notes to the Consolidated Financial Statements

### 2. IMPLEMENTATION OF NEW ACCOUNTING STANDARDS

#### Accounting Standards Implemented in 2007

On January 1, 2007, the Company implemented the CICA Handbook Section 3855, "Financial Instruments – Recognition and Measurement" ("Section 3855"), Section 3865, "Hedges", Section 1530, "Comprehensive Income", Section 3251, "Equity" and Section 3861, "Financial Instruments – Disclosure and Presentation". These standards have been applied without restatement of prior periods, with the exception of the reclassification of unrealized foreign currency translation losses on net investments in self-sustaining foreign operations to accumulated other comprehensive loss. All other transitional adjustments resulting from these standards are recognized in the opening balances of retained earnings and accumulated other comprehensive loss.

Section 3855 establishes guidance for recognizing and measuring financial assets, financial liabilities and non-financial derivative instruments. All financial instruments must be classified into a defined category, namely, held-for-trading financial assets or financial liabilities, held-to-maturity investments, loans and receivables, available-for-sale financial assets, or other financial liabilities. The standard requires that financial instruments within scope, including derivative instruments, be included on the Company's balance sheet and measured at fair value, with the exception of loans and receivables, held-to-maturity financial assets and other financial liabilities which are measured at cost or amortized cost. Gains and losses on held-for-trading financial assets and financial liabilities are recognized in net earnings in the period in which they arise. Unrealized gains and losses, including changes in foreign exchange rates on available-for-sale financial assets, are recognized in other comprehensive income until the financial asset is derecognized or impaired, at which time any unrealized gains or losses are recorded in net earnings. Transaction costs, other than those related to financial instruments classified as held-for-trading, which are expensed as incurred, are amortized using the effective interest method.

Section 3855 allows management to elect to measure financial instruments that would not otherwise be accounted for at fair value as held-for-trading instruments with changes in fair value recorded in net earnings provided they meet certain criteria. Financial instruments must have been designated when the standard was implemented or when the new financial instrument was acquired and the designation is irrevocable.

Fair values are based on quoted market prices where available from active markets, otherwise fair values are estimated using valuation methodologies, primarily discounted cash flow analysis.

As a result of the implementation of Section 3855, the following classifications were assumed:

- Cash and cash equivalents and short term investments are designated as held-for-trading with the exception of certain Loblaw United States dollar denominated cash equivalents and short term investments designated in a cash flow hedging relationship, which are classified as available-for-sale financial assets.
- Accounts receivable and other receivables are classified as loans and receivables.
- Investments in equity instruments are classified as available-for-sale, with the exception of Weston's investment in exchangeable shares of Domtar (Canada) Paper Inc., which is designated as held-for-trading.
- Bank indebtedness, commercial paper, accounts payable and certain accrued liabilities, short term bank loans, long term debt and capital lease obligations are classified as other financial liabilities.
- Weston's Debentures, which may be exchanged for common shares of Domtar Corporation, are re-measured at each balance sheet date based on the market price of the underlying shares. Prior to the implementation of Section 3855, the Debentures were accounted for in a hedging relationship, and the changes in fair value were deferred on the consolidated balance sheet. As the Debentures are no longer eligible for hedge accounting under the new standards, gains and losses resulting from the re-measurement are recognized in operating income.

The Company has not classified any financial assets as held-to-maturity.

The above classifications resulted in the following re-measurement impacts:

- The re-measurement of financial assets classified as available-for-sale at fair value resulted in an increase in other assets of \$9, with a corresponding decrease in accumulated other comprehensive loss of \$4 net of income taxes and minority interest.
- As a result of classifying certain Loblaw United States dollar denominated cash equivalents and short term investments designated in a cash flow hedging relationship as available-for-sale, the net unrealized gain previously recognized in retained earnings was reclassified to accumulated other comprehensive loss for an amount of \$9 net of income taxes and minority interest.

- The investment in common shares of Domtar Inc. (“Domtar”, held by the Company prior to the March 7, 2007 transaction concerning Domtar Inc. as more fully described in note 18) and the retained interest held by *PC* Bank in securitized receivables have been designated as held-for-trading and have resulted in a decrease in other assets of \$9 and a corresponding decrease in retained earnings of \$8 net of income taxes and minority interest.
- The re-measurement of financial assets classified as loans and receivables and financial liabilities classified as other liabilities at amortized cost was insignificant, with the exception of the impact of the Debentures. Under the accounting treatment as described above, a transitional adjustment resulted in a decrease of \$11 in long term debt, and a corresponding increase in opening retained earnings of \$7, net of income taxes.

Non-financial derivative instruments must be recorded at fair value on the consolidated balance sheet unless they are exempt from derivative instrument treatment based upon expected purchase, sale or usage requirements. All changes in their fair value are recorded in net earnings unless cash flow hedge accounting is applied, in which case changes in fair value are recorded in other comprehensive income for the effective portion of the hedge. As a result of Loblaw re-measuring a non-financial derivative instrument at fair value, an increase in other assets of \$7 and an increase in opening retained earnings of \$3 net of income taxes and minority interest were recognized. The standard requires embedded derivative instruments to be separated from their host contract and fair valued if certain criteria are met. Under an election provided for by the standard, January 1, 2003 was elected as the transition date to apply this accounting treatment to embedded derivative instruments. The impact of this change in accounting treatment related to embedded derivative instruments was not significant.

Section 3855 also requires that obligations undertaken in issuing a guarantee that meets the definition of a guarantee pursuant to Accounting Guideline 14, “Disclosure of Guarantees” be recognized at fair value at inception. No subsequent re-measurement at fair value is required unless the financial guarantee qualifies as a derivative instrument. As a result, a liability of \$7 related to the fair value of the standby letter of credit issued by a major Canadian chartered bank for the benefit of an independent funding trust which provides loans to Loblaw’s independent franchisees was recognized with a corresponding decrease of \$4 net of income taxes and minority interest to opening retained earnings.

Section 3865 replaces Accounting Guideline 13, “Hedging Relationships”. The requirements for identification, designation, documentation and assessment of effectiveness of hedging relationships remain substantially unchanged. Section 3865 addresses the accounting treatment of qualifying hedging relationships and the necessary disclosures and also requires all derivative instruments in hedging relationships to be recorded at fair value.

Upon implementation of these requirements with respect to cash flow hedges, an increase in other assets of \$17 and an increase in other liabilities of \$34 related to the fair value of the Loblaw interest rate swaps not previously recognized on the consolidated balance sheet and a decrease in accumulated other comprehensive loss of \$6 net of income taxes and minority interest were recorded. A decrease of \$9 in opening retained earnings net of income taxes and minority interest, resulting from the financing element of off-market Loblaw interest rate swaps, was also recorded. In addition, an increase in accumulated other comprehensive loss of \$9 net of income taxes and minority interest was recorded related to the effective portion of the unrealized gains and losses on the Loblaw cross currency basis swaps previously recognized in retained earnings. A loss of \$1, net of income taxes, was reclassified from accounts payable and accrued liabilities to accumulated other comprehensive loss representing the effective portion of the Company’s commodity hedges. Also on transition, the deferred loss of \$125 on Weston’s forward sale agreement for 9.6 million Loblaw common shares, which was deferred in other assets, was reclassified to opening retained earnings, resulting in a decrease of \$89 net of income taxes. The ineffective portion of the gains or losses on the derivative instruments within the hedging relationships was insignificant.

Section 1530, “Comprehensive Income” introduces a statement of comprehensive income, which is comprised of net earnings and other comprehensive income. Other comprehensive income represents the change in shareholders’ equity resulting from transactions and other events from non-owner sources and includes unrealized foreign currency translation gains or losses arising from self-sustaining foreign operations, unrealized gains and losses on financial assets that are classified as available-for-sale, and changes in the fair value of the effective portion of cash flow hedging instruments. The Company has included in the consolidated financial statements a new consolidated statement of comprehensive income for the changes in these items, while the cumulative changes in other comprehensive income or loss are included in accumulated other comprehensive loss, which is presented as a new category of shareholders’ equity on the consolidated balance sheet. See note 22 for further details of the accumulated other comprehensive loss balance. Implementation of the new standards resulted in the reclassification of \$503 previously recorded in the cumulative foreign currency translation adjustment, to accumulated other comprehensive loss. Due to the transitional provisions of the standards, this reclassification was accounted for retroactively, with restatement of the comparative year.

## Notes to the Consolidated Financial Statements

Section 3251, "Equity", which replaced Section 3250, "Surplus", establishes standards for the presentation of equity and changes in equity during the reporting period and requires the Company to present separately equity components and changes in equity arising from i) net earnings; ii) other comprehensive income; iii) other changes in retained earnings; iv) changes in contributed surplus; v) changes in share capital; and vi) changes in reserves. New consolidated statements of changes in shareholders' equity are included in the consolidated financial statements.

Section 3861, "Financial Instruments – Disclosure and Presentation", which replaces Section 3860, of the same title, establishes standards for the presentation of financial instruments and non-financial derivative instruments, and identifies the information that should be disclosed about them.

The following tables summarize the transitional adjustments recorded to the affected balance sheet accounts upon implementation:

	Balance as Reported, Dec. 31, 2006	Transitional Adjustments	Opening Balance Jan. 1, 2007
Other assets	\$ 1,459	\$ (101)	\$ 1,358
Accounts payable and accrued liabilities	\$ 3,176	\$ 1	\$ 3,177
Long term debt	\$ 5,918	\$ (11)	\$ 5,907
Future income taxes	\$ 366	\$ (41)	\$ 325
Other liabilities	\$ 688	\$ 41	\$ 729
Retained earnings	\$ 4,506	\$ (100)	\$ 4,406
Accumulated other comprehensive loss	\$ (503)	\$ 9	\$ (494)

	Retained Earnings		Accumulated Other Comprehensive Income/(Loss)	
	Gross	Net of Income Taxes and Minority Interest	Gross	Net of Income Taxes and Minority Interest
Classification of financial assets as available-for-sale	\$ (14)	\$ (9)	\$ 23	\$ 13
Classification of financial assets as held-for-trading	(9)	(8)		
Exchangeable Debentures	11	7		
Non-financial derivative instrument	7	3		
Guarantees	(7)	(4)		
Cash flow hedges	(9)		(9)	(4)
Reversal of deferred loss on Weston's forward sale agreement	(125)	(89)		
	\$ (146)	\$ (100)	\$ 14	\$ 9

### Accounting Standards Implemented in 2006

Effective January 1, 2006, the Company implemented Emerging Issues Committee Abstract 156, "Accounting by a Vendor for Consideration Given to a Customer (Including a Reseller of the Vendor's Products)" ("EIC 156"), issued by the CICA in September 2005. EIC 156 addresses cash consideration, including sales incentives, given by a vendor to a customer. This consideration is presumed to be a reduction of the selling price of the vendor's products and should therefore be classified as a reduction of sales in the vendor's statement of earnings.



### 3. GOODWILL AND INTANGIBLE ASSETS

Changes in the carrying value of goodwill and intangible assets were as follows:

	2007			2006		
	Weston Foods	Loblaws	Total	Weston Foods	Loblaws	Total
Goodwill, beginning of year	\$ 1,121	\$ 934	\$ 2,055	\$ 1,159	\$ 1,727	\$ 2,886
Goodwill acquired during the year		8	8		7	7
Adjusted purchase price allocation <sup>(1)</sup>	(67)		(67)	(42)		(42)
Goodwill impairment					(800)	(800)
Other		4	4			
Impact of foreign currency translation	(167)		(167)	4		4
Goodwill, end of year	887	946	1,833	1,121	934	2,055
Trademarks and brand names <sup>(2)</sup>	394		394	466		466
Other intangible assets	13		13	15		15
Goodwill and intangible assets	\$ 1,294	\$ 946	\$ 2,240	\$ 1,602	\$ 934	\$ 2,536

- (1) The 2007 Weston Foods adjusted purchase price allocation relates to the reversal of certain valuation allowances recorded as part of the Bestfoods Baking purchase equation. The 2006 Weston Foods adjusted purchase price allocation relates primarily to the reversal of accruals (net of tax) related to the Bestfoods Baking purchase equation.
- (2) Year end 2007 balance includes the negative impact of foreign currency translation of \$71 (2006 – positive impact of \$2) and amortization of \$1 (2006 – \$1).

The Weston Foods intangible assets primarily relate to trademarks and brand names, of which \$380 (2006 – \$451) have an indefinite useful life and, accordingly, are not being amortized. The remaining trademarks and brand names and other intangible assets are being amortized over their estimated useful life ranging from 5 to 30 years.

During the fourth quarter of 2007, the Company performed its annual goodwill impairment test and determined that there was no impairment of the carrying value of goodwill.

In 2006, the annual goodwill impairment test was performed and it was determined that the carrying value of the goodwill established on the acquisition of Provigo Inc. in 1998 exceeded its respective fair value. As a result, in 2006, Loblaws recorded in operating income a non-cash impairment charge of \$800 relating to this goodwill. The determination that the fair value of goodwill was less than its carrying value resulted from a decline in market multiples, both from an industry and Loblaws perspective, and a reduction of fair value as determined using the discounted cash flow methodology, incorporating both current Loblaws and market assumptions, which in combination resulted in the goodwill impairment. In the second quarter of 2007, Loblaws completed its work and finalized the non-cash goodwill impairment charge of \$800 that was recorded in 2006.

During the fourth quarters of 2007 and 2006, the Company performed the annual indefinite life intangible assets impairment tests and determined that there was no impairment of the carrying values of indefinite life intangible assets.

Goodwill acquired during 2007 includes \$8 (2006 – \$7) related to Loblaws acquisition of franchise stores (see note 7). The consolidated balance sheet as at year end 2007 includes goodwill of independent franchisees that were consolidated by the Company pursuant to the requirements of AcG 15.

## Notes to the Consolidated Financial Statements

### 4. RESTRUCTURING AND OTHER CHARGES

The following table summarizes the restructuring and other charges:

	2007			2006		
	Weston Foods	Loblaw	Total	Weston Foods	Loblaw	Total
Fixed asset impairment				\$ 4	\$ 25	\$ 29
Accelerated depreciation	\$ 6		\$ 6	15	2	17
(Gain) loss on sale of fixed assets	(14)		(14)	1		1
Employee termination benefits	6	\$ 145	151	9	13	22
Site closing and other exit costs	7	77	84	17	4	21
Restructuring and other charges	\$ 5	\$ 222	\$ 227	\$ 46	\$ 44	\$ 90

#### Weston Foods

Weston Foods management continues to undertake a series of cost reduction initiatives with the objective of ensuring a low cost operating structure. Certain of these initiatives are in progress, are nearing completion or have been completed. Individual actions will be initiated as plans are finalized and approved.

#### *Manufacturing Assets Restructuring*

During 2007, Weston Foods approved and completed a plan to transfer two manufacturing lines for certain private label English muffins in the United States to third-party producers or other Weston Foods manufacturing lines already in place. As a result of this decision, Weston Foods recognized \$2 of accelerated depreciation during 2007.

During 2007, Weston Foods approved and completed a plan to exit certain bread and roll manufacturing lines in the Southeastern United States. All production associated with these lines will be transferred to third-party producers or other Weston Foods manufacturing facilities. As a result of this decision, Weston Foods recognized \$4 of accelerated depreciation and \$1 of employee termination benefits and other exit related costs during 2007.

During 2006, Weston Foods approved a restructuring plan to downsize its fresh-baked sweet goods facility in Bay Shore, New York. The plan involves the transfer of full-size dessert cake and cookie production to other existing Weston Foods facilities. Once the downsizing is complete, the Bay Shore location will be a more focused facility producing primarily danish and pie products. This restructuring is expected to be completed by the third quarter of 2008. As a result of this restructuring, Weston Foods recognized a total fixed asset impairment charge of \$4 and a total charge of \$5 for employee termination benefits and other exit related costs during 2006.

During 2006, Weston Foods approved a plan to close a frozen bagel plant in Nebraska, which was completed in that year. As a result of this restructuring, Weston Foods recognized total accelerated depreciation of \$5 and \$2 of employee termination benefits and other exit related costs during 2006. During 2007, Weston Foods completed the sale of this facility for proceeds of \$1 and recognized a loss on sale of fixed assets of \$1.

During 2006, Weston Foods approved a plan to close an ice-cream cone baking facility in Los Angeles, California and transfer the production to other existing Weston Foods facilities. This restructuring was completed in the first quarter of 2007. As a result of this restructuring, Weston Foods recognized total accelerated depreciation of \$3 and \$2 of employee termination benefits and other exit related costs during 2006. During 2007, Weston Foods completed the sale of this facility for proceeds of \$11 and recognized a gain on sale of fixed assets of \$9.

During 2006, Weston Foods approved and completed a plan to close a fresh bakery manufacturing facility in Quebec. During 2006, Weston Foods recognized \$1 of accelerated depreciation and \$1 of employee termination benefits and other exit related costs.

During 2005, Weston Foods approved a plan to restructure its United States biscuit operations. This plan included the closure of two biscuit facilities located in Elizabeth, New Jersey and Richmond, Virginia by the end of 2006 with the majority of the production relocated to a new facility in Virginia and an existing Weston Foods facility already operating in South Dakota. The sales of these two facilities were completed in 2005. All manufacturing activities ceased in the Elizabeth, New Jersey and Richmond, Virginia facilities by the end of 2006. During 2007, Weston Foods vacated the Elizabeth, New Jersey facility in accordance with the terms and conditions of the sale lease-back arrangement and accordingly, recognized the previously deferred gain on the sale of fixed assets of \$6. In addition, during 2007, Weston Foods recognized nil (2006 – \$6) of accelerated depreciation and \$2 (2006 – \$10) of employee termination benefits and other exit related costs. By the end of 2007, total charges of \$21 of accelerated depreciation and \$40 of employee termination benefits and other exit related costs had been recognized on a cumulative basis related to this restructuring plan, which is now complete.

#### ***Distribution Network Restructuring***

During 2007, Weston Foods approved plans to restructure its Ontario frozen bakery distribution operations, to further restructure its Quebec fresh bakery distribution operations and to restructure the dairy distribution network. These plans involve the closure and/or consolidation of certain warehouses, outsourcing certain warehousing and distribution functions to third-party warehousing service providers and certain route restructurings. As a result of these restructuring plans, Weston Foods recognized \$3 of employee termination benefits and other exit related costs during 2007 and expects to record an additional \$1 related to other exit costs in 2008 when these plans are expected to be substantially completed.

During 2007, Weston Foods approved a restructuring plan to exit and transfer certain distribution and transportation activities in the mid-Western United States to third-party logistic providers, which is expected to be completed by the end of the second quarter of 2008. As a result of this plan, Weston Foods recognized \$2 of employee termination benefits during 2007.

During 2006, Weston Foods approved a plan to restructure a portion of its distribution network in Quebec. During 2007, Weston Foods recognized \$2 (2006 – \$6) of employee termination benefits and other exit related costs pursuant to this plan, which is expected to be substantially completed in 2008.

#### ***Administrative Restructuring and Consolidation of Offices***

During 2007, Weston Foods approved plans to consolidate, relocate and restructure certain sales and administrative functions in the United States. These plans will be completed by the second quarter of 2008. As a result of this decision, Weston Foods recognized \$3 of employee termination benefits and other exit related costs during 2007 and no additional restructuring and other charges are anticipated.

#### ***Completion of Other Prior Year Plans***

During 2006, Weston Foods recognized a loss on the sale of fixed assets of \$1 related to a restructuring plan approved prior to 2006.

In 2007, employee termination benefits and other exit related costs of approximately \$23 (2006 – \$33) was paid related to all Weston Foods restructuring activities. As at year end 2007, the accrued liabilities related to all of these restructuring activities were \$9 (2006 – \$19).

#### **Loblaw**

##### ***Project Simplify***

During 2007, Loblaw approved and announced the restructuring of its merchandising and store operations into more streamlined functions as part of Project Simplify. In 2007, Loblaw recognized \$197 of restructuring costs resulting from this plan, comprised of \$139 for employee termination benefits including severance, additional pension costs resulting from the termination of employees and retention costs; and \$58 of other costs, primarily consulting directly associated with the restructuring. The total restructuring costs under this plan, comprised primarily of severance costs, are estimated to be approximately \$200, with the remaining costs to be expensed in 2008.

## Notes to the Consolidated Financial Statements

### **Store Operations**

During 2007, Loblaw completed the previously announced restructuring of its store operations. The total restructuring costs under these plans were \$51 compared to the original estimate of \$54. Of the \$51 total costs, approximately \$8 was attributable to employee termination benefits which included severance resulting from the termination of employees, \$25 to fixed asset impairment and accelerated depreciation of assets relating to these restructuring activities and \$18 to site closing and other costs including lease obligations. In 2007, Loblaw recognized \$16 (2006 – \$35) of these restructuring costs, which relates to site closing and other costs including lease obligations. The components of the store operations restructuring plan are described below.

As part of a review of the Quebec store operations, Loblaw approved and communicated a plan in 2006 to close 19 underperforming stores, mainly within the *Provigo* banner. During 2007, Loblaw concluded that 16 stores, 3 less than originally planned, would close under this initiative. The closure of these 16 stores was completed in 2007. The total restructuring cost under this initiative was \$37 compared to the original estimate of \$40, of which \$9 (2006 – \$28) was recognized in 2007.

Based on Loblaw's review of the impact on the Cash & Carry and wholesale club network of the loss in tobacco sales following the decision by a major tobacco supplier to sell directly to certain customers of Loblaw, Loblaw approved and communicated a plan in 2006 to close 24 wholesale outlets which were impacted most significantly by this change. The total restructuring cost under this initiative was \$12 compared to the original estimate of \$10, of which \$6 (2006 – \$6) was recognized in 2007.

As part of a review of the Atlantic store operations, Loblaw approved and communicated a plan in 2006 to close 8 stores in the Atlantic region. The total restructuring cost under this initiative was \$2 compared to the original estimate of \$4, of which \$1 (2006 – \$1) was recognized in 2007.

### **Supply Chain Network**

During 2005, Loblaw approved a comprehensive plan to restructure its supply chain operations nationally. The restructuring plan is expected to be completed by the first quarter of 2009 and the total restructuring costs under this plan is estimated to be approximately \$90. Of the \$90 total estimated costs, approximately \$57 is attributable to employee termination benefits which include severance and additional pension costs resulting from the termination of employees, \$13 to fixed asset impairment and accelerated depreciation of assets relating to this restructuring activity and \$20 to site closing and other costs directly attributable to the restructuring plan. In 2007, Loblaw recognized \$9 (2006 – \$8) of restructuring costs resulting from this plan which is composed of \$7 (2006 – \$4) for employee termination benefits resulting from planned involuntary terminations, nil (2006 – \$2) for fixed asset impairment and accelerated depreciation and \$2 (2006 – \$2) for other costs directly associated with those initiatives. At the end of the year, \$11 in estimated costs remain to be incurred and will be recognized as appropriate criteria are met.

### **Office Move and Reorganization of the Operation Support Functions**

In 2005, Loblaw consolidated several administrative and operating offices from across southern Ontario into a new national head office in Brampton, Ontario and reorganized the merchandising, procurement and operations groups which included the transfer of the general merchandise operations from Calgary, Alberta to the new office. All of the expected \$25 of costs related to these initiatives had been recognized by the end of 2006.

In 2007, severance and other cash exit costs of approximately \$176 (2006 – \$9) was paid related to all Loblaw restructuring activities. Accrued liabilities and other liabilities related to all of these restructuring activities were \$50 (2006 – \$19) and \$21 (2006 – \$21), respectively.

## 5. COLLECTIVE AGREEMENT

During 2006, members of certain Ontario locals of the United Food and Commercial Workers union ratified a new four-year collective agreement with Loblaw. The new agreement enables Loblaw to convert 44 stores in Ontario to the *Real Canadian Superstore* banner or food stores with equivalent labour economics, and the flexibility to invest in additional store labour where appropriate. As a result of securing this agreement, Loblaw recognized a one-time charge in 2006 of \$84 in operating income, including a \$36 amount due to a multi-employer pension plan which was paid in 2007 (see note 16) and a payment of \$38 which was paid to employees in 2006 upon ratification.

## 6. INTEREST EXPENSE AND OTHER FINANCING CHARGES

	2007	2006
Interest on long term debt	\$ 386	\$ 393
Interest expense on financial derivative instruments (note 24)	21	15
Other financing charges <sup>(1)</sup>	(167)	(96)
Net short term interest income (note 11)	(53)	(38)
Capitalized to fixed assets	(22)	(21)
Interest expense and other financing charges	\$ 165	\$ 253

(1) Other financing charges for 2007 include non-cash income of \$141 (2006 – \$73) related to the fair value adjustment of Weston's forward sale agreement for 9.6 million Loblaw common shares which was entered into during 2001 and matures in 2031.

The fair value adjustment of the forward contract is a non-cash item resulting from fluctuations in the market price of the underlying Loblaw shares that Weston owns. Weston does not record any change in the market price associated with the Loblaw shares it owns. Any cash paid under the forward contract could be offset by the sale of Loblaw common shares. Also included in other financing charges is forward accretion income of \$42 (2006 – \$40) net of the forward fee of \$16 (2006 – \$17) associated with Weston's forward sale agreement.

During 2007, net interest expense of \$362 was recorded related to the financial assets and financial liabilities not classified as held-for-trading. In addition, \$86 (2006 – \$74) of income from cash, cash equivalents and short term investments, the majority of which are denominated in United States dollars and are held or managed by Glenhuron Bank Limited ("Glenhuron"), a wholly owned subsidiary of Loblaw in Barbados, was recognized in net short term interest income.

Interest paid in 2007 was \$554 (2006 – \$566), and interest received in 2007 was \$186 (2006 – \$169).

## 7. BUSINESS ACQUISITIONS

In the normal course of business, Loblaw may acquire from time to time franchisee stores and convert them to corporate stores. In 2007, Loblaw acquired 4 franchisee businesses (2006 – 7 franchisee businesses). The acquisitions were accounted for using the purchase method of accounting with the results of the businesses acquired included in the consolidated financial statements from the date of acquisition. The fair value of the net assets acquired consisted of fixed assets of \$3 (2006 – \$2), other assets principally inventory of \$1 (2006 – \$2) and goodwill of \$8 (2006 – \$7) for cash consideration of \$9 (2006 – \$9), net of accounts receivable due from the franchisees of \$3 (2006 – \$2).

## Notes to the Consolidated Financial Statements

### 8. INCOME TAXES

The effective income tax rate in the consolidated statements of earnings is reported at a rate different than the weighted average basic Canadian federal and provincial statutory income tax rate for the following reasons:

	2007	2006
Weighted average basic Canadian federal and provincial statutory income tax rate	<b>32.6%</b>	32.6%
Net decrease resulting from:		
Earnings in jurisdictions taxed at rates different from the Canadian statutory income tax rates	<b>(4.4)</b>	(5.2)
Non-taxable amounts (including capital gains/losses and dividends)		(0.7)
Impact of statutory income tax rate changes on future income tax balances	<b>(2.5)</b>	(2.2)
Impact of resolution of certain income tax matters from a previous year and other	<b>(0.3)</b>	(0.9)
Effective income tax rate before impact of non-deductible goodwill impairment charge	<b>25.4%</b>	23.6%
Non-deductible goodwill impairment charge		66.5
Effective income tax rate	<b>25.4%</b>	90.1%

Net income taxes paid in 2007 were \$222 (2006 – \$310).

The cumulative effects of changes in Canadian federal and certain provincial statutory income tax rates on future income tax assets and liabilities are included in the consolidated financial statements at the time of substantive enactment. Accordingly, in each of 2007 and 2006, a \$24 net reduction to the future income tax expense was recognized as a result of changes in the Canadian federal and certain provincial statutory income tax rates.

The income tax effects of temporary differences that gave rise to significant portions of the future income tax assets (liabilities) were as follows:

	2007	2006
Accounts payable and accrued liabilities	<b>\$ 105</b>	\$ 109
Other liabilities	<b>170</b>	172
Losses carried forward (expiring 2008 to 2027)	<b>208</b>	169
Valuation allowances	<b>(28)</b>	(54)
Fixed assets	<b>(278)</b>	(301)
Goodwill and intangible assets	<b>(75)</b>	(63)
Other assets	<b>(210)</b>	(230)
Other	<b>27</b>	51
Net future income tax liabilities	<b>\$ (81)</b>	\$ (147)

	2007	2006
Recorded in the consolidated balance sheets as follows:		
<b>Future income tax assets</b>		
Current	\$ 121	\$ 151
Non-current	91	68
<b>Future income tax liabilities</b>	212	219
	(293)	(366)
Net future income tax liabilities	\$ (81)	\$ (147)

#### 9. BASIC AND DILUTED NET EARNINGS PER COMMON SHARE FROM CONTINUING OPERATIONS

	2007	2006
Net earnings from continuing operations	\$ 563	\$ 110
Prescribed dividends on preferred shares	(57)	(54)
Net earnings from continuing operations available to common shareholders	\$ 506	\$ 56
Weighted average common shares outstanding (in millions) (note 21)	129.1	129.0
Dilutive effect of stock-based compensation (in millions) <sup>(1)</sup>		
Diluted weighted average common shares outstanding (in millions)	129.1	129.0
Basic and diluted net earnings per common share from continuing operations (\$)	\$ 3.92	\$ 0.43

(1) The following stock options were outstanding but were not recognized in the computation of diluted net earnings per common share from continuing operations as the exercise prices for these options were greater than the average market prices for the year of the common shares as follows:

Option exercise price	2007	2006
\$72.21	687,892	
\$75.62	4,135	
\$78.85	81,168	
\$93.35	506,426	544,891
\$95.88	30,130	100,130
\$100.00	129,400	169,400
\$111.02	503,170	533,711

## Notes to the Consolidated Financial Statements

### 10. DISCONTINUED OPERATIONS

During 2006, income from discontinued operations of \$11 (net of \$2 of income taxes) was recorded. This income was primarily related to final adjustments to the proceeds in 2006 associated with the previously completed 2005 sale of the remaining discontinued Fisheries operations.

The current liabilities of discontinued operations were as follows as at year end:

	2007	2006
Accounts payable and accrued liabilities	\$ 3	\$ 4

The cash flows (used in) from discontinued operations were as follows:

	2007	2006
Cash flows used in operations	\$ (1)	\$ (5)
Cash flows from investing		16
Cash flows (used in) from discontinued operations	\$ (1)	\$ 11

During 2006, \$19 of cash was received, primarily related to deferred proceeds and final adjustments to the proceeds associated with the 2005 sale of the remaining discontinued Fisheries operations.

During 2006, the Company reached an agreement to settle claims against it relating to certain alleged misrepresentations and warranties arising from the sale of the Company's Forest Products business in 1998, including tax related representations and warranties dealing with years prior to 1998. The Company did not admit any wrongdoing or liability in connection with the settlement. The Company had previously accrued for certain of these tax related claims in prior years. The net impact of this settlement agreement was reflected in the 2005 loss from discontinued operations. A payment of \$7 was made during 2006 as a result of this settlement.

### 11. CASH AND CASH EQUIVALENTS

The components of cash and cash equivalents as at December 31, 2007 and December 31, 2006 were as follows:

	2007	2006
Cash	\$ 110	\$ 150
Cash equivalents – short term investments with a maturity date of 90 days or less:		
Bank term deposits	119	69
Government treasury bills and treasury notes	629	372
Government-sponsored debt securities	281	395
Corporate commercial paper	214	168
Bank-sponsored asset-backed commercial paper		65
Cash and cash equivalents	\$ 1,353	\$ 1,219

The Company recognized an unrealized foreign currency exchange loss of \$303 (2006 – gain of \$9) as a result of translating its United States dollar denominated cash, cash equivalents and short term investments, \$195 (2006 – gain of \$1) of which related to cash and cash equivalents. Loblaw recognized an unrealized foreign currency exchange loss of \$155 (2006 – gain of \$2) as a result of translating its United States dollar denominated cash, cash equivalents and short term investments, of which a loss of \$97 (2006 – gain of \$1) related to cash and cash equivalents. The resulting Loblaw loss or gain on cash, cash equivalents and short term investments is offset in operating income and accumulated other comprehensive loss by the unrealized foreign currency exchange gain or loss on Loblaw's cross currency basis swaps as described in note 24. The remaining foreign currency exchange loss of \$148 (2006 – gain of \$7), of which \$98 (2006 – gain of nil) relates to the translation of cash and cash equivalents held by Weston's self-sustaining foreign operations, is recognized in accumulated other comprehensive loss.



## 12. ACCOUNTS RECEIVABLE

	2007	2006
Credit card receivables	\$ 2,023	\$ 1,571
Amount securitized	(1,475)	(1,250)
Net credit card receivables	548	321
Other receivables	593	686
Accounts receivable	\$ 1,141	\$ 1,007

The Company, through *PC Bank*, securitizes certain credit card receivables by selling them to independent special purpose entities or trusts that issue interest bearing securities. When *PC Bank* sells credit card receivables, it retains servicing responsibilities, certain administrative responsibilities and the right to future cash flows after obligations to investors have been met. Commencing January 1, 2007, these retained interests have been designated as held-for-trading upon the implementation of Section 3855 and are carried at their fair value in other assets. The fair value of these retained interests was estimated using management's best estimate of the net present value of expected future cash flows using key assumptions. Prior to January 1, 2007, these retained interests were carried at their original carrying amount that was periodically reviewed and written down to fair value when there was an other than temporary decline in value. Although *PC Bank* remains responsible for servicing all credit card receivables, it does not receive additional compensation for servicing those credit card receivables sold to the trusts.

During 2007, \$225 (2006 – \$240) of credit card receivables were securitized through the sale of a portion of the total interest in these receivables to independent trusts, yielding a \$1 gain (2006 – nominal net loss) on the initial sale inclusive of nil (2006 – nil) servicing liability. During 2007, *PC Bank* received income of \$141 (2006 – \$114) in securitization revenue from the independent trusts relating to the securitized credit card receivables. An increase in servicing liability of \$2 (2006 – nil) was recognized during the year on securitization and the fair value at year end of recognized servicing liabilities was \$10 (2006 – \$8). The trusts' recourse to *PC Bank's* assets is limited to *PC Bank's* retained interests and is further supported by Loblaw through a standby letter of credit for 9% (2006 – 9%) on a portion of the securitized amount (see note 25).

Net credit loss experience of \$11 (2006 – \$9) includes \$57 (2006 – \$45) of credit losses on the total portfolio of credit card receivables net of credit losses of \$46 (2006 – \$36) relating to securitized credit card receivables.

The following table displays the sensitivity of the current fair value of retained interests to an immediate 10% and 20% adverse change in the 2007 key economic assumptions. The sensitivity analysis provided in the table is hypothetical and should be used with caution. The sensitivities of each key assumption have been calculated independently of any changes in other key assumptions. Actual experience may result in changes in a number of key assumptions simultaneously. Changes in one factor may result in changes in another, which could amplify or reduce the impact of such assumptions.

	2007	Change in Assumptions	
		10%	20%
Carrying value of retained interests	\$ 8		
Payment rate (monthly)	43.0%		
Weighted average life (years)	0.7		
Expected credit losses (annual)	3.25%	\$ (0.9)	\$ (1.8)
Discount rate applied to residual cash flows (annual)	15.21%	\$ (0.02)	\$ (0.05)

The details on the cash flows from securitization are as follows:

	2007	2006
Proceeds from new securitizations	\$ 225	\$ 240
Net cash flows received on retained interests	\$ 143	\$ 116

## Notes to the Consolidated Financial Statements

### 13. INVENTORY LIQUIDATION

During 2007, Loblaw recognized a charge of \$15 in operating income, comprising mainly storage and shipping costs related to certain excess inventory, primarily general merchandise as a result of its decision in 2006 to proceed with the liquidation of this inventory. In 2006, Loblaw recognized a charge of \$68 to adjust inventory identified for liquidation to the lower of cost and net realizable value. The charge reflected the write-down of inventory to recovery values and the associated costs of facilitating the disposition incurred to the end of 2007. The excess inventory liquidation was completed in 2007.

### 14. FIXED ASSETS

	2007			2006		
	Cost	Accumulated Depreciation	Net Book Value	Cost	Accumulated Depreciation	Net Book Value
Properties held for development	\$ 525		\$ 525	\$ 500		\$ 500
Properties under development	89		89	226		226
Land	1,786		1,786	1,790		1,790
Buildings	5,690	\$ 1,392	4,298	5,400	\$ 1,151	4,249
Equipment and fixtures	5,442	3,584	1,858	5,217	3,214	2,003
Buildings and leasehold improvements	591	249	342	696	280	416
	14,123	5,225	8,898	13,829	4,645	9,184
Capital leases – buildings and equipment	165	103	62	133	98	35
Fixed assets	\$ 14,288	\$ 5,328	\$ 8,960	\$ 13,962	\$ 4,743	\$ 9,219

The following items were recognized in operating income during 2007: fixed asset impairment charge of \$33 (2006 – \$27), accelerated depreciation charge of \$6 (2006 – \$5) and restructuring and other charges of \$6 (2006 – \$46) (see note 4).

### 15. OTHER ASSETS

	2007	2006
Domtar (Canada) Paper Inc. investment (note 18)	\$ 157	\$ 215
Franchise investments and other receivables	298	324
Accrued benefit plan asset (note 16)	242	246
Unrealized cross currency basis swaps receivable (note 24)	270	165
Unrealized equity forward receivable (note 24)	365	181
Deferred loss on equity forward sale (note 2)		125
Deferred charges and other	235	203
Other assets	\$ 1,567	\$ 1,459

Commencing January 1, 2007, the Domtar (Canada) Paper Inc. investment was designated as held-for-trading upon the implementation of Section 3855 and is therefore carried at fair value. The fair value of this investment is based on the market price of common shares of Domtar (Canada) Paper Inc. During 2007, a transitional adjustment of \$11 was recorded and a fair value loss of \$44 was recorded in operating income, as a result of implementing Section 3855 (see note 2). In addition, the investment decreased by \$3 due to the delivery of common shares of Domtar prior to March 7, 2007 (see note 18) or Domtar (Canada) Paper Inc. upon redemption of the related Debentures. Prior to January 1, 2007, this investment was carried at the lower of cost or quoted market value.

Included in deferred charges and other above are \$9 (2006 – nil) of unrealized interest rate swap receivable and \$5 (2006 – nil) related to an electricity forward contract (see note 24).

## 16. EMPLOYEE FUTURE BENEFITS

### Pension and Other Benefit Plans

The Company sponsors a number of pension plans, including funded defined benefit pension plans, defined contribution pension plans and supplemental unfunded arrangements providing pension benefits in excess of statutory limits. Certain obligations of the Company to these supplemental pension arrangements are secured by standby letters of credit issued by a major Canadian chartered bank. The Company's defined benefit pension plans are predominantly non-contributory and these benefits are, in general, based on career average earnings.

During 2007, Loblaw approved and announced the restructuring of its merchandising and store operations into more streamlined functions as part of Project Simplify, resulting in contractual and special termination benefits recognized in restructuring and other charges (see note 4). Also in Canada, a new national defined contribution pension plan for salaried employees was introduced by the Company during 2006. All eligible salaried employees were given the option to join this new plan and convert their past accrued pension benefits or to remain in their existing defined benefit pension plans. All new salaried employees participate only in the new national defined contribution pension plan.

In the United States, certain defined benefit pension plans were frozen for Weston Foods salaried employees during 2007, triggering a curtailment at the time of the announcement. The curtailment had a nominal impact on the net defined benefit plan cost. Effective January 1, 2008, all salaried employees will participate in a new defined contribution pension plan.

The Company also offers certain employee post-retirement and post-employment benefit plans and long term disability benefit plans. Post-retirement and post-employment benefit plans are generally not funded, are mainly non-contributory and include health care, life insurance and dental benefits. Employees eligible for post-retirement benefits are those who retire at certain retirement ages and employees eligible for post-employment benefits are those on long term disability leave. The majority of post-retirement health care plans for current and future retirees include a limit on the total benefits payable by the Company.

In the United States, certain post-retirement benefit plans were amended, effective January 1, 2008. For one of these plans, the amendment resulted in a significant reduction in the number of future years of service for plan members, thereby triggering a curtailment at the time of the announcement in 2007. Accordingly, a \$7 pro rata portion of the unamortized past service gain from a previous plan amendment was recognized as a curtailment gain and included in the net defined benefit plan cost.

The Company also contributes to various multi-employer pension plans that provide pension benefits.

The accrued benefit plan obligations and the fair value of the benefit plan assets were determined using a September 30 measurement date for accounting purposes.

### Funding of Pension and Other Benefit Plans

The most recent actuarial valuations of the Canadian defined benefit pension plans for funding purposes ("funding valuations") were performed as at December 31, 2006 for all plans, except for two plans for which funding valuations were last performed as at December 31, 2004 and which will be performed as at December 31, 2007. The Company is required to file Canadian funding valuations at least every three years; accordingly, the next required funding valuations for the above mentioned plans will be performed no later than December 31, 2009 and 2010, respectively. The most recent funding valuations of the United States defined benefit pension plans were as at January 1, 2007. The Company is required to file United States funding valuations every year; accordingly, the next required funding valuations will be as at January 1, 2008.

Total cash payments made by the Company during 2007, consisting of contributions to funded defined benefit pension plans, defined contribution pension plans, multi-employer pension plans, long term disability benefit plans and benefits paid directly to beneficiaries of the unfunded defined benefit pension plans and other benefit plans, were \$260 (2006 – \$267). In 2006, the Company accrued \$36 relating to a one-time contribution to a multi-employer pension plan which was paid in 2007 (see note 5).

During 2008, the Company expects to contribute approximately \$86 to its funded defined benefit pension plans. This estimate may vary subject to the completion of actuarial valuations, market performance and regulatory requirements. The Company also expects to make contributions in 2008 to defined contribution pension plans and multi-employer pension plans as well as benefit payments to the beneficiaries of the unfunded defined benefit pension plans and other benefit plans.

## Notes to the Consolidated Financial Statements

### Pension and Other Benefit Plans Status

Information on the Company's defined benefit pension plans and other benefit plans, in aggregate, was as follows:

	2007			2006		
	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>	Total	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>	Total
<b>Benefit Plan Assets</b>						
Fair value, beginning of year	\$ 1,629	\$ 50	\$ 1,679	\$ 1,480	\$ 45	\$ 1,525
Actual return (loss)						
on plan assets	152	1	153	115	(1)	114
Employer contributions	93	17	110	129	29	158
Employee contributions	4	2	6	4		4
Benefits paid	(102)	(32)	(134)	(100)	(23)	(123)
Other, including impact of foreign currency translation	(61)	(1)	(62)	1		1
Fair value, end of year	\$ 1,715	\$ 37	\$ 1,752	\$ 1,629	\$ 50	\$ 1,679
<b>Accrued Benefit Plan Obligations</b>						
Balance, beginning of year	\$ 1,957	\$ 475	\$ 2,432	\$ 1,840	\$ 377	\$ 2,217
Current service cost	70	50	120	70	14	84
Interest cost	100	25	125	98	20	118
Benefits paid	(102)	(32)	(134)	(100)	(23)	(123)
Actuarial (gain) loss	(98)	(35)	(133)	50	86	136
Past service costs		(7)	(7)			
Contractual termination benefits <sup>(2)</sup>	7		7			
Special termination benefits <sup>(2)</sup>	6		6			
Curtailment gain <sup>(3)</sup>	(26)	(3)	(29)			
Other, including impact of foreign currency translation	(69)	(23)	(92)	(1)	1	
Balance, end of year	\$ 1,845	\$ 450	\$ 2,295	\$ 1,957	\$ 475	\$ 2,432
<b>Deficit of Plan Assets Versus Plan Obligations</b>						
	\$ (130)	\$ (413)	\$ (543)	\$ (328)	\$ (425)	\$ (753)
Unamortized past service costs	4	(29)	(25)	6	(38)	(32)
Unamortized net actuarial loss	281	184	465	462	244	706
Net accrued benefit plan asset (liability)	\$ 155	\$ (258)	\$ (103)	\$ 140	\$ (219)	\$ (79)
<b>Recorded in the consolidated balance sheets as follows:</b>						
Other assets (note 15)	\$ 230	\$ 12	\$ 242	\$ 207	\$ 39	\$ 246
Other liabilities (note 19)	(75)	(270)	(345)	(67)	(258)	(325)
Net accrued benefit plan asset (liability)	\$ 155	\$ (258)	\$ (103)	\$ 140	\$ (219)	\$ (79)

(1) Other benefit plans include post-retirement, post-employment and long term disability benefit plans.

(2) Contractual and special termination benefits resulted from the Loblaw 2007 Project Simplify to restructure and streamline its merchandising and store operations, and were recorded in restructuring and other charges in 2007 (see note 4).

(3) Certain defined benefit plans and other benefit plans affected by Loblaw's 2007 Project Simplify to restructure and streamline its merchandising and store operations, the 2007 freezing of certain defined benefit pension plan benefits of Weston Foods United States salaried employees and the 2007 amendment of a post-retirement benefit plan for certain Weston Foods United States salaried employees were remeasured as at March 31, 2007, March 31, 2007 and August 31, 2007, respectively. For these plans, costs subsequent to these dates were determined using discount rates of 5.0%, 5.75% and 6.0%, respectively. A portion of the resulting curtailment gains were offset against unamortized net actuarial losses for some of those plans, with the remainder being recorded in income.

### Funded Status of Plans in Deficit

Included in the accrued benefit plan obligations and the fair value of benefit plan assets at year end are the following amounts in respect of plans with accrued benefit plan obligations in excess of benefit plan assets:

	2007		2006	
	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>
Fair Value of Benefit Plan Assets	\$ 684	\$ 37	\$ 1,629	\$ 50
Accrued Benefit Plan Obligations	(856)	(450)	(1,957)	(475)
Deficit of Plan Assets versus Plan Obligations	\$ (172)	\$ (413)	\$ (328)	\$ (425)

(1) Other benefit plans include post-retirement, post-employment and long term disability benefit plans.

### Asset Allocations

The benefit plan assets are held in trust and at September 30 consisted of the following asset categories:

Percentage of Plan Assets	2007		2006	
	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>
Asset Category				
Equity securities	63%		62%	
Debt securities	35%	91%	35%	93%
Cash and cash equivalents	2%	9%	3%	7%
Total	100%	100%	100%	100%

(1) Other benefit plans include post-retirement, post-employment and long term disability benefit plans.

Pension benefit plan assets include securities issued by Weston and by Loblaw having a fair value of \$6 and \$1 (2006 – \$3 and nil), respectively, as at September 30. Other benefit plan assets do not include any Weston or Loblaw securities.

## Notes to the Consolidated Financial Statements

### Pension and Other Benefit Plans Cost

The total net cost for the Company's benefit plans and multi-employer pension plans was as follows:

	2007		2006	
	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>
Current service cost, net of employee contributions	\$ 66	\$ 48	\$ 66	\$ 14
Interest cost on plan obligations	100	25	98	20
Actual (return) loss on plan assets	(152)	(1)	(115)	1
Actuarial (gain) loss	(98)	(35)	50	86
Past service costs		(7)		
Contractual termination benefits <sup>(2)</sup>	7			
Special termination benefits <sup>(2)</sup>	6			
Curtailment loss (gain) <sup>(2,3)</sup>	2	(7)		
Defined benefit plan (income) cost, before adjustments to recognize the long term nature of employee future benefit costs	(69)	23	99	121
Excess (shortfall) of actual return over expected return on plan assets	27	(1)	(1)	(4)
Excess (shortfall) of amortized net actuarial loss over actual actuarial (gain) loss on accrued benefit obligation	115	50	(29)	(61)
Excess (shortfall) of amortized past service costs over actual past service costs	1	2	1	(4)
Net defined benefit plan cost	74	74	70	52
Defined contribution plan cost	25		21	
Multi-employer pension plan cost <sup>(4)</sup>	89		124	
Net benefit plan cost	\$ 188	\$ 74	\$ 215	\$ 52
<b>Recognized in the consolidated statements of earnings as follows:</b>				
Pension and other benefit plan costs	\$ 173	\$ 74	\$ 215	\$ 52
Restructuring and other charges <sup>(2)</sup>	15			
Net benefit plan cost	\$ 188	\$ 74	\$ 215	\$ 52

(1) Other benefit plans include post-retirement, post-employment and long term disability benefit plans.

(2) Contractual and special termination benefits and curtailment losses resulted from Loblaw's 2007 Project Simplify to restructure and streamline its merchandising and store operations, and were recorded in restructuring and other charges in 2007 (see note 4).

(3) Certain defined benefit plans and other benefit plans affected by Loblaw's 2007 Project Simplify to restructure and streamline its merchandising and store operations, the 2007 freezing of certain defined benefit pension plan benefits of Weston Foods United States salaried employees and the 2007 amendment of a post-retirement benefit plan for certain Weston Foods United States salaried employees were remeasured as at March 31, 2007, March 31, 2007 and August 31, 2007, respectively. For these plans, costs subsequent to these dates were determined using discount rates of 5.0%, 5.75% and 6.0%, respectively. A portion of the resulting curtailment gains were offset against unamortized net actuarial losses for some of those plans, with the remainder being recorded in income.

(4) Included in 2006 is a \$36 amount relating to a one-time contribution to a multi-employer pension plan which was paid in 2007 (see note 5).

## Plan Assumptions

The significant annual weighted average actuarial assumptions used in calculating the Company's accrued benefit plan obligations as at the measurement date of September 30 and the net defined benefit plan cost for the year were as follows:

	2007		2006	
	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>	Pension Benefit Plans	Other Benefit Plans <sup>(1)</sup>
<b>Accrued Benefit Plan Obligations</b>				
Discount rate	5.6%	5.6%	5.2%	5.3%
Rate of compensation increase	3.5%		3.5%	
<b>Net Defined Benefit Plan Cost</b>				
Discount rate <sup>(2)</sup>	5.1%	5.1%	5.3%	5.3%
Expected long term rate of return on plan assets	7.8%	5.0%	8.0%	5.0%
Rate of compensation increase	3.5%		3.5%	

(1) Other benefit plans include post-retirement, post-employment and long term disability benefit plans.

(2) Certain defined benefit plans and other benefit plans affected by Loblaw's 2007 Project Simplify to restructure and streamline its merchandise and store operations, the 2007 freezing of certain defined benefit pension plan benefits of Weston Foods United States salaried employees and the 2007 amendment of a post-retirement benefit plan for certain Weston Foods United States salaried employees were remeasured as at March 31, 2007, March 31, 2007 and August 31, 2007, respectively. For these plans, costs subsequent to these dates were determined using discount rates of 5.0%, 5.75% and 6.0%, respectively. A portion of the resulting curtailment gains were offset against unamortized net actuarial losses for some of those plans, with the remainder being recorded in income.

The growth rate of health care costs, primarily drug and other medical costs for other benefit plans, was estimated at 10.0% (2006 – 10.0%) and is assumed to gradually decrease to 5.0% by 2015 (2006 – 5.0% by 2014), remaining at that level thereafter.

## Notes to the Consolidated Financial Statements

### Sensitivity of Key Assumptions

The following table outlines the key assumptions for 2007 and the sensitivity of a 1% change in each of these assumptions on the accrued benefit plan obligations and on the benefit plan cost for defined benefit pension plans and other benefit plans. The table reflects the impact on the current service and interest cost components for the discount rate and expected growth rate of health care costs assumptions.

The sensitivity analysis provided in the table is hypothetical and should be used with caution. The sensitivities of each key assumption have been calculated independently of any changes in other key assumptions. Actual experience may result in changes in a number of key assumptions simultaneously. Changes in one factor may result in changes in another, which could amplify or reduce the impact of such assumptions.

	Pension Benefit Plans		Other Benefit Plans <sup>(1)</sup>	
	Accrued Benefit Plan Obligations	Benefit Plan Cost <sup>(2)</sup>	Accrued Benefit Plan Obligations	Benefit Plan Cost <sup>(2)</sup>
Expected long term rate of return on plan assets		7.8%		5.0%
Impact of: 1% increase	n/a	\$ (16)	n/a	\$ –
1% decrease	n/a	\$ 16	n/a	\$ –
Discount rate	5.6%	5.1%	5.6%	5.1%
Impact of: 1% increase	\$ (241)	\$ (8)	\$ (49)	\$ (4)
1% decrease	\$ 285	\$ 8	\$ 57	\$ 4
Expected growth rate of health care costs <sup>(3)</sup>			10.0%	10.0%
Impact of: 1% increase	n/a	n/a	\$ 45	\$ 7
1% decrease	n/a	n/a	\$ (39)	\$ (6)

n/a – not applicable

(1) Other benefit plans include post-retirement, post-employment and long term disability benefit plans.

(2) Discount rate and expected growth rate of health care costs sensitivity is for current service and interest costs only.

(3) Gradually decreasing to 5.0% by 2015 for the accrued benefit plan obligation and the benefit plan cost, remaining at that level thereafter.

### 17. SHORT TERM BANK LOANS

During 2007, Weston renewed its 364-day revolving committed credit facility of \$300, which matures in May 2008. At year end 2007, \$30 was drawn on this facility.

During 2007, Loblaw entered into a 364-day revolving committed credit facility of \$500, which matures in March 2008. At year end 2007, nil was drawn on this facility. Subsequent to year end, Loblaw obtained a 60-day extension of the facility extending the maturity date to May 2008.

Neither credit facility has financial covenants and borrowings are based on short term floating interest rates.

Also included in short term bank loans are Weston's Series B debentures, due on demand, of \$220 (2006 – \$178) (see note 18).



**18. LONG TERM DEBT**

	2007	2006
<b>George Weston Limited</b>		
Debentures		
Series B, current rate 5.18%, due on demand <sup>(i)</sup>	\$ 220	\$ 178
Series A, 7.00%, due 2031 <sup>(i)</sup>	466	466
Exchangeable Debentures, 3.00%, due 2023, redeemable in 2005 <sup>(ii)</sup>		
Carrying amount	157	202
Deferred amount		18
Notes		
5.90%, due 2009	250	250
6.45%, due 2011	300	300
5.05%, due 2014	200	200
12.70%, due 2030		
Principal	150	150
Effect of coupon repurchase	(131)	(131)
7.10%, due 2032	150	150
6.69%, due 2033	100	100
Other		1
<b>Loblaw Companies Limited</b>		
Notes		
6.00%, due 2008	390	390
5.75%, due 2009	125	125
7.10%, due 2010	300	300
6.50%, due 2011	350	350
5.40%, due 2013	200	200
6.00%, due 2014	100	100
7.10%, due 2016	300	300
6.65%, due 2027	100	100
6.45%, due 2028	200	200
6.50%, due 2029	175	175
11.40%, due 2031		
Principal	151	151
Effect of coupon repurchase	(44)	(34)
6.85%, due 2032	200	200
6.54%, due 2033	200	200
8.75%, due 2033	200	200
6.05%, due 2034	200	200
6.15%, due 2035	200	200
5.90%, due 2036	300	300
6.45%, due 2039	200	200
7.00%, due 2040	150	150
5.86%, due 2043	55	55
Other at a weighted average interest rate of 9.57%, due 2008 to 2043	17	21
VIE loans payable <sup>(iii)</sup> (note 28)	153	124
Capital lease obligations <sup>(iii)</sup> (note 20)	62	32
<b>Total long term debt</b>	<b>6,146</b>	<b>6,123</b>
Less – amount due within one year	(432)	(27)
– amount due on demand (note 17)	(220)	(178)
	<b>\$ 5,494</b>	<b>\$ 5,918</b>

## Notes to the Consolidated Financial Statements

The schedule of repayment of long term debt, inclusive of VIE and other debt, based on maturity, excluding the Debentures and the amount due on demand, is as follows: 2008 – \$432; 2009 – \$399; 2010 – \$326; 2011 – \$676; 2012 – \$24; thereafter – \$3,912.

(i) During 2007, Weston issued \$42 (2006 – \$40) of Series B Debentures due on demand, which are at a current weighted average interest rate of 5.18%. The Series A, 7.00% and Series B Debentures are secured by a pledge of 9.6 million Loblaw common shares.

(ii) In 1998, Weston sold its Forest Products business to Domtar for proceeds of \$803, consisting of \$435 of cash and \$368 of Domtar common shares. The Domtar common share investment was recorded in other assets (see note 15). Weston subsequently issued \$375 of 3% Exchangeable Debentures due June 30, 2023. On March 7, 2007, pursuant to a transaction whereby Domtar was combined with the fine paper business of Weyerhaeuser Inc., Domtar common shares were exchanged for an equal number of either non-voting exchangeable shares of Domtar (Canada) Paper Inc. or common shares of Domtar Corporation (“New Domtar”). The Company elected to receive exchangeable shares of Domtar (Canada) Paper Inc. in exchange for its Domtar common shares. See note 25 for further implications of this transaction to the Company.

Each one thousand dollar principal amount of the Debentures is exchangeable at the option of the holder for 95.2381 New Domtar common shares. The Debentures became redeemable at the option of Weston after June 30, 2005. Upon notice of redemption by Weston or within 30 days prior to the maturity date, the holder has the option to exchange each one thousand dollar principal amount for 95.2381 New Domtar common shares plus accrued interest payable in cash.

Weston's obligation on the exchange or redemption of the Debentures can be satisfied by delivery of a cash amount equivalent to the current market price of the common shares of New Domtar at such time, the common shares of New Domtar or any combination thereof. Upon maturity, Weston at its option may deliver cash, the New Domtar common shares or any combination thereof equal to 95.2381 New Domtar common shares for each one thousand dollar principal amount of these Debentures. During a transitional period, during 2007, whereby New Domtar was awaiting certain regulatory approvals regarding the delivery of New Domtar shares in exchange for exchangeable shares of Domtar (Canada) Paper Inc., Weston offered on the exchange or redemption of these Debentures, the exchangeable shares of Domtar (Canada) Paper Inc. On June 25, 2007, regulatory approval was received.

During 2007, \$3 (2006 – \$5) of the 3% Exchangeable Debentures were exchanged for the underlying shares. A corresponding reduction in the investment in Domtar (Canada) Paper Inc. was recorded.

Commencing January 1, 2007, the carrying amount of the Debentures is based on the market price of the underlying common shares. During 2007, a gain of \$44 was recorded in operating income related to the Debentures. Prior to January 1, 2007, the carrying amount of the Debentures was based on their market price and any fair value gain or loss was deferred on the consolidated balance sheet as the Debentures were part of a designated hedging relationship.

(iii) Pursuant to the requirements of AcG 15, the consolidated balance sheet as at December 31, 2007 includes \$183 (2006 – \$156) of loans payable and capital lease obligations of VIEs consolidated by the Company, \$32 (2006 – \$23) of which is due within one year.

The VIE loans payable of \$153 (2006 – \$124) represent financing obtained by eligible Loblaw independent franchisees through a structure involving independent trusts to facilitate the purchase of the majority of their inventory and fixed assets, consisting mainly of fixtures and equipment. The loans payable, which have an average term to maturity of 7 years (2006 – 8 years), are due and payable on demand under certain predetermined circumstances and are secured through a general security agreement made by the independent franchisees in favour of the independent funding trust. Interest is charged on a floating rate basis and prepayment of the loans may be made without penalty. The independent funding trust within the structure finances its activities through the issuance of short term asset-backed commercial paper (“ABCP”) to third-party investors. The independent funding trust has a global style liquidity agreement from a major Canadian chartered bank in the event that it is unable to issue short term ABCP. As disclosed in note 25, a standby letter of credit has been provided by a major Canadian chartered bank for the benefit of the independent funding trust equal to approximately 10% of the total principal amount of the loans outstanding at any point in time. Loblaw has agreed to reimburse the issuing bank for any amount drawn on the standby letter of credit. In the event of a default by an independent franchisee and Loblaw has not, within a specified time period assumed the loan, or the default is not otherwise remedied, the independent funding trust shall assign the loan to Loblaw and draw upon the standby letter of credit. See note 28 for a further discussion on the independent funding trust financing.

During 2006, Weston repaid its \$200 of 5.25% Medium Term Notes (“MTN”) as they matured. In addition, during 2006, Loblaw repaid its \$125 of 8.70% Series 1996 Provigo Inc. Debenture as it matured.

The fair value of long term debt issues at year end 2007 is \$6,090 (2006 – \$6,791). The fair value of long term debt issues excluding the Debentures was estimated based on the discounted cash flows of the debt at the Company's estimated incremental borrowing rates for debt of the same remaining maturities. The fair value of the Debentures was estimated based on the market price at the reporting date.

## 19. OTHER LIABILITIES

	2007	2006
Accrued benefit plan liability (note 16)	\$ 345	\$ 325
Accrued insurance liabilities	122	138
Asset retirement obligation	19	20
Goods and Services Tax and provincial sales taxes	23	14
Restructuring and other charges (note 4)	21	21
Stock-based compensation liability (note 23)	17	28
Unrealized equity swaps and forwards liability (note 24)	174	60
Unrealized interest rate swap liability (note 24)	28	
Other	82	82
Other liabilities	\$ 831	\$ 688

Total accrued insurance liabilities are \$165 (2006 – \$188), of which \$122 (2006 – \$138) is included in other liabilities and \$43 (2006 – \$50) in accounts payable and accrued liabilities. Included in total accrued insurance liabilities of \$165 (2006 – \$188) are \$112 (2006 – \$132) of United States workers' compensation liabilities. The related cost and accrued workers' compensation liabilities are based on actuarial valuations which are dependent on assumptions determined by management. The discount rate used in determining the 2007 workers' compensation cost and liability was 5.0% (2006 – 6.0%). The total workers' compensation liability is equal to the ultimate actuarial loss estimate less any actual losses paid to date. Any change in the workers' compensation liability is recognized immediately in operating income.

The United States workers' compensation cost associated with the workers' compensation liability was \$34 in 2007 (2006 – \$43).

## 20. LEASES

### As Lessee

Future minimum lease payments relating to the Company's operating leases are as follows:

	Payments due by year						2007 Total	2006 Total
	2008	2009	2010	2011	2012	Thereafter to 2046		
Operating lease payments	\$ 222	\$ 194	\$ 168	\$ 144	\$ 121	\$ 718	\$ 1,567	\$ 1,643
Expected sub-lease income	(40)	(34)	(29)	(23)	(19)	(84)	(229)	(252)
Net operating lease payments	\$ 182	\$ 160	\$ 139	\$ 121	\$ 102	\$ 634	\$ 1,338	\$ 1,391

### Capital Leases

Capital lease obligations of \$62 (2006 – \$32) are included in the consolidated balance sheet as at year end (see note 18). These Loblaw capital lease obligations are related primarily to equipment of the third-party VIE that provides distribution and warehousing services. The amount due within one year is \$9 (2006 – \$4).

## Notes to the Consolidated Financial Statements

### Sale-Leaseback

In 2007, Loblaw completed a sale-leaseback transaction of property and a partially constructed building ("Property") for a total purchase price of \$109, subject to a vendor take back mortgage of \$27 which bears interest at 6% due in 2009. There was no gain or loss recorded on the sale of the Property. Loblaw has leased back the Property for a term of 20 years, with options to renew for an additional 20 years, and in turn subleased the Property to a third-party logistics provider. The leaseback was accounted for as an operating lease and commences in 2008. Loblaw also entered into a warehousing and distribution agreement with the third-party logistics provider, which will use this Property to provide services to Loblaw.

### 21. SHARE CAPITAL

	2007	2006
Common share capital	\$ 133	\$ 133
Preferred shares, Series I	228	228
Preferred shares, Series II	260	260
Preferred shares, Series III	196	196
Preferred shares, Series IV	197	197
Preferred shares, Series V	196	196
Share capital	\$ 1,210	\$ 1,210

### Common Share Capital (authorized – unlimited)

The changes in the common shares issued and outstanding during the year were as follows:

	2007		2006	
	Number of Common Shares	Common Share Capital	Number of Common Shares	Common Share Capital
Issued and outstanding, beginning of year	129,074,526	\$ 133	129,038,226	\$ 131
Issued from treasury <sup>(1)</sup>			36,300	2
Issued and outstanding, end of year	129,074,526	\$ 133	129,074,526	\$ 133
Weighted average outstanding	129,074,526		129,042,005	

(1) 2006 share capital includes \$2 issued for stock options exercised (see note 23).

### Preferred Shares, Series I (authorized – unlimited) (\$)

Weston has 9.4 million 5.80% Preferred Shares, Series I outstanding, which entitle the holder to a fixed cumulative preferred cash dividend of \$1.45 per share per annum. Weston may, at its option, redeem for cash, in whole or in part, these outstanding preferred shares as follows:

- On or after December 15, 2006 at \$26.00 per share
- On or after December 15, 2007 at \$25.75 per share
- On or after December 15, 2008 at \$25.50 per share
- On or after December 15, 2009 at \$25.25 per share
- On or after December 15, 2010 at \$25.00 per share

At any time after issuance, Weston may, at its option, give the holders of these preferred shares the right, at the option of the holder, to convert their preferred shares into preferred shares of a further series designated by Weston on a share-for-share basis on a date specified by Weston.

**Preferred Shares, Series II (authorized – unlimited) (\$)**

Weston has 10.6 million 5.15% Preferred Shares, Series II outstanding, which entitle the holder to a fixed cumulative preferred cash dividend of \$1.2875 per share per annum. On or after April 1, 2009, Weston may, at its option, redeem for cash, in whole or in part, these outstanding preferred shares at \$25.00 per share. On and after July 1, 2009, these outstanding preferred shares are convertible, at the option of the holder, into a number of Weston's common shares determined by dividing \$25.00 by the greater of \$2.00 and 95% of the then current market price of Weston's common shares. At any time after issuance, Weston may, at its option, give the holders of these preferred shares the right, at the option of the holder, to convert their preferred shares into preferred shares of a further series designated by Weston on a share-for-share basis on a date specified by Weston.

**Preferred Shares, Series III (authorized – unlimited) (\$)**

Weston has 8.0 million 5.20% Preferred Shares, Series III outstanding, which entitle the holder to a fixed cumulative preferred cash dividend of \$1.30 per share per annum. Weston may, at its option, redeem for cash, in whole or in part, these outstanding preferred shares as follows:

On or after July 1, 2010 at \$26.00 per share

On or after July 1, 2011 at \$25.75 per share

On or after July 1, 2012 at \$25.50 per share

On or after July 1, 2013 at \$25.25 per share

On or after July 1, 2014 at \$25.00 per share

At any time after issuance, Weston may, at its option, give the holders of these preferred shares the right, at the option of the holder, to convert their preferred shares into preferred shares of a further series designated by Weston on a share-for-share basis on a date specified by Weston.

**Preferred Shares, Series IV (authorized – unlimited) (\$)**

Weston has 8.0 million 5.20% Preferred Shares, Series IV outstanding, which entitle the holder to a fixed cumulative preferred cash dividend of \$1.30 per share per annum. Weston may, at its option, redeem for cash, in whole or in part, these outstanding preferred shares as follows:

On or after October 1, 2010 at \$26.00 per share

On or after October 1, 2011 at \$25.75 per share

On or after October 1, 2012 at \$25.50 per share

On or after October 1, 2013 at \$25.25 per share

On or after October 1, 2014 at \$25.00 per share

At any time after issuance, Weston may, at its option, give the holders of these preferred shares the right, at the option of the holder, to convert their preferred shares into preferred shares of a further series designated by Weston on a share-for-share basis on a date specified by Weston.

**Preferred Shares, Series V (authorized – unlimited) (\$)**

During 2006, Weston issued 8.0 million 4.75% Preferred Shares, Series V for \$25.00 per share for net proceeds of \$194 million, which entitle the holder to a fixed cumulative preferred cash dividend of \$1.1875 per share per annum. In addition, included in share capital is a future tax benefit of \$2 million related to the deductibility of the issuance costs. Weston may, at its option, redeem for cash, in whole or in part, these outstanding preferred shares as follows:

On or after July 1, 2011 at \$26.00 per share

On or after July 1, 2012 at \$25.75 per share

On or after July 1, 2013 at \$25.50 per share

On or after July 1, 2014 at \$25.25 per share

On or after July 1, 2015 at \$25.00 per share

At any time after issuance, Weston may, at its option, give the holders of these preferred shares the right, at the option of the holder, to convert their preferred shares into preferred shares of a further series designated by Weston on a share-for-share basis on a date specified by Weston.

## Notes to the Consolidated Financial Statements

### Normal Course Issuer Bid ("NCIB") (\$)

Weston intends to file a NCIB to purchase on the Toronto Stock Exchange or enter into equity derivatives to purchase up to 5% of each class of its common and preferred shares outstanding. Weston, in accordance with the rules and by-laws of the Toronto Stock Exchange, may purchase its common and preferred shares at the then market price of such shares. Weston did not purchase any common shares under its NCIB during 2007 or 2006.

### 22. ACCUMULATED OTHER COMPREHENSIVE LOSS

The following table provides further detail regarding the composition of accumulated other comprehensive loss for the year ended December 31, 2007:

	Foreign Currency Translation Adjustment	Cash Flow Hedges	Available-for- Sale Assets	Total
Balance, beginning of year	\$ (503)			\$ (503)
Cumulative impact of implementing new accounting standards <sup>(1)</sup> (note 2)		\$ (4)	\$ 13	9
Foreign currency translation adjustment	(508)			(508)
Net unrealized loss on available-for-sale financial assets <sup>(2)</sup>			(35)	(35)
Reclassification of loss on available-for-sale financial assets <sup>(3)</sup>			20	20
Net gain on derivative instruments designated as cash flow hedges <sup>(4)</sup>		36		36
Reclassification of gain on derivative instruments designated as cash flow hedges <sup>(5)</sup>		(18)		(18)
Balance, end of year	\$ (1,011)	\$ 14	\$ (2)	\$ (999)

(1) Net of income taxes of \$1 and minority interest of \$6.

(2) Net of income taxes of \$5 and minority interest of \$21.

(3) Net of income taxes of nil and minority interest of \$13.

(4) Net of income taxes of \$2 and minority interest of \$22.

(5) Net of income taxes of \$2 and minority interest of \$12.

An estimated net gain of \$12, net of income taxes and minority interest, recorded in accumulated other comprehensive loss related to the cash flow hedges as at December 31, 2007, is expected to be reclassified to net earnings during the next 12 months. This will be offset by the estimated loss on available-for-sale financial assets that are hedged. Remaining amounts will be reclassified to net earnings over periods up to 4 years.

During 2007, the change in the cumulative foreign currency translation adjustment increased accumulated other comprehensive loss by \$508 (2006 – decreased accumulated other comprehensive loss by \$15). This change was due to the negative (2006 – positive) impact of translating the Company's net investment in self-sustaining foreign operations due to the appreciation (2006 – depreciation) of the Canadian dollar relative to the United States dollar.

### 23. STOCK-BASED COMPENSATION (\$ except table)

The Company maintains five types of stock-based compensation plans, which are described below.

#### Stock Option Plans

Weston maintains a stock option plan for certain employees. Under this plan, Weston may grant options for up to seven million of its common shares; however, Weston has set a guideline which limits the number of stock option grants to a maximum of 5% of outstanding common shares at any time. Stock options have up to a seven-year term, vest 20% cumulatively on each anniversary of the date of the grant and are exercisable at the designated common share price, which is 100% of the market price of Weston's common shares on the last trading day prior to the effective date of the grant. Each stock option is exercisable into one common share of Weston at the price specified in the terms of the option agreement, or option holders may elect to receive in cash the share appreciation value equal to the excess of the market price at the date of exercise over the specified option price.

During 2007, Weston granted 693,327 (2006 – nil) stock options with a weighted average exercise price of \$72.23 (2006 – nil) per common share under its existing stock option plan, which allows for settlement in shares or in the share appreciation value in cash at the option of the employee.

During 2007, the share appreciation value of \$0.5 million (2006 – \$1 million) was paid on the exercise of 21,965 (2006 – 58,550) stock options and 180,306 (2006 – 91,792) stock options were forfeited or cancelled. In 2006, Weston issued 36,300 common shares on the exercise of stock options and received cash consideration of \$2 million, for which it had recorded a stock-based compensation liability of nil.

Loblaw maintains a stock option plan for certain employees. Under this plan, Loblaw may grant options for up to 20.4 million of its common shares; however, Loblaw has set a guideline which limits the number of stock option grants to a maximum of 5% of outstanding common shares at any time. Stock options have up to a seven-year term, vest 20% cumulatively on each anniversary date of the grant and are exercisable at the designated common share price, which is 100% of the market price of Loblaw's common shares on the last trading day prior to the effective date of the grant. Each stock option is exercisable into one common share of Loblaw at the price specified in the terms of the option agreement, or option holders may elect to receive in cash the share appreciation value equal to the excess of the market price at the date of exercise over the specified option price.

During 2007, Loblaw granted 4,368,980 (2006 – 189,354) stock options with a weighted average exercise price of \$47.28 (2006 – \$55.30) per common share under its existing stock option plan, which allows for settlement in shares or in the share appreciation value in cash at the option of the employee.

During 2007, the share appreciation value of a nominal amount (2006 – \$11 million) was paid by Loblaw on the exercise of 108,000 (2006 – 815,403) stock options. Loblaw issued nil (2006 – 118,750) common shares on the exercise of stock options and received cash consideration of nil (2006 – \$4 million), for which it had recorded a stock-based compensation liability of nil (2006 – \$0.1 million).

#### Share Appreciation Right Plan

Weston maintains a share appreciation right plan for certain senior United States employees. Share appreciation rights have up to a seven-year term, vest 20% cumulatively on each anniversary date of the grant and are exercisable at the designated common share price, which is 100% of the market price of Weston's common shares on the last trading day prior to the effective date of the grant.

When they are exercised, the employee will receive in cash the share appreciation value equal to the excess of the market price at the date of exercise over the specified right price.

In 2007, 125,400 (2006 – 10,400) share appreciation rights were forfeited or cancelled.

#### Restricted Share Unit (“RSU”) Plans

Weston and Loblaw maintain a RSU plan for certain senior employees. The RSUs entitle employees to a cash payment after the end of each performance period, of up to 3 years, following the date of the award. The RSU payment will be an amount equal to the weighted average price of a Weston or Loblaw common share for a prescribed period preceding the end of the performance period for the RSUs multiplied by the number of RSUs held by the employee.

During 2007, Weston granted 36,099 (2006 – 148,049) RSUs to 40 (2006 – 100) employees, 27,833 (2006 – 6,396) RSUs were cancelled and 16,818 (2006 – 2,643) were paid out in the amount of \$1 million (2006 – nominal). In addition, during 2007, Loblaw granted 335,056 (2006 – 691,001) RSUs to 349 (2006 – 238) employees, 161,621 (2006 – 211,526) RSUs were cancelled and 154,700 (2006 – 112,707) were paid out in the amount of \$8 million (2006 – \$6 million). At year end, a total of 290,359 (2006 – 298,911) Weston and 768,687 (2006 – 749,952) Loblaw RSUs were outstanding.

The following table summarizes the Company's cost recognized in operating income related to its stock-based compensation plans, related equity swaps and forwards and restricted share unit plans:

(\$ millions)	2007	2006
Stock option plans/share appreciation right plan income		\$ (11)
Equity swaps and forwards loss (note 24)	\$ 100	48
Restricted share unit plan expense	9	23
Net stock-based compensation cost	\$ 109	\$ 60

## Notes to the Consolidated Financial Statements

### Deferred Share Unit (“DSU”) Plans

Members of Weston's and Loblaw's Boards of Directors, who are not management of the Company, may elect annually to receive all or a portion of their annual retainer(s) and fees in the form of DSUs, the value of which is determined by the market price of Weston's or Loblaw's common shares at the time the director's annual retainer(s) or fees are earned. Upon termination of Board service, the common shares due to the director, as represented by the DSUs, will be purchased on the open market on the director's behalf. At year end, Weston had 41,023 (2006 – 28,303) and Loblaw had 56,082 (2006 – 44,397) DSUs outstanding. The year-over-year change in the DSU compensation liability was minimal and was recognized in operating income.

### Employee Share Ownership Plans (“ESOPs”)

Weston and Loblaw maintain ESOPs for their employees which allow employees to acquire Weston's and Loblaw's common shares through regular payroll deductions of up to 5% of their gross regular earnings. Weston and Loblaw contribute an additional 25% (2006 – 25%) of each employee's contribution to its plan. The ESOPs are administered through a trust which purchases Weston's and Loblaw's common shares on the open market on behalf of employees. A compensation cost of \$7 million (2006 – \$7 million) related to these plans was recognized in operating income.

Weston's stock option and share appreciation right transactions were as follows:

	2007		2006	
	Options/ Rights (number of shares)	Weighted Average Exercise Price/Share	Options/ Rights (number of shares)	Weighted Average Exercise Price/Share
Outstanding options/rights, beginning of year	1,934,258	\$ 99.84	2,131,300	\$ 97.68
Granted	693,327	\$ 72.23		
Exercised	(21,965)	\$ 53.70	(94,850)	\$ 49.70
Forfeited/cancelled	(305,706)	\$ 99.19	(102,192)	\$ 101.41
Outstanding options/rights, end of year <sup>(1,2)</sup>	2,299,914	\$ 92.05	1,934,258	\$ 99.84
Options/rights exercisable, end of year <sup>(2)</sup>	1,062,847	\$ 97.82	911,515	\$ 95.55

(1) Options/rights outstanding represented approximately 1.8% (2006 – 1.5%) of the Company's issued and outstanding common shares, which was within the Company's guideline of 5%.

(2) Included in the outstanding balance are 357,593 (2006 – 482,993) share appreciation rights at a weighted average exercise price of \$101.64 (2006 – \$101.20). Included in the exercisable balance are 240,671 (2006 – 236,393) share appreciation rights at a weighted average exercise price of \$99.49 (2006 – \$98.54).

The following table summarizes information about Weston's stock option and share appreciation rights outstanding:

	2007				
	Outstanding Options/Rights			Exercisable Options/Rights	
Range of Exercise Prices (\$)	Number of Options/ Rights Outstanding	Weighted Average Remaining Contractual Life (years)	Weighted Average Exercise Price/Share	Number of Exercisable Options/ Rights	Weighted Average Exercise Price/Share
\$72.21 – \$ 78.85	773,195	6	\$ 72.93	81,168	\$ 78.85
\$93.35 – \$111.02 <sup>(1)</sup>	1,526,719	3	\$ 101.73	981,679	\$ 99.39

(1) Included in the outstanding balance are 357,593 share appreciation rights with a weighted average remaining contractual life of 3 years and a weighted average exercise price of \$101.64. Included in the exercisable balance are 240,671 share appreciation rights with a weighted average exercise price of \$99.49.



## 24. FINANCIAL INSTRUMENTS

A summary of Weston's and Loblaw's outstanding derivative instruments is as follows:

### Notional Amounts

	Notional Amounts Maturing in						2007 Total	2006 Total
	2008	2009	2010	2011	2012	Thereafter		
Cross currency basis swaps	\$ 140	\$ 31	\$ 174	\$ 56	\$ 166	\$ 533	\$ 1,100	\$ 1,060
Interest rate swaps receivable	\$ 240	\$ 140	\$ 50	\$ 200			\$ 630	\$ 630
Interest rate swaps payable						\$ 150	\$ 150	\$ 150
Equity swaps and forwards associated with stock-based compensation			\$ 206	\$ 35	\$ 25	\$ 162	\$ 428	\$ 421
Equity forward associated with the forward sale of Loblaw common shares						\$ 692	\$ 692	\$ 649
Electricity forward contract	\$ 9	\$ 8	\$ 8	\$ 8			\$ 33	\$ 42

Notional amounts do not represent assets or liabilities and are therefore not recorded on the consolidated balance sheet. The notional amounts are used in order to calculate the payments to be exchanged under the contracts.

### Cross Currency Basis Swaps

Loblaw enters into cross currency basis swaps to manage its exposure to fluctuations in the foreign currency exchange rate on a portion of its United States dollar denominated cash, cash equivalents and short term investments.

Loblaw entered into cross currency basis swaps to exchange United States dollars for \$1.1 billion (2006 – \$1.1 billion) Canadian dollars, which mature by 2017. Cross currency basis swaps totalling \$590 are designated in a cash flow hedge and the remaining undesignated \$510 are classified as held-for-trading financial assets. Currency adjustments receivable or payable arising from these swaps are settled in cash on maturity. At year end, a cumulative unrealized foreign currency exchange rate receivable of \$270 (2006 – \$165) was recorded in other assets (see note 15).

### Interest Rate Swaps

Loblaw enters into interest rate swaps to manage a portion of its exposure to fluctuations in interest rates. Loblaw's interest rate swaps convert a notional \$630 (2006 – \$630) of its floating rate available-for-sale cash equivalents and short term investments to average fixed rate investments at 5.60% (2006 – 5.60%), which mature by 2011. At year end, the fair value of these interest rate swaps of \$9 was recorded in other assets (see note 15) and the unrealized fair value gain of \$6, net of income taxes and minority interest, was deferred in accumulated other comprehensive loss, related to these interest rate swaps. When realized, these unrealized gains are reclassified to net earnings. Prior to January 1, 2007, these unrealized gains or losses were not recognized on the consolidated balance sheet.

During 2007, Loblaw terminated hedge accounting for its interest rate swaps previously designated as a cash flow hedge of the variable interest rate exposure on commercial paper. These interest rate swaps converted a notional \$150 (2006 – \$150) of floating rate commercial paper debt to an average fixed rate debt of 8.37% (2006 – 8.37%) which matures by 2013. As a result of this termination, the cumulative loss of \$1, net of income taxes and minority interest, in accumulated other comprehensive loss was reclassified to net earnings. At year end, the fair value of these interest rate swaps of \$28 was recorded in other liabilities (see note 19). Prior to January 1, 2007, these unrealized gains or losses were not recognized on the consolidated balance sheet.

## Notes to the Consolidated Financial Statements

### Equity Swaps and Forwards (\$, except where otherwise indicated)

In 2007, Weston had cumulative outstanding equity swaps in its common shares of 1,686,700 (2006 – 1,686,700) at an average forward price of \$103.17 (2006 – \$103.17). In 2007, Loblaw had cumulative outstanding equity forwards in its common shares of 4.8 million (2006 – 4.8 million), at a cumulative average forward price of \$53.14 (2006 – \$51.43) including \$8.27 (2006 – \$6.56) per common share of interest expense net of dividends that has been recognized in net earnings from continuing operations and will be paid at termination. These swaps and forwards allow for several methods of settlement including net cash settlement. These equity swaps and forwards change in value as the market prices of the underlying common shares change and provide a partial offset to fluctuations in Weston's and Loblaw's stock-based compensation costs, including RSU plan expense. The partial offset between the Company's stock-based compensation costs, including RSU plan expense, and the equity derivatives is effective when the market prices of Weston and Loblaw common shares exceed the exercise price of the related employee stock options. When the market prices of Weston and Loblaw common shares are lower than the exercise price of the related employee stock options, these equity derivatives will provide a partial offset only to RSU plan expenses. The amount of net stock-based compensation cost recorded in operating income is mainly dependent upon the number of unexercised stock options and RSUs and their vesting schedules relative to the number of underlying common shares on the equity derivatives and the level of and fluctuations in the market prices of the respective underlying common shares. At year end, the fair value of these Weston swaps of \$83 million (2006 – \$47 million) was recorded in other liabilities and the fair value, interest and dividends of these Loblaw forwards of \$91 million (2006 – \$13 million) was also recorded in other liabilities (see note 19). During 2007, a fair value loss of \$100 million (2006 – \$48 million) was recorded in operating income related to these equity swaps and forwards (see note 23).

In 2001, Weston entered into an equity forward sale agreement based on 9.6 million Loblaw common shares at an original forward price of \$48.50 per Loblaw common share which, under the terms of the agreement, had increased to a forward price of \$72.06 (2006 – \$67.64) per Loblaw common share as at December 31, 2007. The forward matures in 2031 and will be settled in cash as follows: Weston will receive the forward price and will pay the market value of the underlying Loblaw common shares at maturity. The obligation of Weston under this forward is secured by the underlying Loblaw common shares. Weston entered into this forward to partially offset any repayment risk associated with its Series A, 7.00% and Series B Debentures. Further, if the market value of the underlying Loblaw common shares exceeds the obligation of Weston under this forward, a portion of the proceeds from a future sale of these shares may be used to satisfy the obligation under this forward contract upon termination or maturity. Weston recognizes a non-cash charge or income, which is included in consolidated interest expense and other financing charges, representing the fair value adjustment of Weston's forward sale agreement for 9.6 million Loblaw common shares. The fair value adjustment of the forward contract is a non-cash item resulting from fluctuations in the market price of the underlying Loblaw common shares that Weston owns. Weston does not record any change in the market price associated with the Loblaw common shares that it owns. At maturity, if the forward price is greater than the market price, Weston will receive a cash amount equal to the difference. If the forward price is less than the market price, Weston will pay a cash amount equal to the difference. Any cash paid under the forward contract could be offset by the sale of Loblaw common shares. At year end, the fair value of this equity forward sale agreement based on 9.6 million Loblaw common shares of \$365 million (2006 – \$181 million) was recorded in other assets (see note 15). During 2007, a fair value gain of \$141 million (2006 – \$73 million) was recorded in interest expense and other financing charges related to this forward (see note 6).

### Electricity Forward Contract

Loblaw entered into an electricity forward contract to minimize price volatility and to maintain a portion of its electricity costs in Alberta, Canada at approximately 2006 rates. This electricity forward contract has an initial term of five years and expires in December 2011. Commencing January 1, 2007, Loblaw is required to measure its electricity forward contract at fair value in accordance with Section 3855. At year end, the fair value of this Loblaw forward contract of \$5 was recorded in other assets (see note 15). During 2007, a loss in value of \$2 was recorded in operating income. Prior to January 1, 2007, this non-financial derivative instrument was not recognized on the comparative consolidated balance sheet and therefore gains and losses due to fair value changes in the contract were also not recognized in the consolidated statement of earnings.

### Commodity Derivatives

The Company uses commodity futures and options to manage its anticipated exposure to fluctuations in commodity prices. At year end, the fair value of the commodity futures of \$21 (2006 – \$1) was recorded in accounts receivable. During 2007, a fair value gain of \$19 (2006 – nil) was recorded in operating income relating to futures which were not designated in a cash flow hedge while a fair value gain of \$1 was deferred in accumulated other comprehensive loss relating to futures which were designated in a cash flow hedge. At year end, the fair value of the commodity options was not significant nor was the 2007 fair value gain related to these options.

### Fair Value of Derivative Instruments

The fair value of derivative instruments is the estimated amount that the Company would receive or pay to terminate the instrument agreement at the reporting date. The fair values have been determined by reference to prices available from the markets on which the instruments trade and prices provided by counterparties. Commencing January 1, 2007, the fair value of all derivative instruments approximated their carrying value and are recorded on the consolidated balance sheet. Prior to January 1, 2007, the interest rate swaps were not recorded on the comparative consolidated balance sheet. The fair value of the unrecorded unrealized interest rate swap receivable was \$17 at December 31, 2006.

The following table summarizes the change in fair value of financial assets and financial liabilities, including non-financial derivatives, classified as held-for-trading, recognized in 2007 in net earnings, before income taxes and minority interest.

	2007	
	Designated as held-for-trading	Required to be classified as held-for-trading
Cash equivalents and short term investments	\$ 76	
Electricity forward		\$ 2
Interest rate swaps		5
Cross currency basis swaps		(79)
Commodity futures fair value adjustment		(19)
Equity forward sale agreement based on 9.6 million Loblaw common shares		(183)
Equity swaps and forwards associated with stock-based compensation		112
Exchangeable shares of Domtar (Canada) Paper Inc. <sup>(1)</sup>	44	
Fair value loss (gain)	\$ 120	\$ (162)

(1) The impact of this fair value adjustment on operating income is substantially offset by the re-measurement of the Debentures, as discussed previously.

### Fair Value of Other Financial Instruments

The fair values of accounts receivable, bank indebtedness, commercial paper, accounts payable and accrued liabilities and short term bank loans approximate their carrying values given their short term maturities. See note 18 for the carrying values and fair values of long term debt.

The equity investment in Loblaw franchises is measured at cost because there are no quoted market prices in an active market and these investments are classified as available-for-sale.

### Foreign Currency Exchange Rate Risk

At year end, the Company had \$1.4 billion (2006 – \$1.2 billion) in cash and cash equivalents and \$603 (2006 – \$610) in short term investments, the majority of which are denominated in United States dollars and are held or managed by Glenhuron.

Loblaw is exposed to foreign currency exchange rate variability on its cash, cash equivalents and short term investments. To manage this risk, Loblaw designates a portion of its cross currency basis swaps in a cash flow hedge of the exposure to fluctuations in the foreign currency exchange rate on a portion of its United States dollar denominated cash equivalents and short term investments. The remaining undesignated cross currency basis swaps economically hedge exposure to fluctuations in the foreign currency exchange rate on the remaining United States dollar denominated cash, cash equivalents and short term investments.

During 2007, the unrealized foreign currency exchange loss of \$79 before income taxes and minority interest, related to the cash equivalents and short term investments classified as available-for-sale was recognized in accumulated other comprehensive loss and was partially offset by the unrealized foreign currency exchange rate gain of \$72 before income taxes and minority interest relating to the designated cross currency basis swaps also deferred in accumulated other comprehensive loss. The unrealized foreign currency exchange loss of \$76 on the designated held-for-trading cash, cash equivalents and short term investments is partially offset in operating income by the unrealized foreign currency exchange rate gain of \$79 relating to the cross currency basis swaps which are not designated in a cash flow hedge. During 2007, Loblaw realized a foreign currency exchange gain of \$46 relating to cross currency basis swaps that matured or were terminated.

## Notes to the Consolidated Financial Statements

The Company's consolidated financial statements are expressed in Canadian dollars but a significant portion of its Weston Foods business occurs in United States dollars through its net investment in self-sustaining foreign operations, primarily in the United States ("U.S. net investment"). The U.S. net investment is translated into Canadian dollars at the foreign currency exchange rate in effect at each balance sheet date. As a result, the Company is exposed to exchange rate gains and losses which are recorded in other comprehensive loss with the offset in the reported Canadian dollar value of the related assets and liabilities included in the U.S. net investment. During 2007, the Canadian dollar appreciated relative to the United States dollar, resulting in a reduction of the Company's U.S. net investment and a corresponding increase in other comprehensive loss of \$508. In addition, revenues and expenses of these self-sustaining foreign operations are translated into Canadian dollars at the average foreign currency exchange rate for the year. An appreciating Canadian dollar relative to the United States dollar will negatively impact the year-over-year change in reported sales, operating income and net earnings, while a depreciating Canadian dollar relative to the United States dollar will have the opposite impact.

### Credit Risk

The Company is exposed to credit risk resulting from the possibility that counterparties may default on their financial obligations, or if there is a concentration of transactions carried out with the same counterparty or of financial obligations which have similar economic characteristics such that they could be similarly affected by changes in economic conditions. Exposure to credit risk relates to derivative instruments, cash equivalents and short term investments, amounts receivable from Weston Foods customers and suppliers, PC Bank's credit card receivables and accounts receivable from independent franchisees, associates and independent accounts.

The Company may be exposed to losses should any counterparty to the Company's financial or non-financial derivative agreements fail to fulfill its obligations. The Company has sought to minimize potential counterparty risk and losses by conducting transactions for its derivative agreements with counterparties that have at minimum a long term "A" credit rating from a recognized credit rating agency and by placing risk adjusted limits on its exposure to any single counterparty for its financial derivative agreements.

The Company has internal policies, controls and reporting processes, which require ongoing assessment and corrective action, if necessary, with respect to its derivative transactions. In addition, principal amounts on cross currency basis swaps and equity swaps and forwards are each netted by agreement and there is no exposure to loss of the original notional principal amounts on the interest rate swaps and equity swaps and forwards.

Credit risk associated with the Company's cash equivalents and short term investments results from the possibility that a counterparty may default on the repayment of a security. The Company attempts to mitigate this risk through policies and guidelines that require issuers of permissible investments to have at minimum a long term "A" credit rating from a recognized credit rating agency, that specify minimum and maximum exposures to specific issuers, and that specify the type of instruments to be held by the Company.

Weston Foods performs ongoing credit evaluations to assess the financial condition of its new and existing suppliers and customers for amounts receivable from these counterparties.

Loblaw's exposure to credit risk from PC Bank's credit card receivables and receivables from independent franchisees, associates and independent accounts results from the possibility that customers may default on their payment obligation. PC Bank manages the credit card receivable risk by employing stringent credit scoring techniques, actively monitoring its credit card portfolio and reviewing techniques and technology that can improve the effectiveness of the collection process. In addition, these receivables are dispersed among a large, diversified group of credit card customers. Loblaw accounts receivable from independent franchisees, associates and independent accounts are actively monitored on an ongoing basis and settled on a frequent basis in accordance with the terms specified in the applicable agreements.

## 25. CONTINGENCIES, COMMITMENTS AND GUARANTEES

The Company is involved in, and potentially subject to, various claims by third parties arising out of the normal course and conduct of its business including, but not limited to, product liability, labour and employment, regulatory and environmental claims. In addition, the Company is involved in and potentially subject to regular audits from federal, provincial and state tax authorities relating to income, capital and commodity taxes and as a result of these audits, may receive assessments and reassessments. Although such matters cannot be predicted with certainty, management currently considers the Company's exposure to such claims and litigation, to the extent not covered by the Company's insurance policies or otherwise provided for, not to be material to these consolidated financial statements, with the exception of the items disclosed in the Legal Proceedings section below.

At year end, the Company has committed approximately \$114 (2006 – \$161) with respect to capital investment projects such as the construction, expansion and renovation of buildings and the purchase of real property.

The Company establishes standby letters of credit used in connection with certain obligations mainly related to real estate transactions and benefit programs. The aggregate gross potential liability related to these standby letters of credit is approximately \$398 (2006 – \$440), a portion of which is recorded on the consolidated balance sheet. Other standby letters of credit related to the financing program for Loblaw's independent franchisees and securitization of *PC Bank's* credit card receivables have been identified as guarantees and are discussed further in the Guarantees section below.

### Guarantees

The Company has provided to third parties the following significant guarantees as defined pursuant to Accounting Guideline 14, "Disclosure of Guarantees":

#### *Independent Funding Trust*

Certain independent franchisees of Loblaw may obtain financing through a structure involving independent trusts which were created to provide loans to the independent franchisees to facilitate their purchase of inventory and fixed assets, consisting mainly of fixtures and equipment. These trusts are administered by a major Canadian chartered bank. The independent funding trust within the structure finances its activities through the issuance of short term ABCP to third-party investors. The independent funding trust has a global style liquidity agreement from a major Canadian chartered bank in the event that it is unable to issue short term ABCP. The gross principal amount of loans issued to Loblaw's independent franchisees outstanding as of year end 2007 was \$418 (2006 – \$419) including \$153 (2006 – \$124) of loans payable by VIEs consolidated by the Company in 2007 (see note 28). Based on a formula, Loblaw has agreed to provide credit enhancement, in the form of a standby letter of credit for the benefit of the independent funding trust equal to approximately 10% of the principal amount of the loans outstanding at any point in time, \$44 (2006 – \$44) as of year end 2007 (see note 28). This credit enhancement allows the independent funding trust to provide favourable financing terms to Loblaw's independent franchisees. As well, each independent franchisee provides security to the independent funding trust for its obligations by way of a general security agreement. In the event that an independent franchisee defaults on its loan and Loblaw has not, within a specified time period, assumed the loan, or the default is not otherwise remedied, the independent funding trust shall assign the loan to Loblaw and draw upon this standby letter of credit. Loblaw has agreed to reimburse the issuing bank for any amount drawn on the standby letter of credit. As a result of implementing Section 3855 (see note 2), a liability of \$7 related to the fair value of this standby letter of credit was recognized.

Neither the independent funding trust nor Loblaw can voluntarily terminate the agreement prior to December 2009, and following that date only upon six months' prior notice. Automatic termination of the agreement can only occur if specific, predetermined events occur and are not remedied within the time periods required including downgrades of Loblaw below a long term credit rating of "A (low)" or a short term credit rating of "R-1 (low)" as issued by Dominion Bond Rating Service ("DBRS"). On February 7, 2008, DBRS downgraded Loblaw's long term credit rating to "BBB (high)" from "A (low)" and also lowered Loblaw's short term credit rating to "R-2 (high)" from "R-1 (low)". Subsequent to the DBRS downgrades, Loblaw was notified that an Event of Termination of the independent funding trust agreement for Loblaw's franchisees had occurred as a result of the credit downgrades. The \$44 standby letter of credit provided to the independent funding trust by Loblaw has not been drawn upon. If such an event were to occur, long term debt in the amount of \$126 would need to be reclassified to short term liabilities. This amount relates to certain franchisees that are VIEs that Loblaw currently consolidates. Loblaw is currently in the process of securing alternative financing with a syndicate of banks in the form of a 364-day committed credit facility for the benefit of its franchisees to address this issue. Any new alternative financing structure which might be implemented would need to be reviewed to determine if there are any implications with respect to the consolidation of VIEs. In accordance with Canadian GAAP, the financial statements of the independent funding trust are not consolidated with those of the Company.

## Notes to the Consolidated Financial Statements

### ***Standby Letter of Credit***

A standby letter of credit for the benefit of an independent trust with respect to the credit card receivables securitization program of PC Bank has been issued by a major Canadian chartered bank. This standby letter of credit could be drawn upon in the event of a major decline in the income flow from or in the value of the securitized credit card receivables. Loblaw has agreed to reimburse the issuing bank for any amount drawn on the standby letter of credit. The aggregate gross potential liability under this arrangement, which represents 9% (2006 – 9%) on a portion of the securitized credit card receivables amount, is approximately \$89 (2006 – \$68) (see note 12).

### ***Lease Obligations***

In connection with historical dispositions of certain of its assets, the Company has assigned leases to third parties. The Company remains contingently liable for these lease obligations in the event any of the assignees are in default of their lease obligations.

The estimated amount for minimum rent, which does not include other lease related expenses such as property tax and common area maintenance charges, is in aggregate \$79 (2006 – \$111).

### ***Indemnification Provisions***

The Company from time to time enters into agreements in the normal course of its business, such as service and outsourcing arrangements and leases, and in connection with business or asset acquisitions or dispositions. These agreements by their nature may provide for indemnification of counterparties. These indemnification provisions may be in connection with breaches of representations and warranties or with future claims for certain liabilities, including liabilities related to tax and environmental matters. The terms of these indemnification provisions vary in duration and may extend for an unlimited period of time. The Company is unable to reasonably estimate its total maximum potential liability as certain indemnification provisions do not provide for a maximum potential amount and the amounts are dependent on the outcome of future contingent events, the nature and likelihood of which cannot be determined at this time. Historically, the Company has not made any significant payments in connection with these indemnification provisions.

### ***Legal Proceedings***

During 2007, Weston and Loblaw were two of 17 defendants served with an action brought in the Superior Court of Ontario by certain beneficiaries of a multi-employer pension plan in which Loblaw's employees and those of its independent franchisees participate. In their claim against the employers and the trustees of the multi-employer pension plan, the plaintiffs claim that assets of the multi-employer pension plan have been mismanaged and are seeking, among other demands, damages of \$1 billion. The action is framed as a representative action on behalf of all the beneficiaries of the multi-employer pension plan. The Company has received notice from counsel for the plaintiffs indicating that he has received instructions from his client to discontinue the action against the employers, including the Company. The action against the trustees is ongoing and one of the trustees, an officer of Loblaw, may be entitled to indemnification from Loblaw.

On March 7, 2007, pursuant to a transaction whereby Domtar was combined with the fine paper business of Weyerhaeuser Inc., Domtar common shares were exchanged for an equal number of either exchangeable shares of Domtar (Canada) Paper Inc. or common shares of New Domtar. The Company elected to receive exchangeable shares of Domtar (Canada) Paper Inc. in exchange for its Domtar common shares. See note 18 for a further discussion on the exchangeable shares.

The Share Purchase Agreement governing the June 1998 sale by Weston of E.B. Eddy Paper, Inc. to Domtar (the "SPA") contains a price adjustment clause. The SPA provides, subject to certain limited exceptions, that if any person subsequently acquired more than 50% of the outstanding voting shares of Domtar, the price adjustment clause applies. Weston believes that a price adjustment in the amount of \$110 is payable to it by Domtar and Weston has demanded payment of such amount from Domtar. Domtar's position is that the purchase price adjustment does not apply because of the application of an exception contained in the SPA. Weston has commenced an action against Domtar for \$110. The parties have exchanged legal pleadings.

In addition to the claim described above, the Company is the subject of various legal proceedings and claims that arise in the ordinary course of business. The outcome of all of these proceedings is uncertain. However, based on information currently available, these claims, individually and in the aggregate, are not expected to have a material impact on the Company.

## **26. VARIABLE INTEREST ENTITIES (“VIEs”)**

Pursuant to AcG 15, Loblaw consolidates all VIEs for which it is the primary beneficiary. AcG 15 defines a VIE as an entity that either does not have sufficient equity at risk to finance its activities without subordinated financial support or where the holders of the equity at risk lack the characteristics of a controlling financial interest. AcG 15 requires the primary beneficiary to consolidate VIEs and considers an entity to be the primary beneficiary of a VIE if it holds variable interests that expose it to a majority of the VIE’s expected losses or that entitle it to receive a majority of the VIE’s expected residual returns or both. Loblaw has identified the following significant VIEs:

### ***Independent Franchisees***

Loblaw enters into various forms of franchise agreements that generally require the independent franchisee to purchase inventory from Loblaw and pay certain fees in exchange for services provided by Loblaw and for the right to use certain trademarks and licenses owned by Loblaw. Independent franchisees generally lease the land and building from Loblaw, and when eligible, may obtain financing through a structure involving independent trusts to facilitate the purchase of the majority of their inventory and fixed assets, consisting mainly of fixtures and equipment. These trusts are administered by a major Canadian chartered bank. Under the terms of certain franchise agreements, Loblaw may also lease equipment to independent franchisees. Independent franchisees may also obtain financing through operating lines of credit with traditional financial institutions or through issuing preferred shares or notes payable to Loblaw. Loblaw monitors the financial condition of its independent franchisees and provides for estimated losses or write-downs on its accounts and notes receivable or investments when appropriate.

As at year end 2007, 137 (2006 – 123) of Loblaw’s independent franchise stores met the criteria for a VIE and were consolidated pursuant to AcG 15.

### ***Warehouse and Distribution Agreement***

Loblaw has warehouse and distribution agreements with third-party entities to provide to Loblaw distribution and warehousing services from dedicated facilities. Loblaw has no equity interest in these third-party entities; however, the terms of the agreement with the third-party entities are such that Loblaw has determined that the third-party entities meet the criteria for a VIE that requires consolidation by Loblaw. The impact of the consolidation of the warehouse and distribution entities was not material.

Accordingly, the Company has included the results of these independent franchisees and these third-party entities that provide distribution and warehousing services in its consolidated financial statements. The consolidation of these VIEs by the Company does not result in any change to its tax, legal or credit risks, nor does it result in the Company assuming any obligations of these third parties.

### ***Independent Trust***

Loblaw has also identified that it holds a variable interest, by way of a standby letter of credit, in an independent trust which is used to securitize credit card receivables for PC Bank. In these securitizations, PC Bank sells a portion of its credit card receivables to the independent trust in exchange for cash. Although this independent trust has been identified as a VIE, it was determined that Loblaw is not the primary beneficiary and therefore this VIE is not subject to consolidation by the Company. The Company’s maximum exposure to loss as a result of its involvement with this independent trust is disclosed in notes 12 and 25.

During 2006, PC Bank restructured its credit card securitization program. Eagle Credit Card Trust (“Eagle”), a previously established independent trust, issued \$500 of five year senior notes and subordinated notes due in 2011 at a weighted average rate of 4.5% to finance the purchase of credit card receivables previously securitized by PC Bank through an independent trust. The subordinated notes provide credit support to those notes which are more senior. PC Bank will continue to service the credit card receivables on behalf of Eagle, but will not receive any fee for its servicing obligations and has a retained interest in the securitized receivables represented by the right to future cash flows after obligations to investors have been met. In accordance with Canadian GAAP, the financial statements of Eagle are not consolidated with those of the Company. The restructuring of the portfolio yielded a nominal net loss.

## Notes to the Consolidated Financial Statements

### 27. RELATED PARTY TRANSACTIONS

The Company's majority shareholder, Wittington Investments, Limited ("Wittington"), and its affiliates are related parties. The Company, in the normal course of business, has routine transactions with these related parties, including the rental of office space at market prices from Wittington. Rental payments to Wittington amounted to approximately \$3 (2006 – \$6) in 2007. During 2006, Loblaw purchased from Wittington a property designated for future development for consideration of \$8, which was prepaid in accordance with a former ground lease between the parties. It is the Company's policy to conduct all transactions and settle balances with related parties on market terms and conditions.

From time to time, the Company and Wittington may make elections that are permitted or required under applicable income tax legislation with respect to affiliated corporations and, as a result, may enter into agreements in that regard. These elections and any accompanying agreements do not have any material impact on the Company.

### 28. SUBSEQUENT EVENTS

On February 7, 2008, Loblaw's Medium Term Notes, other notes and debentures and commercial paper ratings were downgraded by DBRS and Standard & Poor's ("S&P"). DBRS downgraded Loblaw's long term credit rating to "BBB (high)" from "A (low)" and also lowered Loblaw's short term credit rating to "R-2 (high)" from "R-1 (low)". In addition, S&P downgraded the Loblaw commercial paper rating to "A-2" from "A-1 (low)". As a result of the DBRS downgrade of the short term credit rating, Loblaw has limited access to commercial paper. Loblaw has entered into discussions, which have not yet been finalized, with a syndicate of banks to secure short term funding to replace its existing 364-day revolving committed credit facility of \$500, as described in note 17, with a new, longer term committed credit facility of a higher amount.

Subsequent to the DBRS downgrades, Loblaw was notified that an Event of Termination of the independent funding trust agreement for the Loblaw's franchisees had occurred as a result of the credit rating downgrades. The \$44 standby letter of credit provided to the independent funding trust by Loblaw has not been drawn upon. If such an event were to occur, long term debt in the amount of \$126 would need to be reclassified to short term liabilities. This amount relates to certain franchisees that are VIEs that Loblaw currently consolidates. The gross principal amount of the franchisee loans outstanding at the end of 2007 was \$418 (2006 – \$419), including \$153 (2006 – \$124) of loans payable of VIEs consolidated by Loblaw in 2007. Loblaw is currently in the process of securing alternative financing with a syndicate of banks, in the form of a 364-day committed credit facility for the benefit of its franchisees to address this issue. Any new alternative financing structure which may be implemented would need to be reviewed to determine if there are any implications with respect to the consolidation of VIEs.

On February 12, 2008, DBRS downgraded the Company's long term credit rating to "BBB" from "BBB (high)", the short term credit rating to "R-2 (high)" from "R-1 (low)", the Debentures to "BBB (low)" from "BBB" and the preferred shares to "Pfd-3" from "Pfd-3 (high)", all with a stable trend. As a result of the DBRS downgrade of Weston's commercial paper credit rating, Weston has limited access to commercial paper. Weston has entered into discussions, which have not yet been finalized, with a syndicate of banks to secure short term funding to replace its existing committed credit facility of \$300, as described in note 17, with a new, longer term committed credit facility.

### 29. SEGMENT INFORMATION

The Company has two reportable operating segments: Weston Foods and Loblaw. The Weston Foods segment is primarily engaged in the baking and dairy industries within North America. The Loblaw segment, which is operated by Loblaw Companies Limited and its subsidiaries, focuses on merchandising, which includes primarily food as well as general merchandise and drugstore products and services.

The accounting policies of the reportable operating segments are the same as those described in the Company's summary of significant accounting policies. The Company measures each reportable operating segment's performance based on operating income. Neither reportable operating segment is reliant on any single external customer.



	2007	2006
<b>Sales</b>		
Weston Foods	\$ 4,296	\$ 4,350
Loblaw	29,384	28,640
Intersegment	(865)	(823)
Consolidated	\$ 32,815	\$ 32,167
<b>Operating Income<sup>(1)</sup></b>		
Weston Foods	\$ 366	\$ 256
Loblaw	728	281
Consolidated	\$ 1,094	\$ 537
<b>Depreciation and Amortization</b>		
Weston Foods	\$ 116	\$ 115
Loblaw	588	590
Consolidated	\$ 704	\$ 705
<b>Total Assets</b>		
Weston Foods <sup>(2)</sup>	\$ 4,574	\$ 4,969
Loblaw	13,814	13,626
Consolidated	\$ 18,388	\$ 18,595
<b>Fixed Assets and Goodwill Purchases</b>		
Weston Foods	\$ 109	\$ 184
Loblaw	621	944
Consolidated	\$ 730	\$ 1,128

(1) 2007 includes restructuring and other charges of \$227 (2006 – \$90) comprised of a \$5 (2006 – \$46) charge recognized by Weston Foods and a \$222 (2006 – \$44) charge recognized by Loblaw (see note 4). In addition, 2006 includes the Loblaw goodwill impairment charge of \$800.

(2) Includes the \$157 (2006 – \$215) investment in Domtar (Canada) Paper Inc. common shares, which is economically hedged as a result of Weston issuing the 3% Exchangeable Debentures (see note 18).

The Company operates primarily in Canada and the United States.

	2007	2006
<b>Sales (excluding intersegment)</b>		
Canada	\$ 30,028	\$ 29,269
United States	2,787	2,898
Consolidated	\$ 32,815	\$ 32,167
<b>Fixed Assets and Goodwill</b>		
Canada	\$ 9,243	\$ 9,339
United States	1,550	1,935
Consolidated	\$ 10,793	\$ 11,274

## Five Year Summary

### CONSOLIDATED INFORMATION – CONTINUING OPERATIONS<sup>(1)</sup>

For the years ended December 31  
(\$ millions except where otherwise indicated)

	2007	2006	2005	2004	2003
<b>Operating Results</b>					
Sales <sup>(5)</sup>	<b>32,815</b>	32,167	31,189	29,619	28,867
Sales excluding the impact of tobacco sales and VIEs <sup>(2, 5)</sup>	<b>31,346</b>	30,361	29,120	27,865	27,033
Adjusted EBITDA <sup>(2, 3)</sup>	<b>2,079</b>	2,324	2,549	2,519	2,418
Operating income <sup>(3)</sup>	<b>1,094</b>	537	1,634	1,782	1,832
Adjusted operating income <sup>(2, 3)</sup>	<b>1,408</b>	1,643	1,891	1,901	1,881
Interest expense and other financing charges <sup>(4)</sup>	<b>165</b>	253	187	438	266
Net earnings from continuing operations	<b>563</b>	110	716	606	807
<b>Financial Position</b>					
Working capital	<b>832</b>	995	538	177	208
Fixed assets	<b>8,960</b>	9,219	8,916	8,256	7,665
Goodwill	<b>1,833</b>	2,055	2,886	2,957	2,993
Total assets	<b>18,388</b>	18,595	18,593	17,769	17,278
Net debt <sup>(2)</sup>	<b>4,914</b>	5,231	5,433	5,895	5,497
Shareholders' equity	<b>4,937</b>	5,213	5,119	4,380	4,430
<b>Cash Flows</b>					
Cash flows from operating activities of continuing operations	<b>1,673</b>	1,452	1,812	1,576	1,294
Free cash flow <sup>(2)</sup>	<b>620</b>	27	146	(134)	(449)
Capital investment	<b>722</b>	1,121	1,358	1,425	1,502
<b>Per Common Share (\$)</b>					
Basic net earnings from continuing operations	<b>3.92</b>	0.43	5.25	4.49	5.91
Adjusted basic net earnings from continuing operations <sup>(2)</sup>	<b>4.26</b>	4.98	5.62	5.50	5.84
Common dividend rate at year end	<b>1.44</b>	1.44	1.44	1.44	1.20
Cash flows from operating activities of continuing operations	<b>12.52</b>	10.84	13.74	12.02	9.61
Capital investment	<b>5.59</b>	8.69	10.53	11.06	11.39
Book value	<b>29.90</b>	32.06	32.85	30.19	30.46
Market value at year end	<b>54.08</b>	75.60	86.31	109.71	103.71
<b>Financial Ratios</b>					
Adjusted EBITDA margin (%) <sup>(2)</sup>	<b>6.6</b>	7.7	8.8	9.0	8.9
Operating margin (%)	<b>3.3</b>	1.7	5.2	6.0	6.3
Adjusted operating margin (%) <sup>(2)</sup>	<b>4.5</b>	5.4	6.5	6.8	7.0
Return on average total assets (%) <sup>(2)</sup>	<b>6.7</b>	3.2	10.0	11.5	12.4
Return on average common shareholders' equity (%)	<b>12.7</b>	1.3	16.7	14.8	20.0
Interest coverage	<b>5.9</b>	2.0	7.9	3.9	6.1
Net debt (excluding Exchangeable Debentures) <sup>(2)</sup> to equity	<b>0.96</b>	0.96	1.02	1.26	1.16
Cash flows from operating activities of continuing operations to net debt <sup>(2)</sup>	<b>0.34</b>	0.28	0.33	0.27	0.24
Price/net earnings from continuing operations ratio at year end	<b>13.8</b>	175.8	16.4	24.4	17.5
Market/book ratio at year end	<b>1.8</b>	2.4	2.6	3.6	3.4

(1) For financial definitions and ratios refer to the Glossary beginning on page 114.

(2) See Non-GAAP Financial Measures beginning on page 55.

(3) 2007 includes restructuring and other charges of \$227 (2006 – \$90) comprised of a \$5 (2006 – \$46) charge recognized by Weston Foods and a \$222 (2006 – \$44) charge recognized by Loblaw (see note 4 to the consolidated financial statements). In addition, 2006 includes the Loblaw goodwill impairment charge of \$800 (see note 3 to the consolidated financial statements).

(4) 2007 includes non-cash income of \$141 (2006 – \$73) related to the fair value adjustment of Weston's forward sale agreement for 9.6 million Loblaw common shares (see note 6 to the consolidated financial statements).

(5) During 2006, the Company implemented Emerging Issues Committee Abstract 156, "Accounting by a Vendor for Consideration Given to a Customer (Including a Reseller of the Vendor's Products)" on a retroactive basis. Accordingly certain Loblaw sales incentives paid to independent franchisees, associates and independent accounts for prior years have been reclassified between sales and cost of sales, selling and administrative expenses.

(6) Certain prior years' information was reclassified to conform with the current year's presentation.

**SEGMENT INFORMATION – CONTINUING OPERATIONS<sup>(1)</sup>**

For the years ended December 31

(\$ millions except where otherwise indicated)

		2007	2006	2005	2004	2003
<b>OPERATING RESULTS</b>						
<b>Sales<sup>(5)</sup></b>	Weston Foods	<b>4,296</b>	4,350	4,376	4,335	4,523
	Loblaw	<b>29,384</b>	28,640	27,627	26,030	25,066
	Intersegment	<b>(865)</b>	(823)	(814)	(746)	(722)
	Consolidated	<b>32,815</b>	32,167	31,189	29,619	28,867
<b>Sales Excluding the Impact of Tobacco Sales and VIEs<sup>(2,5)</sup></b>	Weston Foods	<b>4,296</b>	4,350	4,376	4,335	4,523
	Loblaw	<b>27,915</b>	26,834	25,558	24,276	23,232
	Intersegment	<b>(865)</b>	(823)	(814)	(746)	(722)
	Consolidated	<b>31,346</b>	30,361	29,120	27,865	27,033
<b>Adjusted EBITDA<sup>(2,3)</sup></b>	Weston Foods	<b>498</b>	440	425	401	546
	Loblaw	<b>1,581</b>	1,884	2,124	2,118	1,872
	Consolidated	<b>2,079</b>	2,324	2,549	2,519	2,418
<b>Operating Income<sup>(3)</sup></b>	Weston Foods	<b>366</b>	256	241	138	374
	Loblaw	<b>728</b>	281	1,393	1,644	1,458
	Consolidated	<b>1,094</b>	537	1,634	1,782	1,832
<b>Adjusted Operating Income<sup>(2,3)</sup></b>	Weston Foods	<b>382</b>	325	299	256	402
	Loblaw	<b>1,026</b>	1,318	1,592	1,645	1,479
	Consolidated	<b>1,408</b>	1,643	1,891	1,901	1,881
<b>FINANCIAL POSITION</b>						
<b>Fixed Assets</b>	Weston Foods	<b>1,007</b>	1,164	1,131	1,143	1,275
	Loblaw	<b>7,953</b>	8,055	7,785	7,113	6,390
	Consolidated	<b>8,960</b>	9,219	8,916	8,256	7,665
<b>Total Assets</b>	Weston Foods <sup>(4)</sup>	<b>4,574</b>	4,969	4,680	4,614	4,780
	Loblaw	<b>13,814</b>	13,626	13,901	13,082	12,230
	Discontinued Operations			12	73	268
	Consolidated	<b>18,388</b>	18,595	18,593	17,769	17,278
<b>CASH FLOWS</b>						
<b>Capital Investment</b>	Weston Foods	<b>109</b>	184	202	167	231
	Loblaw	<b>613</b>	937	1,156	1,258	1,271
	Consolidated	<b>722</b>	1,121	1,358	1,425	1,502
<b>FINANCIAL RATIOS</b>						
<b>Adjusted EBITDA Margin (%)<sup>(2)</sup></b>	Weston Foods	<b>11.6</b>	10.1	9.7	9.3	12.1
	Loblaw	<b>5.7</b>	7.0	8.3	8.7	8.1
	Consolidated	<b>6.6</b>	7.7	8.8	9.0	8.9
<b>Operating Margin (%)</b>	Weston Foods	<b>8.5</b>	5.9	5.5	3.2	8.3
	Loblaw	<b>2.5</b>	1.0	5.0	6.3	5.8
	Consolidated	<b>3.3</b>	1.7	5.2	6.0	6.3
<b>Adjusted Operating Margin (%)<sup>(2)</sup></b>	Weston Foods	<b>8.9</b>	7.5	6.8	5.9	8.9
	Loblaw	<b>3.7</b>	4.9	6.2	6.8	6.4
	Consolidated	<b>4.5</b>	5.4	6.5	6.8	7.0
<b>Return on Average Total Assets (%)<sup>(2)</sup></b>	Weston Foods	<b>9.9</b>	6.6	6.5	3.6	9.0
	Loblaw	<b>5.7</b>	2.2	11.0	14.0	13.7
	Consolidated	<b>6.7</b>	3.2	10.0	11.5	12.4

(1) For financial definitions and ratios refer to the Glossary beginning on page 114.

(2) See Non-GAAP Financial Measures beginning on page 55.

(3) 2007 includes restructuring and other charges of \$227 (2006 – \$90) comprised of a \$5 (2006 – \$46) charge recognized by Weston Foods and a \$222 (2006 – \$44) charge recognized by Loblaw (see note 4 to the consolidated financial statements). In addition, 2006 includes the Loblaw goodwill impairment charge of \$800 (see note 3 to the consolidated financial statements).

(4) Total assets include the following: 2007 – \$157 (2006 – \$215, 2005 – \$220, 2004 – \$365, 2003 – \$367) investment in Domtar common shares/Domtar (Canada) Paper Inc. exchangeable shares.

(5) During 2006, the Company implemented Emerging Issues Committee Abstract 156, "Accounting by a Vendor for Consideration Given to a Customer (Including a Reseller of the Vendor's Products)" on a retroactive basis. Accordingly certain Loblaw sales incentives paid to independent franchisees, associates and independent accounts for prior years have been reclassified between sales and cost of sales, selling and administrative expenses.

(6) Certain prior years' information was reclassified to conform with the current year's presentation.

## Glossary

### **Adjusted basic net earnings per common share from continuing operations**

Basic net earnings per common share from continuing operations adjusted for items that affect the comparability of the financial results, the exclusion of which are useful to management in assessing the Company's performance and in making decisions regarding its ongoing operations (see Non-GAAP Financial Measures beginning on page 55).

### **Adjusted EBITDA**

Adjusted operating income before depreciation and amortization (see Non-GAAP Financial Measures beginning on page 55).

### **Adjusted EBITDA margin**

Adjusted EBITDA divided by sales excluding the impact of tobacco sales and VIEs (see Non-GAAP Financial Measures beginning on page 55).

### **Adjusted net earnings from continuing operations**

Net earnings from continuing operations adjusted for items that affect the comparability of the financial results, the exclusion of which are useful to management in assessing the Company's performance and in making decisions regarding its ongoing operations (see Non-GAAP Financial Measures beginning on page 55).

### **Adjusted operating income**

Operating income adjusted for items that affect the comparability of the financial results, the exclusion of which are useful to management in assessing the Company's performance and in making decisions regarding its ongoing operations (see Non-GAAP Financial Measures beginning on page 55).

### **Adjusted operating margin**

Adjusted operating income divided by sales excluding the impact of tobacco sales and VIEs (see Non-GAAP Financial Measures beginning on page 55).

### **Basic net earnings per common share from continuing operations**

Net earnings from continuing operations available to common shareholders divided by the weighted average number of common shares outstanding during the year.

### **Book value per common share**

Common shareholders' equity divided by the number of common shares outstanding at year end.

### **Capital investment**

Fixed asset purchases.

### **Capital investment per common share**

Capital investment divided by the weighted average number of common shares outstanding during the year.

### **Cash flows from operating activities of continuing operations per common share**

Cash flows from operating activities of continuing operations less preferred dividends paid divided by the weighted average number of common shares outstanding during the year.

### **Cash flows from operating activities of continuing operations to net debt**

Cash flows from operating activities of continuing operations divided by net debt (see Non-GAAP Financial Measures beginning on page 55).

### **Common shareholders' equity**

Total shareholders' equity less preferred shares outstanding.

### **Control label**

A brand and associated trademark that is owned by Loblaw for use in connection with its own products and services.

### **Conversion**

A store that changes from one Loblaw banner to another Loblaw banner.

### **Corporate stores sales per average square foot**

Sales by corporate stores divided by the average corporate stores' square footage at year end.

### **Diluted net earnings per common share from continuing operations**

Net earnings from continuing operations available to common shareholders divided by the weighted average number of common shares outstanding during the year minus the dilutive impact of outstanding stock option grants at year end.

### **Dividend rate per common share at year end**

Dividend per common share declared in the fourth quarter multiplied by four.

### **Free cash flow**

Cash flows from operating activities of continuing operations less fixed asset purchases and dividends (see Non-GAAP Financial Measures beginning on page 55).

### **Gross margin**

Sales less cost of sales and inventory shrinkage divided by sales.

### **Interest coverage**

Operating income divided by interest expense and other financing charges adding back interest capitalized to fixed assets.

### **Major expansion**

Expansion of a store that results in an increase in square footage that is greater than 25% of the square footage of the store prior to the expansion.

### **Market/book ratio at year end**

Market price per common share at year end divided by book value per common share at year end.

### **Minor expansion**

Expansion of a store that results in an increase in square footage that is less than or equal to 25% of the square footage of the store prior to the expansion.

### **Net debt**

Bank indebtedness, commercial paper, short term bank loans, long term debt due within one year and long term debt less cash, cash equivalents and short term investments (see Non-GAAP Financial Measures beginning on page 55).

### **Net debt (excluding Exchangeable Debentures) to equity**

Net debt excluding Exchangeable Debentures divided by total shareholders' equity (see Non-GAAP Financial Measures beginning on page 55).

### **Net debt to equity**

Net debt divided by total shareholders' equity.

### **New store**

A newly constructed store, conversion or major expansion.

### **Operating income**

Net earnings from continuing operations before minority interest, interest expense and other financing charges and income taxes.

### **Operating margin**

Operating income divided by sales.

### **Price/earnings from continuing operations ratio at year end**

Market price per common share at year end divided by basic net earnings per common share from continuing operations for the year.

### **Renovation**

A capital investment in a store resulting in no change to the store square footage.

### **Retail sales**

Combined sales of stores owned by Loblaw and those owned by Loblaw's independent franchisees.

**Retail square footage**

Retail square footage includes corporate and independent franchised stores.

**Return on average common shareholders' equity**

Net earnings from continuing operations available to common shareholders divided by average total common shareholders' equity.

**Return on average total assets**

Operating income divided by average total assets excluding cash, cash equivalents, short term investments and assets of discontinued operations (see Non-GAAP Financial Measures beginning on page 55).

**Sales excluding the impact of tobacco sales and VIEs**

Total sales less sales attributable to tobacco sales and the consolidation of VIEs pursuant to AcG 15 (see Non-GAAP Financial Measures beginning on page 55).

**Same-store sales**

Retail sales from the same physical location for stores in operation in that location in both periods being compared but excluding sales from a store that has undergone a conversion or major expansion in the period.

**Variable interest entity ("VIE")**

An entity that either does not have sufficient equity at risk to finance its activities without subordinated financial support or where the holders of the equity at risk lack the characteristics of a controlling financial interest (see note 26 to the consolidated financial statements).

**Weighted average common shares outstanding**

The number of common shares outstanding determined by relating the portion of time within the year the common shares were outstanding to the total time in that year.

**Working capital**

Total current assets excluding current assets of discontinued operations, less total current liabilities excluding current liabilities of discontinued operations.

**Year**

The Company's year end is December 31. Activities are reported on a fiscal year ending on the Saturday closest to December 31, usually 52 weeks in duration, but includes 53 weeks every 5 to 6 years.

# Corporate Directory

## Board of Directors

### **W. Galen Weston**, O.C., B.A., LL.D. (1\*)

Chairman and President of the Corporation; former Chairman, Loblaw Companies Limited; Chairman, Holt, Renfrew & Co., Limited, Brown Thomas Group Limited and Selfridges & Co. Ltd.; President, The W. Garfield Weston Foundation; Director, Associated British Foods plc; Member, Advisory Board of Columbia University.

### **Allan L. Leighton**

Deputy Chairman of the Corporation, Loblaw Companies Limited and Selfridges & Co. Ltd.; Chairman, Royal Mail Group; former President and Chief Executive Officer, Wal-Mart Europe; former Chief Executive, Asda Stores Ltd.; Director, Loblaw Companies Limited, BHS Ltd., BskyB plc, Selfridges & Co. Ltd., Holt, Renfrew & Co., Limited and Brown Thomas Group Limited.

### **Stephen E. Bachand**, B.A., M.B.A. (3,5)

Retired President and Chief Executive Officer, Canadian Tire Corporation, Limited; Director, Canadian Pacific Railway Limited and Bank of Montreal; former Member, Board of Trustees of the Hospital for Sick Children.

### **A. Charles Baillie**, O.C., B.A., M.B.A., LL.D. (2\*,3)

Retired Chairman, Toronto Dominion Bank; former Chairman and Chief Executive Officer, Toronto Dominion Bank; Director, Canadian National Railway Company, Dana Corporation and Telus Corporation; Chancellor, Queen's University; President, Art Gallery of Ontario's Board of Trustees; Chair, Alberta Investment Management Company; former Chair of the Canadian Council of Chief Executives.

### **Peter B.M. Eby**, B.Comm., M.B.A. (1,2,3\*)

Former Vice-Chairman and Director, Nesbitt Burns Inc.; former Executive, Nesbitt Burns Inc. and its predecessor companies; former Chairman, Olympic Trust; Director, Leon's Furniture Limited, Sixty Split Corporation, R. Split II Corporation and TD Asset Management USA Funds Inc.

### **Phillip W. Farmer**, B.Sc. (2,5)

Retired Chairman, President and Chief Executive Officer, Harris Corporation; former Chairman, Executive Committee of the Manufacturers Alliance; Director, Vulcan Materials Company, AuthenTec, Inc.; former Governor, Aerospace Industries Association; Chairman, Board of Trustees of the Florida Institute of Technology; former Member, U.S. Secretary of Defense's Defense Policy Advisory Committee on Trade.

### **Anne L. Fraser**, C.M., B.Sc., LL.D. (5\*)

Education Consultant, University of Victoria; Associate, Faculties of Management, Education, Engineering, Law and Fine Arts, University of Calgary; President, EnerG Enterprises Inc.; Director, Pier 21 Foundation and The Victoria Foundation.

### **Anthony R. Graham** (1,3,4\*)

President and Director, Wittington Investments, Limited; President and Chief Executive Officer, Sumarria Inc.; former Vice-Chairman and Director, National Bank Financial; former Senior Executive Vice-President and Managing Director, Lévesque Beaubien Geoffrion Inc.; Chairman and Director, President's Choice Bank and Graymont Limited; Director, Loblaw Companies Limited, Brown Thomas Group Limited, Holt, Renfrew & Co., Limited, Power Corporation of Canada, Power Financial Corporation and Selfridges & Co. Ltd.

### **Isabelle Marcoux**, B.A., LL.B. (2)

Vice-Chair, Board of Directors, Transcontinental Inc.; Vice-President, Corporate Development, Transcontinental Inc.; Board Member, Montreal Children's Hospital Foundation and Montreal Mayor's Foundation for Youth.

### **J. Robert S. Prichard**, O.C., O.Ont., M.B.A., LL.M., LL.D. (3,4)

President and Chief Executive Officer and Director, Torstar Corporation; President Emeritus, University of Toronto; Director, Bank of Montreal, Onex Corporation and Toronto Community Foundation; Chairman, the Visiting Committee for Harvard Law School.

### **Thomas F. Rahilly**, B.A., M.A., LL.B. (2,4)

Retired Vice-Chairman, RBC Capital Markets Inc.; Chair, Board of Trustees of Trinity College, University of Toronto.

### **M.D. Wendy Rebanks**, B.A. (5)

Treasurer, The W. Garfield Weston Foundation; Trustee, Toronto Art Centre; Honorary Trustee, American Museum Trustee Association and Royal Ontario Museum; Director, The Canadian Merit Scholarship Foundation.

- (1) Executive Committee
  - (2) Audit Committee
  - (3) Governance, Human Resource, Nominating and Compensation Committee
  - (4) Pension and Benefits Committee
  - (5) Environmental, Health and Safety Committee
- \* Chair of the Committee

## Corporate Officers (includes age and years of service)

### **W. Galen Weston**, O.C. (67 and 36 years)

Chairman and President

### **Allan L. Leighton** (54 and 2 years)

Deputy Chairman

### **Robert G. Vaux** (59 and 10 years)

Chief Financial Officer

### **Gordon A.M. Currie** (49 and 3 years)

Executive Vice President,  
General Counsel and Secretary

### **Louise M. Lacchin** (50 and 24 years)

Executive Vice President,  
Finance and Corporate Development

### **Robert A. Balcom** (46 and 14 years)

Senior Vice President,  
Legal Counsel and Assistant Secretary

### **Roy R. Conliffe** (57 and 26 years)

Senior Vice President, Labour Relations

### **Manny DiFilippo** (48 and 16 years)

Senior Vice President,  
Risk Management and Audit Services

### **J. Bradley Holland** (44 and 14 years)

Senior Vice President, Tax

### **Lucy J. Paglione** (48 and 24 years)

Senior Vice President, Pension and Benefits

### **Franca Smith** (44 and 19 years)

Senior Vice President, Controller

### **Geoffrey H. Wilson** (52 and 21 years)

Senior Vice President, Shared Services

### **Gabriel R. Crozzoli** (45 and 4 years)

Vice President, Canadian Income Tax

### **Kirk W. Mondesire** (47 and 22 years)

Vice President, Corporate Systems

### **Lisa R. Swartzman** (37 and 14 years)

Vice President, Treasurer

### **Ann Marie Yamamoto** (47 and 21 years)

Vice President, Systems Audit

### **Patrick MacDonell** (38 and 12 years)

Controller, Analysis & Complex Issues

### **Walter H. Kraus** (45 and 19 years)

Senior Director, Environmental Affairs

### **Swavek A. Czapinski** (33 and 9 years)

Assistant Treasurer

## Shareholder and Corporate Information

### Executive Office

George Weston Limited  
22 St. Clair Avenue East  
Toronto, Canada M4T 2S7  
Tel: 416.922.2500  
Fax: 416.922.4395  
www.weston.ca

### Stock Exchange Listing and Symbols

The Company's common and preferred shares are listed on the Toronto Stock Exchange and trade under the symbols: "WN", "WN.PR.A", "WN.PR.B", "WN.PR.C", "WN.PR.D" and "WN.PR.E".

### Common Shares

At year end 2007, there were 129,074,526 common shares outstanding, 973 registered common shareholders and 48,354,078 common shares available for public trading.

The average 2007 daily trading volume of the Company's common shares was 136,199.

### Preferred Shares

At year end 2007, there were 9,400,000 preferred shares Series I, 10,600,000 preferred shares Series II, 8,000,000 preferred shares Series III, 8,000,000 preferred shares Series IV and 8,000,000 preferred shares Series V outstanding and 50 registered preferred shareholders. All outstanding preferred shares were available for public trading.

The average 2007 daily trading volume of the Company's preferred shares was:

Series I:	10,004
Series II:	10,626
Series III:	13,278
Series IV:	12,494
Series V:	17,387

### Common Dividend Policy

The declaration and payment of common dividends and the amount thereof are at the discretion of the Board of Directors (the "Board") which takes into account the Company's financial results, capital requirements, available cash flow and other factors the Board considers relevant from time to time.

Over the long term, the Company's objective is for its dividend payment ratio to be in the range of 20% to 25% of the prior year's adjusted basic net earnings per common share from continuing operations<sup>(1)</sup>.

### Common Dividend Dates

The declaration and payment of quarterly common dividends are made subject to approval by the Board. The anticipated record and payment dates for 2008 are:

Record Date	Payment Date
March 15	April 1
June 15	July 1
Sept. 15	Oct. 1
Dec. 15	Jan. 1

### Normal Course Issuer Bid

The Company has a Normal Course Issuer Bid on the Toronto Stock Exchange.

### Value of Common Shares

For capital gains purposes, the valuation day (December 22, 1971) cost base for the Company, adjusted for the 4 for 1 stock split (effective May 27, 1986) and the 3 for 1 stock split (effective May 8, 1998), is \$1.50 per share. The value on February 22, 1994 was \$13.17 per share.

(1) See Non-GAAP Financial Measures beginning on page 55.

### Registrar and Transfer Agent

Computershare Investor Services Inc.  
100 University Avenue  
Toronto, Canada M5J 2Y1  
Tel: 416.263.9200  
Toll Free Tel: 1.800.663.9097  
Fax: 416.263.9394  
Toll Free Fax: 1.888.453.0330

To change your address or eliminate multiple mailings, or for other shareholder account inquiries, please contact Computershare Investor Services Inc.

### Independent Auditors

KPMG LLP  
Chartered Accountants  
Toronto, Canada

### Annual Meeting

The George Weston Limited Annual Meeting of Shareholders will be held on Tuesday, May 13, 2008 at 11:00 a.m. at Metro Toronto Convention Centre, Constitution Hall, Toronto, Canada.

### Trademarks

George Weston Limited and its subsidiaries own a number of trademarks. These trademarks are the exclusive property of George Weston Limited and its subsidiary companies. Trademarks where used in this report are in italics.

### Investor Relations

Shareholders, security analysts and investment professionals should direct their requests to Mr. Geoffrey H. Wilson, Senior Vice President, Shared Services at the Company's Executive Office or by e-mail at investor@weston.ca.

Additional financial information has been filed electronically with various securities regulators in Canada through the System for Electronic Document Analysis and Retrieval (SEDAR). The Company holds an analyst call shortly following the release of its quarterly results. These calls are archived in the Investor Zone section of the Company's website.

This Annual Report includes selected information on Loblaw Companies Limited, a 62%-owned public reporting subsidiary company with shares trading on the Toronto Stock Exchange.

Ce rapport est disponible en français.

This Annual Report was printed in Canada on Environment 100, 100% post-consumer waste (PCW) recycled content paper manufactured elementally chlorine-free at a mill independently certified as meeting the Forest Stewardship Council (FSC) standards.

Weston

[www.weston.ca](http://www.weston.ca)