

Important societal shifts are taking place in how people think about and consume food. Food is the great connector, and is a topic for which people have great passion. Maple Leaf is uniquely positioned at the intersection of the mega trends shaping food today, including the emerging importance of "sustainable meat", which we believe provides us with a unique competitive advantage.



# **Table of Contents**

# Sales

# (in millions of Canadian dollars)

3.293





2015 2016

Increase of

**Performance** 

**2016 Results in Context** 

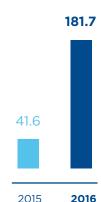
excluding contribution of 53rd week in 2015

Sales increases were led by fresh pork due to our focus on increasing our value-added pork business, supported by favourable exchange rates and pork markets. Fresh poultry sales also increased due to volume and mix. Prepared meat sales declined slightly in the first quarter but improved as the year progressed.

# **Net Earnings**

**2016 Financial Highlights** 

(in millions of Canadian dollars)



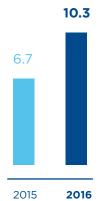
Net earnings of

\$181.7<sub>M</sub>

Net earnings increased substantially year-overyear, primarily due to improved margins in the Meat Products Group.

# **Adjusted EBITDA Margin\***

(percent) (unaudited)



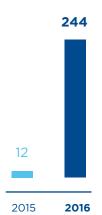
Adjusted EBITDA margin of

10.3%

In 2016. Maple Leaf Foods attained the strategic margin target of 10%, reflecting the strategic foundation that has been built.

# Free Cash Flow\*

(in millions of Canadian dollars) (unaudited)



Free cash flow of

\$244<sub>M</sub>

Maple Leaf Foods generated \$244 million in free cash flow in 2016, reflecting continued progression of the financial performance of the business.

 $<sup>^{*}</sup>$  Please refer to the Non-IFRS Measures outlined in the Management's Discussion & Analysis on page 27.

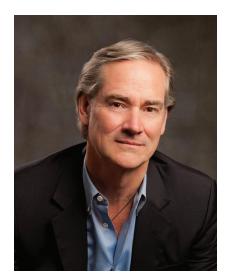








# **Message to Shareholders**



Michael H. McCain
President and
Chief Executive Officer

# **Dear fellow shareholders:**

Last year was a major milestone for our Company, as we achieved a step-change in structural profitability and surpassed our strategic margin target of 10% Adjusted EBITDA (Earnings Before Income Taxes, Depreciation and Amortization). To place this performance in context, between 2005 and 2012 our average Adjusted EBITDA margin was approximately 3.5%.

This financial achievement represents the culmination of years of investment and hard work to transform our manufacturing and distribution network. It took tremendous discipline and, for our people, a high degree of patience and perseverance.

Shareholders are being rewarded for their commitment to Maple Leaf. We exceeded our strategic margin target in each quarter of 2016, as the fundamentals of our business remained strong throughout the year. Solid commercial performance and continued efficiency gains in our supply chain led to strong financial results. Our stock price responded to the strengthened results, appreciating by 18.3% in 2016.

Adjusted Operating Earnings last year more than doubled, growing to \$239 million (or \$1.23 per share) from \$110 million in 2015. As we improved our financial performance, our balance sheet also strengthened.

We have very little debt on our balance sheet, and \$404 million in cash at year end after taking into account our \$72 million in share repurchases as part of our 2016 Normal Course Issuer Bids. Cumulatively, to date, we have purchased approximately \$255 million shares as part of our 2015 and 2016 share repurchase programs.

Changing the financial trajectory of the Company is the best scorecard by which our shareholders should hold us to account for the execution of our vision. However, it is not the only measure. I believe the building blocks to future growth that have been established are equally important.

Consider that we have

- Transformed our prepared meats manufacturing and distribution network to be cost competitive with North American peers;
- Become a focused protein company, disposing of businesses that did not support our ambition of becoming one of the world's great protein companies;
- Developed a powerhouse portfolio of market leading brands;
- Established a leadership position as the largest producer of "raised without antibiotics" ("RWA") poultry in Canada and of RWA pork in North America:

# **Strategic Adjusted EBITDA Margin Target: 10%**

Last year was a major milestone for our Company, as we achieved a step-change in structural profitability and surpassed our strategic Adjusted EBITDA margin target of 10%.

- Defined the platforms to profitable growth that offer the potential to achieve, over the coming years, the next step-change in our structural profitability; and
- Commenced developing a digital road map to address the disruptive role – and significant opportunities – that technology innovation will bring in the months and years ahead. Technology is leading to new ways of working, of operating more effectively and of engaging with suppliers and customers. We plan to be at the forefront of those changes.

With these building blocks in place, we are pursuing new opportunities beyond our current geographies and categories, balancing this with growth within our current portfolio.

New product launches last year created energy and excitement in key categories. Maple Leaf Canadian Craft™ appeals to consumers who want affordable access to artisanal prepared sliced meats, featuring regional flavours from Canadian ingredients. Devour™ is a new line of jerky, made with natural ingredients, that targets the

fast growing snacking category. Greenfield™, our lead brand in "sustainable meat", was the topselling new brand launched in Canadian grocery stores in the last year.

Investing in our brands and our people is critical to our future. I am also very proud of our investment in community.

During the past year, following significant research, planning and stakeholder engagement, we launched the Maple Leaf Centre for Action on Food Security, a not-for-profit organization with a bold vision. A staggering one in eight Canadian households and one in six children face food insecurity, with devastating consequences on them and on society. This is a daunting social issue but one where we are committed to investing our expertise and financial support to make an impact. Our goal, by working collaboratively with others on innovation, advocacy and advancing knowledge, is to reduce food insecurity in Canada by 50% by 2030.

This initiative is part of our overall sustainability strategy, launched in 2015, which has four pillars: advancing nutrition and

health, valuing our people and communities, treating animals well, and eliminating waste. We are making significant strides in each area.

Maple Leaf Foods has a clear vision of becoming the most sustainable protein company in the world, demonstrating our mark on the food industry and, specifically, the protein industry. We expect to be different, and we expect to be better. We believe the world needs this today, and we are uniquely positioned to deliver on it.

Our leadership in sustainable protein is predicated on creating shared value - delivering business value through addressing social and economic issues. It reflects our values as a company and the environmental and social issues related to meat production, and it presents a compelling market opportunity that balances sustainability with affordability.

The world around us is changing. Food production impacts on the environment are real. Consumers increasingly care about how their food is made, how processed it is and if the animals used to produce it are raised humanely. People want

During the past year, following significant research, planning and stakeholder engagement, we launched the Maple Leaf Centre for Action on Food Security, a not-for-profit organization with a bold vision. A staggering one in eight Canadian households and one in six children face food insecurity, with devastating consequences on them and on society.



access to healthy, appetizing and culturally relevant food that is also affordable. Food decisions increasingly reflect values as well as lifestyle and nutritional needs. Meeting these needs will fuel our growth.

# Looking to the future

After working diligently to transform our prepared meats and pork manufacturing footprint, we plan to invest in our poultry supply chain to establish a highly competitive cost platform. While a much smaller part of our business, there are clear opportunities to materially increase profitability through technology and scale. As the Canadian leader in branded fresh chicken, we consider this an important segment of our business and plan to support it through a strong manufacturing base.

The same focus on execution, discipline and rigour that led to the success of our supply chain transformation is guiding the next stages of our Company's development. We have established a "waste reduction" culture as part of our DNA.

The most intriguing and advanced of our growth platforms is in "sustainable meat". This includes our portfolio of products that combine our advancements in food safety, animal care and environmental sustainability, as well as animals raised entirely without antibiotics. Consumer research consistently reveals that what people care about most is what is not in their food, seeking simpler, natural ingredients, with less processing, and the elimination of antibiotic and hormone use in animal production.

In the context of the North American meat industry, we believe we are in a unique position. We are large enough to bring scale efficiencies to this market segment, which enables greater product choice and benefits, while we have the vertical integration and nimbleness to align our culture and business behind high-impact changes in our production and product portfolio.

We have established Maple Leaf as the Canadian leader in producing high-quality poultry

products from chickens that are raised entirely without antibiotics, and as the North American leader in pork raised without antibiotics. We have achieved this over several years - in our own hog production operations and by working closely with independent poultry and hog farmers - by implementing best practices in feed, animal husbandry and environmental management. We have also transitioned 20,500 sows away from restrictive gestation crates and are accelerating this work to deliver on our commitment to completely eliminate confined sow housing in our operations.

We are reformulating our branded products to remove artificial colours and flavours, and meet new Health Canada sodium guidelines. We began this several years ago with the development of our Naturals line, which is now one of our leading brands.

We have also completed the most exhaustive consumer research in our history, which is leading to new insights, brand strategies and product formulations that appeal to taste and nutrition trends. While we pursue new markets, it is essential to strengthen our core portfolio, and we plan to revitalize these categories in market this year.

Snacking is a more advanced market segment, representing about half of daily food and beverage consumption occasions. Our entry in the jerky category with the launch of Devour<sup>™</sup> is one such example of how we are leveraging our consumer insights, brands and product development capabilities. The demand for high-quality, nutritious and great tasting meat-based snacking options continues to outpace more traditional categories, and we believe there is opportunity to leverage our assets, market reach and brands to support further expansion.

While alternative proteins is the least developed of our three growth platforms, we recently achieved a major milestone with our agreement to acquire Lightlife Foods. Lightlife is the leader in the U.S. refrigerated plant protein market, with 38% market share. While this US\$110 million market is relatively small, it is growing at a double-digit pace, much faster than the broader consumer packaged goods sector. Acquiring Lightlife gives us a market leading U.S. platform and a strong distribution network, and diversifies our portfolio, providing consumers with nutritious meat and non-meat based protein options.

The success we have experienced in focusing and repositioning the business, and the work ahead to build the next stage of profitable growth, is entirely dependent upon the 11,000 men and women who work at Maple Leaf.

They are deeply passionate about working in a values-based culture, and creating great food that meets the needs and challenges of our changing society and world. We are indebted to all of them. We also benefit greatly from having a very strong and engaged Board, who provide the insights, wisdom and experience to help shape our future. We are energized by what we have achieved and by the opportunities ahead.

Sincerely,

**Michael H. McCain** President and CEO February 2017

# Message from the Chairman

With the attainment of our strategic 10% EBITDA margin target in 2016, Maple Leaf Foods has fundamentally changed the financial trajectory of the business and positioned the Company for future profitable growth.

The transformation of the prepared meats manufacturing and distribution network was a vision requiring a refocusing of the business, over a billion dollars in transformative capital expenditures, disciplined planning and tremendous perseverance to execute.

Your Board has been actively engaged with Management throughout this journey, providing guidance, stewardship and support along the way.

The Company and shareholders have benefited substantially. The market value of Maple Leaf shares has nearly tripled over the past five years. Strong financial performance, a healthy cash position and confidence in the future led to the Board authorizing a 22% increase in the dividend to \$0.11 per share in February 2017. We also entered into a new Normal Course Issuer Bid in May 2016 to purchase up to 8.7 million common shares.

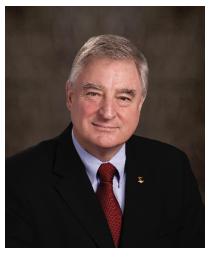
While Maple Leaf has transitioned to having one of the most efficient supply chains in the business, economic conditions, consumer tastes, technology, competition and geopolitical circumstances will require continued Board and managerial vigilance.

While there is always more we can and will do to optimize production efficiencies through scale and technology, the Company's focus has shifted to driving profitable growth, and to leveraging our significant competitive capabilities to expand the existing business and pursue new markets.

The Board has been actively engaged with Management in the strategic planning process to chart the way forward. With a portfolio of market leading brands, an efficient supply chain and distribution network, and increasing alignment on our sustainability focus to meet social and consumer needs, we are well positioned to take the Company to new levels of success.

Prudent stewardship of capital will, however, continue to be an important priority for the Board.

I would like to acknowledge directors Greg Boland, John Bragg and Claude Lamoureux, who stepped down from the Board in the last year. They all made significant contributions to the success of Maple Leaf Foods, and we are indebted to them for their insights and diligent service. We also welcome directors John Lederer and Carol Stephenson, who more



recently joined the Board and bring tremendous experience and valuable perspectives.

Ongoing Board renewal is part of our continued focus on good governance. One of the highlights of the renewal process in 2016 included the evolution of the former Environment, Health and Safety Committee to a broadened mandate as the Safety and Sustainability Committee, reflecting the Company's deep commitment to food and workplace safety, social responsibility and sustainability.

Thank you for your investment in and support of Maple Leaf Foods. The Company is a stronger, more capable organization than at any time in its history and, as fellow shareholders, your Board has great confidence in our future.

Sincerely,

David L. Emerson

Chairman February 2017

# Corporate Governance and Board of Directors

# **Corporate Governance**

The Board of Directors and Management of the Company are committed to maintaining a high standard of corporate governance. The Board has responsibility for the overall stewardship of the Company and discharges such responsibility by reviewing, discussing and approving the Company's strategic planning and organizational structure and supervising Management with a view to preserving and enhancing the underlying value of the Company. Management of the business within this process and structure is the responsibility of the Chief Executive Officer and Senior Management. The Board has adopted guidelines to assist it in meeting its corporate governance responsibilities. The roles of the Board, the Chief Executive Officer, the Chairman and the individual committees are clearly delineated. Together with the Chairman and the Corporate Governance Committee, the Board assesses its processes and practices regularly to ensure its governance objectives are met.

# **Composition of the Board of Directors**

The Company's directors are very experienced, high-calibre business leaders with diverse relevant skills and competencies. The Board of Directors has assessed each of the Company's eight non-management directors to be independent. A more comprehensive analysis of the Company's approach to corporate governance matters will be included in the Management Proxy Circular for the April 27, 2017 annual meeting of shareholders.

# **Board of Directors**

#### William E. Aziz, CPA, CA

President and Chief Executive Officer, BlueTree Advisors II Inc. (Private management advisory firm)

### W. Geoffrey Beattie

Chief Executive Officer, Generation Capital (Investment management firm)

# Ronald G. Close

Corporate Director

#### The Honourable David L. Emerson

Corporate Director

#### Jean M. Fraser

Retired Partner, Osler, Hoskin & Harcourt

#### John A. Lederer

Corporate Director

#### Michael H. McCain

President and Chief Executive Officer, Maple Leaf Foods Inc.

#### James P. Olson

Corporate Director

#### Carol M. Stephenson

Corporate Director

# **Senior Management and Officers**

# **Committees of the Board of Directors**

# Standing Committees

#### **AUDIT COMMITTEE**

W.E. Aziz, Chairman

R.G. Close

J.P. Olson

C.M. Stephenson

# CORPORATE GOVERNANCE COMMITTEE

W.G. Beattie, Chairman

R.G. Close

D.L. Emerson

J.M. Fraser

# SAFETY AND SUSTAINABILITY COMMITTEE

J.P. Olson, Chairman

W.G. Beattie

D.L. Emerson

J.A. Lederer

# HUMAN RESOURCES AND COMPENSATION COMMITTEE

J.M. Fraser, Chair

W.E. Aziz

J.A. Lederer

C.M. Stephenson

# Senior Leadership Team

#### Michael H. McCain

President and Chief Executive Officer

#### Ben Brooks

Senior Vice-President and General Manager, Poultry

#### **Rocco Cappuccitti**

Senior Vice-President and Corporate Secretary

#### **Chris Compton**

Senior Vice-President, Foodservice Sales and Marketing

#### **Curtis Frank**

Senior Vice-President, Retail Sales

#### **Adam Grogan**

Senior Vice-President, Marketing and Innovation

# lan Henry

Senior Vice-President, People

# Randall Huffman

Senior Vice-President, Operations and Chief Food Safety Officer

#### Lynda Kuhn

Senior Vice-President, Sustainability and Public Affairs

# **Andreas Liris**

Chief Information Officer

### **Gary Maksymetz**

Chief Operating Officer

#### **Rory McAlpine**

Senior Vice-President, Government and Industry Relations

# **Debbie Simpson**

Chief Financial Officer

# lain Stewart

Senior Vice-President and General Manager, Fresh Pork

#### **Richard Young**

Senior Vice-President, Supply Chain and Purchasing

# Other Corporate Officers

#### J. Nicholas Boland

Vice-President, Investor Relations

#### Stephen Elmer

Vice-President and Corporate Controller

#### **Glen Gratton**

Vice-President, Maple Leaf Agri-Farms

#### René McLean

Vice-President, Business Finance

#### Michael Rawle

Vice-President, Finance and Treasurer

# **Dianne Singer**

Assistant Corporate Secretary

# 2016 Financial Review

For years ended December 31 (In millions of Canadian dollars, except share information)	2016	2015(i)	2014 <sup>(i) (ii)</sup>	2013(i) (ii)	2012(i) (ii) (iii)
Consolidated results					
Sales	3,332	3,293	3,157	2,955	3,075
Adjusted Operating Earnings (Loss)(iv)	239	110	(75)	(136)	57
Adjusted EBITDA <sup>(iv)</sup>	343	220	15	(49)	133
Adjusted EBITDA %(v)	10.3%	6.7%	0.5%	(1.6)%	4.3%
Net earnings from continuing operations	182	42	(214)	(141)	(31)
Net earnings(vi)	182	42	710	496	89
Return on Net Assets <sup>(iv) (vii)</sup>	9.8%	4.8%	(3.7)%	(0.2)%	9.4%
Financial position					
Net Assets(vii) (viii)	1,717	1,705	1,729	2,124	2,101
Shareholders' equity(vii)	2,088	2,041	2,233	1,569	879
Net Cash (Debt)(iv)	394	282	486	(452)	(1,171)
Per share					
Adjusted Earnings (Loss) per Share(iv)(vi)	1.23	0.58	(0.56)	(1.08)	(0.05)
Net earnings (loss) from continuing operations	1.35	0.30	(1.51)	(1.01)	(0.23)
Net earnings <sup>(vi)</sup>	1.35	0.30	5.03	3.55	0.64
Dividends	0.36	0.32	0.16	0.16	0.16
Book value(vii)	15.81	15.11	15.62	11.19	6.28
Number of shares (millions)					
Weighted average	134.2	140.2	141.2	139.9	139.4
Outstanding at December 31	132.1	135.1	142.9	140.3	140.0

<sup>(</sup>i) 2012-2015 figures have been restated for the impact of adopting a 2016 IFRIC clarification of International Accounting Standard 12 Income Taxes ("IAS 12"). Refer to Note 3(v) of the Company's 2016 audited consolidated financial statements for further information.

# **Segmented Operating Results**

(In millions of Canadian dollars)	2016	2015	% Change
Meat Products Group			
Sales	3,316	3,277	1.2%
Adjusted Operating Earnings	264	108	143.1%
Total assets	1,867	1,853	0.8%
Agribusiness Group			
Sales	15	16	(3.9)%
Adjusted Operating Earnings (Loss)	(24)	1	N/M
Total assets	208	189	10.0%
Total Company			
Sales <sup>(i)</sup>	3,332	3,293	1.2%
Adjusted Operating Earnings <sup>(i)</sup>	239	110	117.9%
Total assets(ii) (iii)	2,633	2,619	0.5%

#### **Business Segments**

The Meat Products Group includes value-added prepared meats, lunch kits and snacks, and value-added fresh pork and poultry products sold under flagship Canadian brands such as Maple Leaf\*, Maple Leaf Prime\*, Maple Leaf Natural Selections\*, Schneiders\*, Schneiders\* Country Naturals\*, Mina\*, and many leading regional brands.

The Agribusiness Group includes Canadian hog production operations that primarily supply the Meat Products Group with livestock as well as toll feed sales.

Figures exclude the results of the Bakery Products Group, which are reported as discontinued operations. Refer to Note 22 of the Company's 2015 audited consolidated financial statements for further information.

<sup>2012</sup> figures have been restated for the impact of adopting the revised International Accounting Standard 19 Employee Benefits ("IAS 19"). Refer to Note 32 of the Company's 2013 audited consolidated financial statements for further information.

Company's 2013 audited consolidated financial statements for further information.

(iv) Refer to the Non-IFRS Measures on page 27 of the Company's 2016 Management's Discussion & Analysis.

Adjusted EBITDA % is calculated as Adjusted EBITDA divided by sales.

<sup>(</sup>vi) Attributable to common shareholders.

<sup>(</sup>vii) 2012-2013 figures have not been restated for the classification of the Rothsay business and the Bakery Products Group as discontinued operations.

viii) Net Assets defined as total assets (excluding cash and deferred tax assets) become interest bearing liabilities (excluding deferred tax liabilities).

Numbers may not add due to rounding.

<sup>2015</sup> figure has been restated for the impact of adopting a 2016 IFRIC clarification of International Accounting Standard 12 Income taxes ("IAS 12"). Refer to Note 3(v) of the Company's 2016 audited consolidated financial statements for further information.

<sup>(</sup>iii) Includes non-allocated assets.

# Management's Discussion and Analysis

All dollar amounts are presented in Canadian dollars unless otherwise noted.

# February 21, 2017

#### THE BUSINESS

Maple Leaf Foods Inc. ("Maple Leaf Foods" or the "Company") is a leading consumer protein company, making high quality, innovative products under national brands including Maple Leaf®, Maple Leaf Prime®, Maple Leaf Natural Selections®, Schneiders® Country Naturals® and Mina®. The Company employs approximately 11,000 people across Canada and exports to global markets, including the U.S. and Asia. The Company is headquartered in Mississauga, Ontario and its shares trade on the Toronto Stock Exchange (MFI).

#### **OPERATING SEGMENTS**

The Company's results are organized into two segments: Meat Products Group and Agribusiness Group.

The Meat Products Group includes value-added prepared meats, lunch kits and snacks, and value-added fresh pork and poultry products sold under flagship Canadian brands such as Maple Leaf®, *Maple Leaf Prime*®, *Maple Leaf Natural Selections*®, *Schneiders*®, *Schneiders*®, *Country Naturals*®, *Mina*® and many leading regional brands.

The Agribusiness Group includes Canadian hog production operations that primarily supply the Meat Products Group with livestock as well as toll feed sales.

### **FINANCIAL OVERVIEW**

In 2016, sales increased 1.2% to \$3,331.8 million from \$3,292.9 million in the prior year, or decreased 0.3% after adjusting for the impact of foreign exchange, due to higher sales in the Meat Products Group. Year over year comparisons are affected by an additional week included in 2015 fourth quarter results. Excluding only the contribution of the 53rd week in 2015, sales in 2016 increased approximately 3.0% from prior year.

Net earnings for the year increased to \$181.7 million (\$1.35 per basic share) from \$41.6 million (\$0.30 per basic share) in the prior year. The increase was primarily due to improved margins in the Meat Products Group.

Adjusted Operating Earnings<sup>(i)</sup> for the year increased to \$239.3 million compared to \$109.8 million in the prior year. Adjusted Earnings per Share<sup>(ii)</sup> increased to \$1.23 from \$0.58 in the prior year. The increase was primarily due to improved margins in the Meat Products Group.

Several items are excluded from the discussions of underlying earnings performance as they are not representative of ongoing operational activities. Refer to the section entitled Non-IFRS Financial Measures of this Management Discussion and Analysis on page 27 for a description and reconciliation of all non-IFRS financial measures.

#### Notes:

- Adjusted Operating Earnings, a non-IFRS measure, is used by Management to evaluate financial operating results. It is defined as earnings adjusted for items that are not considered representative of ongoing operational activities of the business, and items where the economic impact of the transactions will be reflected in earnings in future periods when the underlying asset is sold or transferred. Please refer to the section entitled Non-IFRS Financial Measures starting on page 27 of this document.
- (ii) Adjusted Earnings per Share, a non-IFRS measure, is used by Management to evaluate financial operating results. It is defined as basic earnings per share and is adjusted on the same basis as Adjusted Operating Earnings. Please refer to the section entitled Non-IFRS Financial Measures starting on page 27 of this document.

#### SELECTED FINANCIAL INFORMATION

The following table summarizes selected financial information for the three years ended December 31:

(\$ millions except earnings per share)		2016	2015	2014 <sup>(i)</sup>
Sales	\$ :	3,331.8	\$ 3,292.9	\$ 3,157.2
Adjusted Operating Earnings	\$	239.3	\$ 109.8	\$ (75.5)
Adjusted EBITDA <sup>(ii)</sup>	\$	343.4	\$ 219.8	\$ 14.8
Adjusted EBITDA % <sup>(iii)</sup>		10.3%	6.7%	0.5%
Net earnings (loss)	\$	181.7	\$ 41.6	\$ (213.8)
Adjusted Earnings per Share	\$	1.23	\$ 0.58	\$ (0.56)
Basic earnings per share	\$	1.35	\$ 0.30	\$ (1.51)
Diluted earnings per share	\$	1.32	\$ 0.29	\$ (1.51)
Total assets <sup>(iv)</sup>	\$ :	2,632.6	\$ 2,619.0	\$ 2,864.7
Net Cash <sup>(v)</sup>	\$	393.7	\$ 281.6	\$ 485.8
Total long-term liabilities	\$	169.4	\$ 248.6	\$ 244.8
Return on Net Assets ("RONA")(v)		9.8%	4.8%	(3.7%)
Cash provided (used) by operating activities	\$	357.2	\$ 159.4	\$ (362.2)
Cash dividends per share	\$	0.36	\$ 0.32	\$ 0.16

<sup>2014</sup> figures exclude the results of the Bakery Products Group, which are reported as discontinued operations. Refer to the Company's 2015 audited consolidated financial statements.

### DISCUSSION OF FACTORS IMPACTING THE COMPANY'S OPERATIONS AND RESULTS

### **Completion of Value Creation Plan**

In 2010, the Company embarked upon a multi year Value Creation Plan (the "Plan") to modernize and consolidate the prepared meats supply chain. The goal of this transformation was to make Maple Leaf Foods a significantly leaner and more profitable company. The Company has executed against the Plan over the last six years by reducing product complexity, closing less efficient manufacturing and distribution operations and consolidating production and distribution into a smaller number of efficient scale facilities. The Plan has included the construction of a new 400,000 square foot prepared meats processing facility, the consolidation of 17 distribution centres into two, the closure of eight legacy manufacturing plants, and expansion of three others.

In conjunction with the Plan, a financial target was set to increase our Adjusted EBITDA margin to 10% through executing one of the largest transformations in the North American food industry. In 2016, the Company delivered the financial target by recording an Adjusted EBITDA margin of 10.3%.

#### Transformation accomplishments:

- Over \$600 million was invested in capital to dramatically lower the cost structure and improve network efficiencies;
- Consolidation of 11 prepared meats plants into four scale facilities including a new 400,000 square foot prepared
  meats processing facility;
- Consolidation of 17 distribution centres into two:
- Approximately \$90 million was invested to convert multiple legacy systems into one integrated SAP platform;
- Over 1,800 products were eliminated or reformulated to run on longer, faster lines with new technologies;
- · Non-core businesses were sold which strengthened the balance sheet; and
- Organizational changes were made to streamline the business and improve cost structures.

<sup>(</sup>ii) Adjusted EBITDA is calculated as earnings from continuing operations before interest and income taxes plus depreciation and intangible asset amortization, adjusted for items that are not considered representative of ongoing operational activities of the business, and items where the economic impact of the transactions will be reflected in earnings in future periods when the underlying asset is sold or transferred. Please refer to the section entitled Non-IFRS Financial Measures starting on page 27 of this document.

<sup>(</sup>iii) Adjusted EBITDA % is calculated as Adjusted EBITDA divided by sales.

<sup>(</sup>iv) 2014 and 2015 figures have been re-stated for the impact of adopting a 2016 IFRIC clarification of International Accounting Standard 12 Income taxes ("IAS 12"). Refer to Note 3(v) of the Company's 2016 audited consolidated financial statements for further information.

<sup>(</sup>v) Refer to the section entitled Non-IFRS Financial Measures starting on page 27 of this document.

The Company took a long-term approach, building one of the most modern and efficient prepared meats networks in the food industry, fundamentally shifting costs and migrating to a value-added portfolio. This has resulted in a structural Adjusted EBITDA margin shift from approximately 3.5% between the years 2005 - 2012 to overachieving the 10.0% target.

### Sustainability

The Company has in place a comprehensive sustainability strategy focused on advancement in four areas: advancing nutrition and health, valuing our people and communities, treating animals well, and eliminating waste. The Company views this strategy as a competitive advantage. The Company's goal is to deeply embed sustainability into how it operates and to create business value through addressing social and environmental issues. As people increasingly focus on what is in their food and how it is produced, there is significant opportunity in building leadership in sustainable protein by producing more natural, nutritious foods; lending our voice and resources to address the critical issue of food insecurity; continually enhancing a strong animal care program; and eliminating waste. In 2016, the Company made considerable progress in executing its sustainability priorities identified for each of its four pillars. The Company reports on its progress against its sustainability goals using the Global Reporting Initiative (GRI) Standards for Sustainability Reporting and produces an annual sustainability report on its sustainability website (www.mapleleafsustainability.ca). This website is also regularly updated with other related information and developments.

#### Maple Leaf Food's Sustainability Priorities

The Company has defined four sustainability priorities and areas of focus:

#### Advancing Nutrition and Health

There is significant commercial and social benefit to advancing the nutrition and health benefits of the Company's products. Maple Leaf Foods continues to advance the use of simpler, natural ingredients, reducing or eliminating antibiotic use in animal production, and other key initiatives including reducing sodium levels to meet Health Canada guidelines. An analysis of product ingredients and formulations across the Company's portfolio has been undertaken and a comprehensive plan is being implemented to advance nutrition across our categories.

#### Valuing our People and Communities

The Company values a strong culture that keeps people safe, rewards excellence and empowers employees to learn and contribute their best. This includes a robust workplace safety program, which has driven continuous material reductions in workplace accidents. The Company is committed to being a destination for top talent, supported by leadership and career development, training and developing a formalized diversity and inclusion strategy. The Company is also increasing its engagement in responding to the critical national and global issue of food security through a comprehensive community involvement program. In 2016, the Company launched the not-for-profit Maple Leaf Centre for Action on Food Security, with a mission to working collaboratively with stakeholders to reduce food insecurity in Canada and globally by 50% by 2030. The Centre's website can be accessed at www.feedopportunity.com.

#### Treating Animals Well

This sustainability pillar is embodied in the Company's Animal Care Commitment, launched in 2015, that articulates the principles, goals and actions it is taking to become a leader in animal care. This includes advancing a culture of animal care through communications, education and training; robust policies and procedures; regular reporting of performance and conducting frequent, rigorous internal and independent audits; advancing practices and technologies based on sound science; and providing clear, fact-based communication of goals, performance and progress. In 2016, the Company made considerable progress in implementing programs to meet the Company's Animal Care Commitment and animal care strategy, which will be described in the 2016 sustainability report.

### Eliminating Waste

The Company is committed to reducing its environmental footprint by 50% by 2025, encompassing the three areas where Maple Leaf Foods has the largest environmental impact: climate change (energy and emissions), water usage and waste. The Company has completed energy, water and waste audits to benchmark its current footprint and has developed action plans to deliver on its environmental goals. In 2016, the Company has made significant progress towards the implementation of these plans.

#### Market Influences for Pork Value Chain

The following table outlines the change in key commodity prices that affected the Company's business and financial results:

	As at December		Annual Ave	erages	
(Unaudited)	31, 2016	2016	2015	Change	2014
Pork cutout (US\$ per cwt) <sup>(i)(ii)</sup>	\$ 81.62	\$ 78.66	\$ 79.13	(0.6%)	\$110.20
Hog market price per cwt (US\$ per cwt) <sup>(i)(ii)</sup>	\$ 58.06	\$ 65.09	\$ 70.59	(7.8%)	\$105.14
Hog market price per cwt (CAD per cwt) <sup>(i)(ii)</sup>	\$ 78.04	\$ 86.23	\$ 90.28	(4.5%)	\$116.14
Corn (US\$ per bushel) <sup>(iii)</sup>	\$ 3.52	\$ 3.58	\$ 3.81	(6.0%)	\$ 4.18

As at December 31, 2016, rate based on spot prices for the week ended December 31, 2016 based on CME (Source: USDA).

In aggregate, the market influences for the entire pork value chain were consistent with the long term averages for the first three quarters of 2016 and were favourable in the fourth quarter of 2016. Pork industry processor margins were significantly positive compared to the five-year average; however, these, were partially offset by lower pork by-product values and hog production market influences which were below the five-year average in 2016.

The Company uses derivatives and other non-derivative financial instruments to manage its exposures to fluctuations in commodity prices.

### **Impact of Currency**

The following table outlines the changes in currency rates that have affected the Company's business and financial results:

	As at December _		Annual Ave	erages	
	31, 2016	2016	2015	Change	2014
U.S. dollar / Canadian dollar <sup>(i)</sup>	\$ 1.34	\$ 1.32	\$ 1.28	3.1 %	\$ 1.10
Canadian dollar / Japanese yen <sup>(i)</sup>	¥ 87.01	¥ 82.10	¥ 94.66	(13.3)%	¥ 95.63

<sup>(</sup>i) Source: Bloomberg

The Canadian dollar weakened relative to the U.S. dollar by 3.1% in 2016. In the short-term, a weaker Canadian dollar expands export margins in the Company's primary pork processing and hog production operations. Conversely, a weaker Canadian dollar increases the cost of raw materials and ingredients in the domestic prepared meats business. The prepared meats business is able to react to changes in input costs through pricing, cost reduction or investment in value-added products. Over the longer-term, a weaker Canadian dollar increases the relative competitiveness of the domestic Canadian packaged goods operation, as imports of competing products from the U.S. become less competitive. Similarly, the Company also has a greater ability to export and expand into the U.S. market.

During 2016, the Japanese yen increased in value relative to the Canadian dollar by 13.3%. In general, an increase in the Japanese yen strengthens export margins to Japan in the Company's fresh pork business. The Company ultimately seeks to manage pricing to offset the impact of currency fluctuations.

The Company uses derivatives and other non-derivative financial instruments to manage its exposures to fluctuations in foreign exchange rates.

<sup>(</sup>ii) Annual averages based on five-day average on CME (Source: USDA).

<sup>(</sup>iii) Daily close prices (Sources: Bloomberg and CME).

#### **OPERATING REVIEW**

The following table summarizes sales by business segment for the two years ended December 31:

(\$ millions)	<b>2016</b> <sup>(i)</sup>	2015 <sup>(i)</sup>	Change
Meat Products Group	\$ 3,316.5	\$ 3,277.0	1.2%
Agribusiness Group	15.3	15.9	(3.9%)
Total Sales	\$ 3,331.8	\$ 3,292.9	1.2%

The following table summarizes Adjusted Operating Earnings by business segment for the two years ended December 31:

(\$ millions)	<b>2016</b> <sup>(i)</sup>	2015 <sup>(i)</sup>	Change
Meat Products Group	\$ 263.6	\$ 108.4	\$ 155.2
Agribusiness Group	(24.3)	1.4	(25.7)
Adjusted Operating Earnings	\$ 239.3	\$ 109.8	\$ 129.5

<sup>(</sup>i) May not add due to rounding.

#### **Meat Products Group**

Includes value-added prepared meats, lunch kits and snacks, and value-added fresh pork and poultry products sold under flagship Canadian brands such as Maple Leaf®, Maple Leaf Prime®, Maple Leaf Natural Selections®, Schneiders®, Schneiders® Country Naturals®, Mina® and many leading regional brands.

Sales in the Meat Products Group for 2016 increased 1.2% to \$3,316.5 million, or decreased 0.3% after adjusting for the weaker Canadian dollar. Excluding only the contribution of the 53rd week in 2015, sales increased by approximately 3.0%. Prepared meats sales declined slightly in response to a price increase in the first quarter but strengthened as the year progressed. Sales in fresh pork increased as the Company's focus on increasing its value-added pork business resulted in higher selling prices. Performance was also supported by favourable exchange rates and pork markets. Fresh poultry sales also increased due to stronger volume and an improved sales mix.

Adjusted Operating Earnings for 2016 increased to \$263.6 million compared to \$108.4 million in the prior year. Higher earnings in prepared meats resulted from lower operating costs across the network and pricing implemented in the first quarter. Higher fresh pork earnings resulted from increased contributions from value-added retail and value-added export sales, higher industry margins, and operating efficiency gains. Poultry results were consistent with the prior year as gains from higher retail branded sales and improved operating efficiencies were offset by lower industry margins.

In the fourth quarter of 2016, the Company announced that it had entered into a new turkey processing agreement with a third party that will move the Company's fresh turkey processing from its plant in Thamesford, Ontario to a third party facility in Mitchell, Ontario in early 2018. This processing agreement provides Maple Leaf Foods with a cost effective supply of high quality fresh turkey for further processing. As a result of this agreement, the Company expects to close its turkey processing facility in Thamesford, Ontario in 2018. The costs associated with closing the facility are being recorded through restructuring.

# **Agribusiness Group**

Includes Canadian hog production operations that primarily supply the Meat Products Group with livestock.

Agribusiness Group sales in 2016 declined slightly to \$15.3 million compared to \$15.9 million in the prior year, due to 2015 sales benefiting from a 53rd week.

Adjusted Operating Earnings in 2016 decreased to a loss of \$24.3 million from earnings of \$1.4 million in the prior year, reflecting the impact of lower hog prices and higher feed costs.

#### **GROSS MARGIN**

Gross margin in 2016 was \$590.9 million (17.7% of sales) compared to \$381.1 million (11.6% of sales) in the prior year. The increase in gross margin as a percentage of sales is largely attributable to margin improvement in the Meat Products Group, as outlined above. Included in gross margin was a \$19.0 million increase in the fair value of biological assets and a \$24.5 million increase in the fair value of unrealized mark-to-market commodity contracts.

### **SELLING, GENERAL AND ADMINISTRATIVE EXPENSES**

During the year, selling, general and administrative expenses increased by 12.8% to \$324.8 million (9.7% of sales), compared to \$288.1 million (8.7% of sales) in the prior year. The increase relates to investment in advertising and promotional expenses and differences in variable compensation programs linked to Company performance. At Maple Leaf Foods, variable compensation programs are linked to financial results. In 2015, targets were not achieved and accordingly the variable compensation was reduced, while the targets were exceeded in 2016, resulting in an increase in variable compensation. This was partially offset by a decrease in core selling, general and administrative expenses as a result of the Company's ongoing commitment to driving cost efficiencies.

# **OTHER INCOME (EXPENSE)**

Other expense for 2016 was \$3.6 million compared to \$1.9 million in the prior year. The increase is primarily due to a higher loss on disposal of property and equipment and a lower gain on sale of investment properties, partially offset by a lower depreciation charge on assets servicing divested businesses as these assets are now fully depreciated.

Certain items in other income (expense) are excluded from the calculation of Adjusted EBITDA and Adjusted Earnings per Share as they are not considered representative of ongoing operational activities of the business. Other income (expense) used in the calculation of Adjusted EBITDA and Adjusted Earnings per Share for 2016 is an expense of \$6.1 million (2015: expense of \$1.2 million).

#### **Non-allocated Costs**

Non-allocated amounts that are excluded from Adjusted Operating Earnings in 2016 comprise of a \$6.3 million gain due to changes in the fair value of biological assets (2015: loss of \$12.8 million) and a \$20.6 million unrealized gain on futures contracts (2015: loss of \$3.9 million).

All non-allocated amounts have been excluded from the computation of Adjusted Operating Earnings, as the economic impact of these transactions will be reflected in earnings in future periods when the underlying asset is sold or transferred.

#### **RESTRUCTURING AND OTHER RELATED COSTS**

Restructuring and other related costs for 2016 were \$6.6 million compared to \$33.8 million for 2015.

The Meat Products Group incurred \$4.8 million (2015: \$15.3 million) in restructuring and other related costs. Of this amount, \$3.2 million (2015: \$2.4 million) related to severance and other employee costs, \$1.4 million (2015: \$8.7 million) related to asset impairment and accelerated depreciation and \$0.1 million (2015: \$4.2 million) related to site closing costs. The 2016 costs were related primarily to the announced closure of the Thamesford turkey facility, while 2015 costs were related primarily to the Plan.

The balance of restructuring costs for 2016 and 2015 related primarily to severance and other employee costs that were incurred in connection with other ongoing management and organizational structure restructuring initiatives.

#### INTEREST EXPENSE AND OTHER FINANCING COSTS

Interest expense and other financing costs for 2016 were \$6.4 million compared to \$4.7 million in the prior year. The increase was mainly due to nonrecurring financing costs of \$1.4 million related to the renewal of the Company's accounts receivable securitization facility in the third quarter of 2016.

# **INCOME TAXES**

The Company's income tax expense for 2016 resulted in an effective tax rate of 27.2% (2015: 21.0%). The lower effective tax rate in 2015 primarily resulted from the favourable resolution of an income tax audit. The effective tax rate excluding this item was 26.6%. For 2016, the effective tax recovery rate on restructuring charges used in the computation of Adjusted Earnings per Share is 26.1% (2015: 26.0%). The effective tax recovery rate on items not considered representative of continuing operations in 2016 was 27.2% (2015: 26.5%).

#### **ACQUISITIONS AND DIVESTITURES**

There were no acquisitions or divestitures during the years ended December 31, 2016 and 2015.

#### SUBSEQUENT EVENTS

On February 21, 2017, the Company signed a definitive agreement to acquire 100% of the outstanding shares of Lightlife Foods Holdings, Inc. ("Lightlife") a privately held U.S. based corporation engaged in the production and distribution of refrigerated plant-based protein products. Lightlife has a leading market share in this segment, and will provide the Company with a strong position in this fast growing category. The anticipated purchase price is US\$140.0 million prior to transaction fees, debt settlement, and working capital adjustments. The transaction is subject to customary US regulatory review, and will be accounted for as a business combination. The Company intends to settle the transaction in cash, with an expected closing date in March 2017.

On February 21, 2017, the Company entered into an amended and restated governance agreement with McCain Capital Inc. and Michael H. McCain. Pursuant to that agreement, the Company has agreed that it will not submit the rights plan for reconfirmation at the Company's annual meeting in 2017, thereby allowing the rights plan to expire in accordance with its terms at the termination of that meeting. The determination to not submit the rights plan for reconfirmation at the annual shareholders' meeting in 2017 arose, in part, as a result of the new provisions of the amended and restated governance agreement and the fact that recent changes in securities law make certain provisions of the rights plan redundant.

#### **CAPITAL RESOURCES**

The consumer packaged meats industry in which the Company operates is generally characterized by high sales volume and high turnover of inventories and accounts receivable. In general, accounts receivable and inventories are readily convertible into cash. Investment in working capital is affected by fluctuations in the price of raw materials, seasonal and other market-related fluctuations. The Company has consistently generated a strong base level of operating cash flow, even in periods of higher commodity prices and restructuring of its operations. These operating cash flows provide a base of underlying liquidity that the Company supplements with credit facilities, securitization facilities and cash on hand to provide longer-term funding and to finance fluctuations in working capital levels.

On June 24, 2016, the Company entered into a new three-year \$400.0 million committed revolving credit facility with a syndicate of Canadian, U.S., and international institutions. The new credit facility replaced the Company's \$200.0 million revolving credit facility that was due to mature on June 30, 2016. This unsecured facility can be drawn in Canadian or U.S. dollars and bears interest payable monthly, based on Banker's Acceptance and Prime rates for Canadian dollar loans and LIBOR for U.S. dollar loans. The facility is intended to meet the Company's funding requirements for general purposes, and to provide appropriate levels of liquidity. As at December 31, 2016, the Company had drawn only letters of credit of \$6.2 million on this facility (2015: \$60.3 million on previous facility).

The Company has an additional uncommitted credit facility for issuing up to a maximum of \$120.0 million letters of credit. As at December 31, 2016, \$63.4 million (2015: \$79.4 million) of letters of credit had been issued thereon. These letters of credit have been collateralized with cash, as further described in Note 4 of the Company's 2016 audited consolidated financial statements.

The Company's cash balance as at December 31, 2016 is \$403.6 million (2015: \$292.3 million). The Company has invested in short-term deposits in Canadian financial institutions with long-term debt ratings of A or higher.

On August 26, 2016, the Company entered into a new three-year accounts receivable securitization facility. The maximum cash advance available to the Company under this program is \$110.0 million. The new facility replaced the Company's existing facility that was due to mature on September 30, 2016. The new facility provides similar cash funding with a lower proportion of the Company's receivables being sold, and provides the Company with competitively priced financing and further diversifies its funding sources. Under the facility, the Company has sold certain accounts receivable, with very limited recourse, to a third party trust that is financed by an international financial institution with a long-term AA- debt rating. The receivables are sold at a discount to face value based on prevailing money market rates.

At the end of 2016, the Company had \$116.2 million (2015: \$192.6 million) of trade accounts receivable serviced under its facilities. In return for the sale of these receivables, the Company will receive cash of \$83.7 million (2015: \$88.9 million) and notes receivable in the amount of \$32.5 million (2015: \$103.7 million). Due to the timing of receipts and disbursements, the Company may, from time to time, record a receivable or payable related to the securitization facility. As at December 31, 2016, the Company recorded a net payable amount of \$0.9 million (2015: \$2.9 million net payable). Both the previous and current facilities were accounted for as an off-balance sheet transaction in accordance with International Financial Reporting Standards ("IFRS"). The current facility will expire in August 2019.

The Company's credit and securitization facilities are subject to certain restrictions, including the maintenance of covenants. The Company was in compliance with all of the requirements of these facilities during 2016. If the securitization facility was to

be terminated, the Company would recognize the related amounts on the consolidated balance sheet and consider alternative financing if required.

#### **CAPITAL EXPENDITURES**

Capital expenditures for 2016 were \$113.2 million compared to \$145.8 million in 2015. The reduction in spending from 2015 is related to the completion of the Plan.

The Company currently estimates its capital expenditures for the full year of 2017 will be roughly \$150.0 million. This estimate includes the Company's expectation that it will spend the amount equal to its depreciation rate on improving and maintaining its plant network. Included in the 2017 estimate is approximately \$40.0 million in large projects, primarily consisting of investments to optimize fresh pork packaging capabilities and further investments in poultry operations to deliver upon our animal welfare strategy.

### **NORMAL COURSE ISSUER BID**

On May 16, 2016, the Toronto Stock Exchange ("TSX") accepted the Company's notice of intention to commence a Normal Course Issuer Bid ("NCIB"), which allows the Company to repurchase, at its discretion, up to 8.70 million common shares in the open market or as otherwise permitted by the TSX, subject to the normal terms and limitations of such bids. Common shares purchased by the Company are cancelled. The program commenced on May 19, 2016 and will terminate on May 18, 2017, or on such earlier date as the Company completes its purchases pursuant to the notice of intention. Under this bid during the year ended December 31, 2016, 2.11 million shares were purchased for cancellation for \$60.5 million at a volume weighted average price paid of \$28.74 per common share.

On March 23, 2015, the TSX accepted the Company's notice of intention to commence a NCIB which allowed the Company to repurchase, at its discretion, up to approximately 8.65 million common shares in the open market or as otherwise permitted by the TSX, subject to the normal terms and limitations of such bids. The program commenced on March 25, 2015 and was terminated on January 22, 2016, as the Company completed its purchase and cancellation of 8.65 million common shares for \$194.5 million at a weighted average price paid of \$22.48 per common share. Under this bid during the year ended December 31, 2016, 0.51 million (2015: 8.14 million) shares were purchased for cancellation for \$11.9 million (2015: \$182.5 million) at a volume weighted average price paid of \$23.23 (2015: \$22.44) per common share.

### **CASH FLOW AND FINANCING**

Cash was \$403.6 million at the end of 2016, compared to \$292.3 million in 2015. The increase in cash for the year ended December 31, 2016 is largely due to increased cash flow from operations, reduced share repurchases in 2016 under the NCIB programs, and lower investments in property and equipment. This was partially offset by increased dividend payments and higher treasury stock purchases related to long term incentive plans.

### **Cash Flow from Operating Activities**

Cash provided by operations for 2016 was \$357.2 million compared to \$159.4 million in 2015. The improvement in cash flow from operations was primarily due to higher earnings from operations, reduced investment in working capital, lower income tax payments and lower cash settlement of restricted share units.

# **Cash Flow from Financing Activities**

Cash used in financing activities was \$139.3 million for 2016 compared to \$229.8 million in 2015. The decrease was mainly due to fewer share repurchases under the NCIB programs partially offset by higher treasury stock purchases related to long term incentive plans and increased dividend payments.

# **Cash Flow from Investing Activities**

Cash used in investing activities was \$106.5 million for 2016 compared to \$133.7 million in 2015. The decrease was mainly due to lower capital expenditures offset by lower proceeds from the disposal of long-term assets.

# **CONTRACTUAL OBLIGATIONS**

The following table provides information about certain of the Company's significant contractual obligations as at December 31, 2016. This table presents the undiscounted principal cash flows payable in respect of financial liabilities.

#### Payments due by fiscal year:

(\$ thousands)	Due within 1 year	 etween 2 years	 etween 3 years	_	ue after 3 years	Total
Financial liabilities						
Accounts payable and accruals	\$ 256,163	\$ _	\$ _	\$		\$ 256,163
Long-term debt <sup>(i)</sup>	1,083	1,083	1,083		7,931	11,180
Foreign exchange contracts	1,689	_	_		_	1,689
Commodity futures contracts	848	_	_		_	848
Interest rate swaps <sup>(i)</sup>	5,893	_	_		_	5,893
Other liabilities	89,622	1,134	867		1,425	93,048
	\$ 355,298	\$ 2,217	\$ 1,950	\$	9,356	\$ 368,821
Commitments						
Contractual obligations including operating						
leases	51,195	36,414	30,809		113,045	231,463
Total	\$ 406,493	\$ 38,631	\$ 32,759	\$	122,401	\$ 600,284

Does not include contractual interest payments

Management is of the opinion that its cash flow, cash on hand, and sources of financing provide the Company with sufficient resources to finance ongoing business requirements and its planned capital expenditure program for at least the next 12 months. Additional details concerning financing are set out in Note 13 and Note 17 of the Company's 2016 audited consolidated financial statements.

#### FINANCIAL INSTRUMENTS AND RISK MANAGEMENT ACTIVITIES

Through the normal course of business the Company is exposed to financial and market risks that have the potential to affect its operating results. In order to manage these risks, the Company operates under risk management policies and guidelines which govern the hedging of price and market risk in the foreign exchange, interest rate, and commodity markets, as well as funding and investing activities.

The Company engages in hedging to manage price and market risk associated with core operating exposures and does not engage in significant trading activity of a speculative nature.

The Company's Risk Management Committee meets frequently to discuss current market conditions, review current hedging programs and trading activity, and approve any new hedging or trading strategies.

# **Financial Instruments**

The Company's financial assets and liabilities are classified into the following categories:

Cash and cash equivalents	Held for trading
Accounts receivable	Loans and receivables
Notes receivable	Loans and receivables
Bank indebtedness	Other financial liabilities
Accounts payable and accrued liabilities	Other financial liabilities
Long-term debt	Other financial liabilities
Derivative instruments <sup>(l)</sup>	Held for trading

These derivative instruments may be designated as cash flow hedges or as fair value hedges as appropriate.

The Company applies hedge accounting as appropriate and uses derivatives and other non-derivative financial instruments to manage its exposures to fluctuations in foreign exchange rates and commodity prices.

The fair values and notional amounts of derivative financial instruments as at December 31 are shown below:

		<b>20</b> <sup>-</sup>	16				20	15		
	 Notional		Fair v	alue	•	Notional		Fair v	alue	
(\$ thousands)	amount <sup>(i)</sup>		Asset	L	iability	amount <sup>(i)</sup>		Asset	L	iability
Cash flow hedges										
Foreign exchange contracts <sup>(ii)</sup>	\$ 182,696	\$	348	\$	1,019	\$ 101,768	\$	258	\$	3,740
Commodity contracts <sup>(ii)</sup>	_		_		_	16,292		_		457
Fair value hedges										
Commodity contracts <sup>(ii)</sup>	\$ 44,738	\$	_	\$	848	\$ 40,128	\$	1,746	\$	_
Derivatives not designated in a										
formal hedging relationship										
Interest rate swaps	\$ 520,000	\$	2,128	\$	5,893	\$ 520,000	\$	5,078	\$	12,798
Foreign exchange contracts <sup>(ii)</sup>	450,259		11,248		670	161,456		2,587		921
Commodity contracts <sup>(ii)</sup>	537,621		13,113		_	197,205		3,119		2,226
Total fair value		\$	26,837	\$	8,430		\$	12,788	\$	20,142
Current <sup>(iii)</sup>		\$	26,837	\$	8,430		\$	10,265	\$	13,662
Non-current			_		_			2,523		6,480
Total fair value		\$	26,837	\$	8,430		\$	12,788	\$	20,142

Unless otherwise stated, notional amounts are stated at the contractual Canadian dollar equivalent.

The fair value of financial assets and liabilities classified as loans and receivables and other financial liabilities (excluding long-term debt) approximate their carrying value due to their short-term nature.

The carrying value of long-term debt as at December 31, 2016 and 2015 approximates its fair value. The fair value of the Company's long-term debt has been classified as Level 2 in the fair value hierarchy and was estimated based on discounted future cash flows using current rates for similar financial instruments subject to similar risks and maturities.

Financial assets and liabilities classified as held-for-trading are recorded at fair value. The fair values of the Company's interest rate and foreign exchange derivative financial instruments were estimated using current market measures for interest rates and foreign exchange rates. Commodity futures and commodity options contracts are exchange-traded and over-the-counter. Fair value is determined based on exchange prices and other observable market data.

Derivatives not designated in a formal hedging relationship are classified as held-for-trading. Net gains and losses on financial instruments held-for-trading consist of realized and unrealized gains and losses on derivatives that were de-designated or were otherwise not in a formal hedging relationship.

For the year ended December 31, 2016, the Company recorded a gain of \$43.7 million (2015: gain of \$32.4 million) on financial instruments held for trading. The gain was mainly attributed to a gain in commodity exchange traded contracts which hedge and offset price risk volatility inherent in the hog operational business.

For the year ended December 31, 2016, the pre-tax amount of hedge ineffectiveness recognized in other income (expense) was a loss of \$0.0 million (2015: gain of \$0.1 million).

<sup>(</sup>ii) Derivatives are short-term and will impact profit or loss at various dates within the next 12 months.

<sup>(</sup>iii) As at December 31, 2016, the above fair value of current assets has been reduced on the consolidated balance sheet by an amount of \$3.4 million (2015: reduced by \$1.6 million), which represents the excess of the fair market value of exchange traded commodities contracts over the initial margin requirements. The excess or deficit in maintenance margin requirements with the futures exchange is net settled in cash each day and is therefore presented as cash and cash equivalents.

The table below sets out fair value measurements of financial instruments using the fair value hierarchy as at December 31, 2016:

(\$ thousands)	Level 1	Level 1 Level 2		el 3	Total	
Assets:						
Foreign exchange contracts	\$ —	- \$11,596	\$	_	\$11,596	
Commodity contracts	12,341	772		_	13,113	
Interest rate swaps		- 2,128		_	2,128	
	\$ 12,341	\$ 14,496	\$		\$ 26,837	
Liabilities:						
Foreign exchange contracts	\$ —	- \$ 1,689	\$	_	\$ 1,689	
Commodity contracts	848	_		_	848	
Interest rate swaps	_	- 5,893		_	5,893	
	\$ 848	\$ 7,582	\$	_	\$ 8,430	

There were no transfers between levels for the year ended December 31, 2016. Determination of fair value and the resulting hierarchy requires the use of observable market data whenever available. The classification of a financial instrument in the hierarchy is based upon the lowest level of input that is significant to the measurement of fair value. For financial instruments that are recognized at fair value on a recurring basis, the Company determines whether transfers have occurred between levels in the hierarchy by re-assessing categorization at the end of each reporting period.

#### Capital

The Company's objective is to maintain a cost effective capital structure that supports its long-term growth strategy and maximizes operating flexibility. In allocating capital to investments to support its earnings goals, the Company establishes internal hurdle return rates for capital initiatives. Capital projects are generally financed with internal cash flows and senior debt where required.

The Company typically uses leverage in its capital structure to reduce the cost of capital. The Company's goal is to maintain its primary credit ratios and leverage at levels that are designed to provide continued access to investment-grade credit pricing and terms. The Company measures its credit profile using a number of metrics, some of which are non-IFRS measures, primarily Net Cash (Debt) to EBITDA, and interest coverage. Refer to the section entitled Non-IFRS Financial Measures starting on page 27 of this document for more information on the non-IFRS measures.

In addition to senior debt, credit facilities, and equity, the Company uses leases and very limited recourse accounts receivable securitization programs as additional sources of financing.

The Company has maintained a stable dividend distribution that is based on a long-term sustainable net earnings base. From time to time, the Company has purchased shares for cancellation pursuant to normal course issuer bids and to satisfy awards under its Share Incentive Plan.

# Credit Risk

Credit risk refers to the risk of losses due to failure of the Company's customers and counterparties to meet their payment obligations.

In the normal course of business, the Company is exposed to credit risk from its customers, substantially all of which are in the retail, food service, industrial, and convenience channels. The Company performs ongoing credit evaluations of new and existing customers' financial condition, and reviews the collectibility of its trade accounts receivable and other receivables in order to mitigate any possible credit losses. The Company has accounts receivable outstanding greater than 60 days past due and maintains an allowance for doubtful accounts relating to specific losses estimated on individual exposures as described in Note 5 of the Company's 2016 audited consolidated financial statements. Average accounts receivable days sales outstanding for the year is consistent with historic trends.

Management believes concentrations of credit risk with respect to accounts receivable is limited due to the generally high credit quality of the Company's major customers, the large number and geographic dispersion of smaller customers, and the operation of the accounts receivable securitization facility as mentioned previously. The Company does, however, conduct a significant amount of business with a small number of large grocery retailers.

During the year ended December 31, 2016, the Company reported sales to one customer representing 13.2% (2015: 14.0%) of total sales. No other sales were made to any one customer that represented in excess of 10% of total sales.

The Company is exposed to credit risk on its notes receivable from an unconsolidated structured entity in respect of the accounts receivable securitization program as described in Note 23 of the Company's 2016 audited consolidated financial statements. Management believes that this credit risk is limited by the long-term AA- debt rating held by the financial institution financing the third party trust. The Company is exposed to credit risk on its cash and cash equivalents (comprising primarily of deposits with Canadian chartered banks) and non-exchange-traded derivative contracts. The Company mitigates this credit risk by transacting primarily with counterparties that are major international financial institutions with long-term debt ratings of A or higher. The Company's maximum exposure to credit risk at the balance sheet date consisted primarily of the carrying value of non-derivative financial assets and non-exchange-traded derivatives with positive fair values.

#### Liquidity Risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities.

The Company manages liquidity risk by monitoring forecasted and actual cash flows, minimizing reliance on any single source of credit, maintaining sufficient undrawn committed credit facilities and managing the maturity profiles of financial assets and financial liabilities to minimize re-financing risk.

As at December 31, 2016, the Company had available undrawn committed credit of \$393.8 million (2015: \$139.7 million) under the terms of its principal banking arrangements (refer to Note 13 of the Company's 2016 audited consolidated financial statements). These banking arrangements are subject to certain covenants and other restrictions.

#### **Market Risk**

#### Interest Rate Risk

Interest rate risk refers to the risk that the value of a financial instrument or cash flows associated with the instrument will fluctuate due to changes in market interest rates.

The Company's interest rate risk arises from long-term borrowings issued at fixed rates that create fair value interest rate risk and variable rate borrowings that create cash flow interest rate risk. In addition, the Company's cash balances are typically invested in short-term interest bearing assets.

The Company manages its interest rate risk exposure by using a mix of fixed and variable rate debt and periodically using interest rate derivatives to achieve the desired proportion of variable to fixed-rate debt.

At December 31, 2016 and 2015, the Company had no variable rate debt, however, the Company is exposed to floating interest rates on its accounts receivable securitization program. As at December 31, 2016, the amount serviced pursuant to this program was \$84.5 million at a weighted average interest rate of 1.0% (2015: \$91.5 million at a weighted average interest rate of 1.6%). The maximum amount available to the Company under these programs is \$110.0 million (2015: \$110.0 million).

As at December 31, 2016, 10.5% (2015: 10.4%) of the Company's outstanding debt and revolving accounts receivable securitization program were not exposed to interest rate movements.

As at December 31, 2016, the Company had fixed-rate debt of \$9.9 million (2015: \$10.7 million) with a weighted average notional interest rate of 4.3% (2015: 4.4%). Changes in market interest rates cause the fair value of long-term debt with fixed interest rates to fluctuate but do not affect net earnings, as the Company's debt is carried at amortized cost and the carrying value does not change as interest rates change.

# Foreign Exchange Risk

Foreign exchange risk refers to the risk that the value of financial instruments or cash flows will fluctuate due to changes in foreign exchange rates.

The Company's foreign exchange risk arises primarily from transactions in currencies other than Canadian dollars, US dollar-denominated borrowings, and investments in foreign operations.

The Company uses foreign exchange forward contracts to manage foreign exchange transaction exposures. The primary currencies to which the Company is exposed to are the U.S. dollar and the Japanese yen.

# Commodity Price Risk

The Company is exposed to price risk related to commodities such as live hogs, fuel costs, and purchases of certain other agricultural commodities used as raw materials, including feed grains. The Company may use fixed price contracts with suppliers as well as exchange-traded and over-the-counter futures and options to manage its exposure to price fluctuations on operating results.

Derivatives designated as a hedge of an anticipated or forecasted transaction are accounted for either as cash flow or fair value hedges and are managed within the Company's hedge accounting portfolio.

The Company applies the "own use exception" classification to certain contracts that are entered into for the purpose of procuring commodities to be used in production and are not recognized on the balance sheet until delivery.

For a comprehensive discussion on the Company's risk management practices and derivative exposures, please refer to Note 17 of the Company's 2016 audited consolidated financial statements.

#### SHARE CAPITAL

As at December 31, 2016 there were 132,625,089 voting common shares issued and outstanding (2015: 135,058,974). As at February 15, 2017, there were 130,968,189 common shares issued and outstanding.

In each of the quarters of 2016, the Company declared and paid cash dividends of \$0.09 per voting common share, representing a total annual dividend of \$0.36 per voting common share and aggregate dividend payments of \$48.3 million. In each of the quarters of 2015, the Company declared and paid cash dividends of \$0.08 per voting common share, representing a total annual dividend of \$0.32 per voting common share and aggregate dividend payments of \$44.7 million.

#### **OTHER MATTERS**

On February 21, 2017, the Board of Directors approved an increase in the quarterly cash dividend to \$0.11 per share, \$0.44 per share on an annual basis, from \$0.09 per share, payable March 31, 2017, to shareholders of record at the close of business on March 10, 2017. Unless indicated otherwise by the Company in writing at or before the time the dividend is paid, the dividend will be considered an Eligible Dividend for the purposes of the "Enhanced Dividend Tax Credit System".

# **EMPLOYEE BENEFIT PLANS**

The cost of pensions and other post-retirement benefits earned by employees is actuarially determined using the projected unit credit method calculated on service and Management's best estimate of salary escalation, retirement ages of employees and expected health care costs. Management employs external experts to advise it when deciding upon the appropriate estimates to use to value employee benefit plan obligations and expenses. These estimates are determined at the beginning of each year and re-evaluated if changes in estimates and market conditions indicate that there may be a significant effect on the Company's consolidated financial statements.

During 2016, the Company recorded a pre-tax gain of \$63.2 million through other comprehensive income (loss) related to the re-measurement of plan assets and liabilities. This included \$55.7 million of pre-tax returns on plan assets in excess of the discount rate and a pre-tax gain of \$12.5 million related to differences between plan experience compared to actuarial assumptions.

During 2015, the Company recorded a pre-tax gain of \$0.5 million through other comprehensive income (loss) related to the re-measurement of plan assets and liabilities. This includes \$1.4 million of pre-tax returns on plan assets in excess of the discount rate, which was offset by a pre-tax loss of \$0.8 million related to differences between plan experience compared to actuarial assumptions.

The Company operates both defined contribution and defined benefit plans. The assets of the defined benefit plans are invested primarily in foreign and domestic fixed income and equity securities that are subject to fluctuations in market prices. Discount rates used to measure plan liabilities are based on long-term market interest rates. Fluctuations in these market prices and rates can impact pension expense and funding requirements. In 2016, the investment return before expenses on the Company's defined benefit pension plan assets was 9.4% in 2016 compared to 3.9% in 2015.

The Company's contributions are funded through cash flows generated from operations. Management anticipates that future cash flows from operations will be sufficient to fund expected future cash contributions. Contributions to defined benefit plans during 2016 were \$5.2 million (2015: \$5.2 million).

The Company expects to contribute \$31.1 million to the pension plans in 2017, inclusive of defined contribution and multiemployer plans.

### TRANSACTIONS WITH RELATED PARTIES

Transactions between the Company and its consolidated entities have been eliminated in the Company's 2016 audited consolidated financial statements.

The Company sponsors a number of defined benefit and defined contribution plans. During the year ended December 31, 2016, the Company's contributions to these plans were \$9.3 million (2015: \$9.6 million).

Key management personnel are those persons having authority and responsibility for planning, directing, and controlling the activities of the Company and/or its subsidiary, directly or indirectly, including any external director of the Company and/or its subsidiary.

Remuneration of key management personnel of the Company is comprised of the following expenses:

(\$ thousands)	2016	2015
Short-term employee benefits		
Salaries, bonuses, and fees	\$ 13,084	\$ 7,052
Company car allowances	288	274
Other benefits	147	256
Total short-term employee benefits	\$ 13,519	\$ 7,582
Severance benefits	_	476
Post-employment benefits	840	782
Share-based compensation	12,596	8,811
Total remuneration	\$ 26,955	\$ 17,651

During the year ended December 31, 2016, key management personnel of the Company exercised 0.1 million (2015: 0.1 million) share options granted under the Maple Leaf Foods Share Incentive Plan for an amount of \$1.3 million (2015: \$1.7 million).

The Company's largest shareholder is McCain Capital Inc. ("MCI") which is beneficially owned and controlled by Mr. Michael H. McCain, Chief Executive Officer and President of the Company. For the year ended December 31, 2016, the Company received services from MCI in the amount of \$0.6 million (2015: \$0.4 million), which represented the market value of the transactions with MCI. As at December 31, 2016, \$0.2 million (2015: \$0.0 million) was owing to MCI relating to these transactions.

McCain Financial Advisory Services ("MFAS"), is an entity jointly controlled by individuals including Mr. Michael H. McCain. For the year ended December 31, 2016, the Company provided services to MFAS for a nominal amount which represented the market value of the transactions.

#### **SUMMARY OF QUARTERLY RESULTS**

The following is a summary of unaudited guarterly financial information for each guarter in the last three fiscal years:

(\$ millions except earnings per share)		First Quarter	Second Quarter	Third Quarter	Fourth Quarter		Total <sup>(iv)</sup>
Sales <sup>(f)</sup>	2016	\$796.9	\$854.6	\$852.1	\$828.2	\$ :	3,331.8
	2015	780.2	820.8	818.8	873.1	;	3,292.9
	2014	711.3	831.8	820.1	794.0	;	3,157.2
Net earnings (loss) from continuing							
operations <sup>(i)</sup>	2016	\$ 42.3	\$ 31.4	\$ 31.8	\$ 76.2	\$	181.7
	2015	(2.9)	(7.5)	18.7	33.3		41.6
	2014	(124.6)	(39.5)	(26.7)	(23.0)		(213.8)
Net earnings (loss)	2016	\$ 42.3	\$ 31.4	\$ 31.8	\$ 76.2	\$	181.7
	2015	(2.9)	(7.5)	18.7	33.3		41.6
	2014	(132.0)	898.9	(26.8)	(28.2)		711.9
Earnings (loss) per share from continuing operations <sup>(i)</sup>							
Basic <sup>(ii)</sup>	2016	\$ 0.31	\$ 0.23	\$ 0.24	\$ 0.57	\$	1.35
	2015	(0.02)	(0.05)	0.13	0.24		0.30
	2014	(0.89)	(0.28)	(0.19)	(0.16)		(1.51)
Diluted <sup>(ii)</sup>	2016	\$ 0.31	\$ 0.23	\$ 0.23	\$ 0.56	\$	1.32
	2015	(0.02)	(0.05)	0.13	0.24		0.29
	2014	(0.89)	(0.28)	(0.19)	(0.16)		(1.51)
Adjusted EPS <sup>(ii)(iii)</sup>	2016	\$ 0.28	\$ 0.32	\$ 0.32	\$ 0.31	\$	1.23
	2015	0.05	0.13	0.16	0.25		0.58
	2014	(0.24)	(0.12)	(0.12)	(80.0)		(0.56)
Earnings (loss) per share <sup>(ii)</sup>							
Basic <sup>(ii)</sup>	2016	\$ 0.31	\$ 0.23	\$ 0.24	\$ 0.57	\$	1.35
	2015	(0.02)	(0.05)	0.13	0.24		0.30
	2014	(0.95)	6.38	(0.19)	(0.20)		5.03
Diluted <sup>(ii)</sup>	2016	\$ 0.31	\$ 0.23	\$ 0.23	\$ 0.56	\$	1.32
	2015	(0.02)	(0.05)	0.13	0.24		0.29
	2014	(0.95)	6.38	(0.19)	(0.20)		5.03

<sup>(</sup>i) Figures exclude discontinued operations.

Fluctuations in quarterly sales can be attributed to changes in pricing, volume, sales mix and foreign exchange rates.

Fluctuations in quarterly net earnings can be attributed to similar factors as noted above, pork and poultry industry processing margins, restructuring and other related costs, operating efficiencies, changes in the fair value of derivative and non-derivative financial instruments and biological assets, and transitional costs incurred prior to 2016.

For an explanation and analysis of quarterly results, please refer to the Company's Management's Discussion and Analysis for each of the respective quarterly periods which are filed on SEDAR and also available on the Company's website at <a href="https://www.mapleleaffoods.com">www.mapleleaffoods.com</a>.

<sup>(</sup>ii) Basic and diluted earnings (loss) per share, earnings (loss) per share from continuing operations and Adjusted Earnings (loss) per Share from continuing operations are based on amounts attributable to common shareholders.

<sup>(</sup>iii) Refer to Non-IFRS Financial Measures starting on page 27 of this document.

<sup>(</sup>iv) May not add due to rounding.

#### **SUMMARY OF 2016 FOURTH QUARTER RESULTS**

The following is a summary of sales by business segment:

(\$ millions)	Fourth Quarter			
(Unaudited)	2016 <sup>(i)</sup>	2015 <sup>(i)</sup>	Change	
Meat Products Group	\$ 824.4	\$ 868.5	(5.1)%	
Agribusiness Group	3.7	4.6	(18.2)%	
Total Sales	\$ 828.2	\$ 873.1	(5.1)%	

The following is a summary of Adjusted Operating Earnings by business segment:

(\$ millions)	Fourth Quarter			
(Unaudited)	2016 <sup>(i)</sup>	2015 <sup>(i)</sup>	Change <sup>(i)</sup>	
Meat Products Group	\$ 73.5	\$ 54.6	\$ 18.9	
Agribusiness Group	(9.8)	(6.9)	(2.9)	
Adjusted Operating Earnings	\$ 63.7	\$ 47.8	\$ 16.0	

<sup>(</sup>i) May not add due to rounding.

Sales of \$828.2 million for the fourth quarter of 2016 decreased 5.1% from prior year, or 5.8% after adjusting for the impacts of foreign exchange. Excluding only the contribution of the 53rd week in 2015, sales increased by approximately 2.0%.

Adjusted EBITDA margin was 10.4% in the fourth quarter of 2016 compared to 8.7% in 2015; and 11.6% in the current quarter before \$9.9 million of additional variable compensation expenses. This related to the over-achievement of performance targets for incentive programs. Approximately 1,400 employees participate in these multi-year programs.

Adjusted Operating Earnings for the fourth quarter of 2016 were \$63.7 million compared to \$47.8 million in the prior year. Margins in prepared meats improved due to lower operating costs across the network. Fresh pork earnings were higher than the prior year due to stronger margins in the value-added retail and export channels, higher industry margins, and operating efficiency gains. Earnings in fresh poultry declined slightly as industry processor margins receded from record levels in the fourth quarter of 2015.

Earnings in the Agribusiness Group declined slightly due to lower hog prices, which was not fully offset by the Company's risk management program.

Selling, general and administrative expenses for the fourth quarter increased to \$89.4 million (10.8% of sales), from \$63.6 million (7.3% of sales) in the prior year. This increase largely reflects differences in variable compensation programs linked to Company performance. At Maple Leaf Foods, variable compensation programs are linked to financial results. In 2015, targets were not achieved and accordingly the variable compensation was reduced, while the targets were exceeded in 2016, resulting in an increase in variable compensation.

Adjusted Earnings per Share in the fourth quarter of 2016 was \$0.31 compared to \$0.25 in the prior year. Net earnings for the fourth quarter was \$76.2 million (\$0.57 per share) compared to \$33.3 million (\$0.24 per share) in the prior year.

#### **SEASONALITY**

The Company is sufficiently large and diversified that seasonal factors within each operation and business tend to offset each other; therefore, in isolation, they do not have a material impact on the Company's consolidated earnings. For example, in general, pork processing margins tend to be higher in the last half of the year when hog prices historically decline and, as a result, earnings from hog production operations tend to be lower. Strong demand for grilled meat products positively affects the fresh and prepared meats operations in the summer, while back-to-school promotions support increased sales of sliced meats and lunch items in the fall. Higher demand for turkey and ham products occurs in the spring and fourth quarter holiday seasons.

# **ENVIRONMENT**

Maple Leaf Foods is committed to maintaining high standards of environmental responsibility and positive relationships in the communities where it operates. It operates within the framework of an environmental policy entitled "Our Environmental Commitment" that is approved by the Board of Directors' Safety and Sustainability Committee ("Committee").

The Company's environmental program is monitored on a regular basis by the Committee, including compliance with regulatory requirements and the use of internal environmental specialists and independent, external environmental experts. The Company continues to invest in environmental infrastructure related to water, waste, and air emissions to ensure that

environmental standards continue to be met or exceeded, while implementing procedures to reduce the impact of operations on the environment. In the fourth quarter of 2016, the Company announced the closure of its Thamesford, Ontario turkey facility. All environmental assessments required to ensure that potential environmental matters are appropriately addressed during decommissioning activities will be completed.

Expenditures related to current environmental requirements are not expected to have a material effect on the financial position or earnings of the Company. However, there can be no assurance that certain events will not occur that will cause expenditures related to the environment to be significant and have a material adverse effect on the Company's financial condition or results of operations. Such events could include, but not be limited to, additional environmental regulation or the occurrence of an adverse event at one of the Company's locations. The Company currently has a provision of \$8.2 million related to expected environmental remediation costs, please refer to Note 12 of the Company's 2016 audited consolidated financial statements for additional information.

As a large food company there are health, environmental, and social issues that go beyond short-term profitability that Management believes must shape its business if the Company is to realize a sustainable future. Increasingly, moving beyond compliance to materially reducing the Company's environmental footprint is critical to addressing mounting environmental issues and realizing increased operating efficiencies and cost reductions. In 2015, the Company announced a goal to reduce its environmental footprint by 50% by 2025 in three key areas: climate change, water usage and waste reduction. Performance against the goal is communicated in the Company's annual Sustainability Report. The Company has completed energy, water and waste audits to benchmark its current footprint and has developed plans to deliver on its environmental goals.

#### **RISK FACTORS**

The Company operates in the food processing and agricultural businesses, and is therefore subject to risks and uncertainties related to this business that may have adverse effects on the Company's results of operations and financial condition. The following risk factors should be considered carefully. These risk factors, along with other risks and uncertainties not currently known to the Company, or that the Company currently considers immaterial, could materially and adversely affect the Company's future operating results and could cause actual events to differ materially from those described in forward-looking information, including any financial outlooks, relating to the Company.

# Risks Related to the Business of Maple Leaf Foods

#### Focus on Protein Business

In 2013 and 2014, the Company sold its non-protein operations including potato products, rendering services and bakery operations. The Company is now primarily a protein business and as a result it is possible that earnings volatility may increase and synergies and economies of scale will be lost. Each of these factors may have a material adverse effect on the Company's financial condition and results of operations.

# Risk of Returning or not Returning Capital to Shareholders

The Company has retained funds realized on the sales of its potato products, rendering services and bakery operations after the repayment of debt. In 2015 and 2016, the Company initiated normal course issuer bids for 8.65 million and 8.70 million of its common shares, respectively. At the end of 2016 a total of 10.8 million shares have been repurchased at an aggregate cost of \$255.0 million. There can be no assurance that the Company will continue share repurchases under the bid or return any further funds to shareholders. In addition, if funds are returned to shareholders, there can be no assurance as to the exact mechanism by which such funds will be returned to shareholders. Furthermore, a return of funds or a failure to return funds to shareholders may have a material adverse effect on the Company's share price.

### Value Creation Plan

The Plan announced in October 2010 was complex, lengthy, and transformational. Under the Plan, the Company constructed one large-scale manufacturing facility, closed eight plants and expanded three others. The Company also reconfigured its distribution systems into two large distribution centers. The Plan is substantially complete and although the Company has reached its projected level of profitability on an overall basis in 2016 work still remains to fully optimize the operations.

There can be no assurance that the Company will be successful in sustaining the full benefits of the Plan or achieving any further benefits.

As a result of these initiatives, the Company's operations are more concentrated in fewer facilities resulting in the risk that any unforeseen disruption in such facilities could have a greater effect on the operations of the Company as a whole.

#### Leverage and Availability of Capital

The ability of the Company to secure short-term and long-term financing on terms acceptable to the Company is critical to fund business growth and manage its liquidity. The ability to secure such additional capital on commercially favourable and acceptable terms will, in part be determined by sustaining the full financial objectives of the Plan. The failure or inability of the Company to secure short-term and long-term financing in the future on terms that are commercially reasonable and acceptable to the Company could have a significant impact on the Company's opportunity for growth. Even if the Company does successfully raise additional capital when needed, if it issues equity securities, investors will be diluted, and if it raises additional debt, it will be further leveraged and could be subject to restrictive covenants, such as restrictions on paying dividends or being required to pledge assets.

# Systems Conversion, Standardization and Common Systems

The Company regularly implements process improvement initiatives to simplify and harmonize its systems and processes to optimize performance and reduce the risk of errors in financial reporting. There cannot be any guarantee that any such changes will improve current processes or operating results or reduce the risk of errors in financial reporting. Any of these failures could have a material adverse impact on the Company's financial condition and results of operations.

#### Cyber Security

The Company relies on information technology systems in all areas of operations. These systems are subject to an increasing number of sophisticated cyber threats. The methods used to obtain unauthorized access, disable or degrade service or sabotage systems are constantly evolving. Should a cyber-attack be successful and a breach of sensitive information occur or its systems and services be disrupted, Maple Leaf Food's financial position, brand, and/or ability to achieve its strategic objectives may be negatively affected.

The Company maintains policies, processes, and procedures to address capabilities, performance, security, and availability including resiliency and disaster recovery for systems, infrastructure, and data. Security protocols, along with information technology security policies, address compliance with information technology security standards, including those relating to information belonging to the Company's customers, employees and suppliers. The Company actively monitors, manages, and continues to enhance its ability to mitigate cyber risk through its enterprise wide programs. There is no assurance that any of these measures will be successful however.

#### Food Safety and Consumer Health

The Company is subject to risks that affect the food industry in general, including risks posed by food spoilage, accidental contamination, product tampering, consumer product liability, and the potential costs and disruptions of a product recall. The Company's products are susceptible to contamination by disease-producing organisms, or pathogens, such as E. coli, salmonella and listeria. There is a risk that these pathogens could be present in the Company's products. The Company actively manages these risks by maintaining strict and rigorous controls and processes in its manufacturing facilities and distribution systems and by maintaining prudent levels of insurance. However, the Company cannot assure that such systems, even when working effectively, will eliminate the risks related to food safety. The Company could be required to recall certain of its products in the event of contamination or adverse test results or as precautionary measures, similar to other recalls initiated in the past. There is also a risk that not all of the product subject to the recall will be properly identified, or that the recall will not be successful or not be enacted in a timely manner. Any product contamination could subject the Company to product liability claims, adverse publicity and government scrutiny, investigation or intervention, resulting in increased costs and decreased sales. Many of these costs and losses are not covered by insurance. Any of these events could have a material adverse impact on the Company's financial condition and results of operations.

# Business Acquisitions, Divestitures, and Capital Expansion Projects

While the Company's focus has been integration of existing operations and supply chain optimization, the Company continues to review opportunities for strategic growth through acquisitions. Any acquisitions may involve large transactions or realignment of existing investments, and present financial, managerial and operational challenges, which, if not successfully overcome, may reduce the Company's profitability. These risks include: the diversion of Management's attention from existing core businesses; difficulties integrating or separating personnel, financial, and other systems; adverse effects on existing business relationships with suppliers and customers; inaccurate estimates of the rate of return on acquisitions or investments; inaccurate estimates of fair value made in the accounting for acquisitions and amortization of acquired intangible assets, which could reduce future reported earnings; potential loss of customers or key employees of acquired businesses; and indemnities and potential disputes with the buyers or sellers. Any of these items could materially adversely affect the Company's financial condition and results of operations.

The Company may, from time to time, determine that certain aspects of its operations are not required to be owned to support its core business operations and may seek to sell an operation if it believes it can realize sufficient value from its sale. Such a sale may divert Management's attention from existing core businesses during the sale process, create difficulties in separating personnel, financial, and other systems, and cause adverse effects on existing business relationships with suppliers and

customers. Any of these items could materially adversely affect the Company's financial condition and result in a reduction of earnings beyond the earnings of any operation to be sold.

### Pension Plan Assets and Liabilities

In the normal course of business, the Company provides post-retirement pension benefits to its employees under both defined contribution and defined benefit pension plan arrangements. The funded status of the plans significantly affects the net periodic benefit costs of the Company's pension plans and the ongoing funding requirements of those plans. Among other factors, changes in interest rates, mortality rates, early retirement rates, and the market value of plan assets can affect the level of plan funding required, increase the Company's future funding requirements, and cause volatility in the net periodic pension cost as well as the Company's financial results. Any increase in pension expense or funding requirements could have a material adverse impact on the Company's financial condition and results of operations.

# Hog and Pork Market Cyclicality and Supply

The Company's results of operations and financial condition are partially dependent upon the cost and supply of hogs as well as the selling prices for fresh meat products, both of which are influenced by constantly changing market forces of supply and demand over which the Company has little or no control. These prices, for the most part, are denominated in or related to U.S. dollars, which adds further variability due to fluctuations in exchange rates. The North American primary pork processing markets are highly competitive, with major and regional companies competing in each market. The market prices for pork products regularly experience periods of supply and demand imbalance and are sensitive to changes in industry processing capacity. Other factors that can influence the supply and market price of live hogs include: fluctuations in the size of herds maintained by North American hog suppliers; environmental and conservation regulations; economic conditions; the relative cost of feed for hogs; weather; livestock diseases; and changes to foreign jurisdiction restrictions on drugs, vitamin and feed additives used in hogs raised in Canada. There can be no assurance that all or part of any such increased costs experienced by the Company from time to time can be passed along to consumers of the Company's products directly or in a timely manner or that meat restricted from certain foreign markets can be sold at acceptable prices. The factors described above may also impact the supply of hogs available for processing at the Company's pork processing plants by negatively impacting the financial strength of the various independent farming operations upon which the Company relies to meet its requirements for hogs. Any of these could have a material adverse effect on the Company's financial condition and results of operations.

#### Livestock

The Company's operations and the demand for the Company's products can be significantly affected by outbreaks of disease among livestock, or attributed to livestock whether it occurs within the Company's production operations or in the operations of third parties.

The Company monitors herd health status and has strict bio-security procedures and employee training programs throughout its hog production system and ensures the animals receive veterinary medications as required. However, there is no guarantee these processes will not fail. In addition, not all livestock procured by the Company may be subject to these processes, as the majority of hog and poultry livestock processed by the Company is purchased from independent third parties. In addition to risks associated with maintaining the health of the Company's livestock, any outbreak of disease elsewhere in the world could reduce consumer confidence in the meat products affected by the particular disease and generate adverse publicity. Accordingly, there can be no assurance that an outbreak of animal disease in Canada or elsewhere will not have a material adverse effect on the Company's financial condition and results of operations.

The Company is increasing its sales of raised without antibiotic meat products and in turn expanding the portion of its hog supply raised without antibiotics. Animals raised without antibiotics have a higher cost of production and command higher prices. If the Company fails to find markets or buyers willing to pay the premium price for all the raised without antibiotic meat produced, a portion of the higher cost meat will be sold through lower price conventional channels.

The Company has developed a comprehensive internal contingency plan for dealing with animal disease occurrences and/or a more broad-based pandemic. It has taken steps to support the Canadian government in enhancing both the country's prevention measures and preparedness plans. There can be no assurance, however, that these prevention measures or plans will be successful in minimizing or containing the impact of an outbreak of animal disease and that such outbreak will not have a material adverse effect on the Company's financial condition and results of operations. Furthermore, the Company's supply of raised without antibiotic meats may be at a greater risk supply disruption in the event of an animal disease outbreak.

# Foreign Currencies

A portion of the Company's revenues and costs are either denominated in or directly linked to other currencies (primarily U.S. dollars and Japanese yen). In periods when the Canadian dollar has appreciated both rapidly and materially against these foreign currencies, revenues linked to U.S. dollars or Japanese yen are immediately reduced, while the Company's ability to change prices or realize natural hedges may lag the immediate currency change. The effect of such sudden changes in exchange rates can have a significant immediate impact on the Company's earnings. Due to the diversity of the Company's operations, normal fluctuations in other currencies do not generally have a material impact on the Company's profitability in the

short term due to either natural hedges and offsetting currency exposures (for example, when revenues and costs are both linked to other currencies) or the ability in the near term to change prices of its products to offset adverse currency movements. However, as the Company competes in international markets, and faces competition in its domestic markets from U.S. competitors, significant changes in the Canadian to U.S. dollar exchange rate can have, and have had, significant effects on the Company's relative competitiveness in its domestic and international markets, which can have, and have had, significant effects on the Company's financial condition and results of operations.

# Commodities

The Company is a purchaser of, and its business is dependent on, certain commodities in the course of normal operations, such as feed grains, livestock, and energy, such as oil-based fuel, natural gas, and electricity. Commodity prices are subject to fluctuation and such fluctuations are sometimes severe. The Company may use commodity futures and options for hedging purposes to reduce the effect of changing prices in the short term, but such hedges may not be successful in mitigating this commodity price risk and may, in some circumstances, subject the Company to loss. On a longer-term basis, the Company attempts to manage the risk of increases in commodities and other input costs by increasing the prices it charges to its customers; however, no assurance can be given that customers will continue to purchase the Company's products if prices rise. Any fluctuations in commodity prices that the Company is unable to properly hedge or mitigate could have a material adverse effect on the Company's financial condition and results of operations.

#### Supply Management

Under Canada's system of supply management, the Company's poultry operations are required to source substantially all live poultry for processing from Canadian farms which are collectively subject to restrictions on production under a quota system. Furthermore, the price at which the live poultry is available is also controlled. The supply management system may limit the availability of live poultry for processing impeding the Company's growth in the market or could create a circumstance where excesses impact the price of poultry meat without a corresponding adjustment to the controlled live poultry price. Furthermore, any dismantling of the supply management system could have negative effect on individual producers and disrupt the availability of live poultry in Canada. In that event, the Company may not be able to find alternative source of live supply which could have a material adverse effect on the Company's financial condition and results of operations.

#### Reliance on Other Manufacturers

The company relies on contract manufacturers for production of some of it products for reasons such as, seasonal peak demand, unavailability of specialized equipment, or efficiency in the case of low volume product lines. Acceptable contract manufacturers may not always be available which could result in higher production costs, additional capital requirements or lost sales. While the Company maintains a strict quality and food safety protocol and monitoring regime, any deficiencies could result in product liability, recalls or other consequence that could negatively impact the Company's reputation and could have a material adverse effect on the Company's financial condition and results of operations.

#### International Trade

The Company exports significant amounts of its products to customers outside of Canada and certain of its inputs are affected by global commodity prices. The Company's international operations are subject to inherent risks, including: change in the free flow of food products between countries; fluctuations in currency values; discriminatory fiscal policies; unexpected changes in local regulations and laws; and the uncertainty of enforcement of remedies in foreign jurisdictions. In addition, foreign jurisdictions could impose tariffs, quotas, trade barriers, and other similar restrictions on the Company's international sales, as well as subsidize competing agricultural products. All of these risks could result in increased costs or decreased revenues, either of which could have a material adverse effect on the Company's financial condition and results of operations.

#### Regulation

The Company's operations are subject to extensive regulation by government agencies in the countries in which it operates, including: the Canadian Food Inspection Agency; the Ministry of Agriculture in Canada; provincial Ministries of the Environment in Canada; and the United States Department of Agriculture. These agencies regulate the processing, packaging, storage, distribution, advertising, and labeling of the Company's products, including food safety standards. The Company's manufacturing facilities and products are subject to inspection by federal, provincial, and local authorities. The Company strives to maintain compliance with all laws and regulations and maintains all permits and licenses relating to its operations. Nevertheless, there can be no assurance that the Company is in compliance with such laws and regulations, has all necessary permits and licenses, and will be able to comply with such laws and regulations, permits and licenses in the future. Failure by the Company to comply with applicable laws and regulations and permits and licenses could subject the Company to civil remedies, including fines, injunctions, recalls or seizures, as well as potential criminal sanctions, which could have a material adverse effect on the Company's financial condition and results of operations. Various governments throughout the world are considering regulatory proposals relating to genetically modified organisms, drug residues in food ingredients, food safety, and market and environmental regulation that, if adopted, may increase the Company's costs. There can be no assurance that additional regulation will not be enacted. In fact, new regulations and standards were enacted to address the risks associated with certain pathogens in response to the Company's August 2008 recall of ready-to-eat meat products. If any of these or other

proposals or regulations are enacted, the Company could experience a disruption in the supply or distribution of its products, increased operating costs, and significant additional cost for capital improvements. The Company may be unable to pass on the cost increases associated with such increased regulatory burden to its customers without incurring volume loss as a result of higher prices. Any of these events could have a material adverse effect on the Company's financial condition and results of operations.

#### Legal Matters

In the normal course of its operations, the Company becomes involved in various legal actions, either as plaintiff or defendant, relating to its commercial relationships, employment matters, product liabilities, in addition to other things. The Company generally believes that the resolution of these claims will not have a material effect on the Company based, in part, on the availability of insurance. However, the final outcome with respect to actions outstanding, pending or with respect to future claims cannot be predicted with certainty. Furthermore, even if any action is settled within insurance limits, this can result in increases to the Company's insurance premiums. Therefore there can be no assurance that their resolution will not have a material adverse effect on the Company's financial condition or results of operations.

#### Consumer Trends

Success of the Company depends in part on the Company's ability to respond to market trends and produce innovative products that anticipate and respond to the changing tastes and dietary habits of consumers. From time to time certain products are deemed more or less healthy and this can impact consumer buying patterns. The Company's failure to anticipate, identify, or react to these changes or to innovate could result in declining demand and prices for the Company's products, which in turn could have a material adverse effect on the Company's financial condition and results of operations.

#### Environmental Regulation

The Company's operations are subject to extensive environmental laws and regulations pertaining to the discharge of materials into the environment and the handling and disposition of wastes (including solid and hazardous wastes) or otherwise relating to protection of the environment. Failure to comply could have serious consequences, such as criminal as well as civil penalties, liability for damages, and negative publicity for the Company. No assurances can be given that additional environmental issues relating to presently known matters or identified sites or to other matters or sites will not require additional expenditures, or that requirements applicable to the Company will not be altered in ways that will require the Company to incur significant additional costs. In addition, certain facilities of the Company have been in operation for many years and, over time, the Company and other prior operators of such facilities may have generated and disposed of waste which is or may be considered to be hazardous. Future discovery of previously unknown contamination of property underlying or in the vicinity of the Company's present or former properties or manufacturing facilities and/or waste disposal sites could require the Company to incur material unforeseen expenses. Occurrences of any such events could have a material adverse effect on the Company's financial condition and results of operations.

#### Consolidating Customer Environment

As the retail grocery and foodservice trades continue to consolidate and customers grow larger and more sophisticated, the Company is required to adjust to changes in purchasing practices and changing customer requirements. Failure to do so could result in losing sales volumes and market share. The Company's net sales and profitability could also be affected by deterioration in the financial condition of, or other adverse developments in, the relationship with one or more of its major customers. Any of these events could have a material adverse effect on the Company's financial condition and results of operations.

# Competitive Industry Environment

The food industry is intensely competitive. In many product categories in which the Company operates there are low barriers to entry. Competition is based on product availability, product quality, price, effective promotions, and the ability to target changing consumer preferences. The Company experiences price pressure from time to time as a result of competitors' promotional efforts and in product categories and markets characterized by low capacity utilization. Increased competition could result in reduced sales, margins, profits, and market share, all of which could have a material adverse effect on the Company's financial condition and results of operations.

# **Employment Matters**

The Company and its subsidiaries have approximately 11,000 full-time and part-time employees, which include salaried and union employees, many of whom are covered by collective agreements. These employees are located in various jurisdictions, each such jurisdiction having differing employment laws. While the Company maintains systems and procedures to comply with the applicable requirements, there is a risk that failures or lapses by individual managers could result in a violation or cause of action that could have a material adverse effect on the Company's financial condition and results of operations. Furthermore, if a collective agreement covering a significant number of employees or involving certain key employees were to expire or otherwise cease to have effect leading to a work stoppage, there can be no assurance that such work stoppage would not have a material adverse effect on the Company's financial condition and results of operations. The Company's

success is also dependent on its ability to recruit and retain qualified personnel. The loss of one or more key personnel could have a material adverse effect on the Company's financial condition and results of operations.

# **Product Pricing**

The Company's profitability is dependent, in large part, on the Company's ability to make pricing decisions regarding its products that, on one hand encourage consumers to buy, yet on the other hand recoup development and other costs associated with those products. Products that are priced too high will not sell and products priced too low will not generate an adequate return. Accordingly, any failure by the Company to properly price its products could have a material adverse effect on the Company's financial condition and results of operations.

# Supply Chain Management

Successful management of the Company's supply chain is critical to the Company's success. Insufficient supply of products threatens the Company's ability to meet customer demands while over capacity threatens the Company's ability to generate competitive profit margins. Accordingly, any failure by the Company to properly manage the Company's supply chain could have a material adverse effect on the Company's financial condition and results of operations.

### Strategic Risk Management

Successful identification and management of the strategic risks facing the Company from time to time is critical to the Company's success. Among other things, these risks include changes in technology, the food industry, customers, consumers, and competitors. Failure to properly adapt to changes in strategic risks could have a material adverse effect on the Company's financial condition and results of operations.

#### CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of consolidated financial statements in accordance with IFRS requires Management to make judgements, estimates, and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income, and expenses. Actual amounts may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Judgements included in the consolidated financial statements are decisions made by Management, based on analysis of relevant information available at the time the decision is made. Judgements relate to the application of accounting policies and decisions related to the measurement, recognition, and disclosure of financial amounts.

Information about significant areas of estimation uncertainty and critical judgements in applying accounting policies, that have the most significant effects on the amounts recognized in the consolidated financial statements, are included both below and in the financial statement notes relating to items subject to significant estimate uncertainty and critical judgements.

# Long-Lived Assets Valuation

The Company performs impairment testing annually for goodwill and indefinite life intangible assets and, when circumstances indicate that there may be impairment, for other long-lived assets. Management judgement is involved in determining if there are circumstances indicating that testing for impairment is required, and in identifying Cash Generating Units ("CGUs") for the purpose of impairment testing.

The Company assesses impairment by comparing the recoverable amount of a long-lived asset, CGU, or CGU group to its carrying value. The recoverable amount is defined as the higher of: (i) value in use; or (ii) fair value less cost to sell.

The determination of the recoverable amount involves significant estimates and assumptions, including those with respect to future cash inflows and outflows, discount rates, and asset lives. These estimates and assumptions could affect the Company's future results if the current estimates of future performance and fair values change. These determinations will affect the amount of amortization expense on definite life intangible assets recognized in future periods.

#### Measurement of Fair Values

A number of the Company's accounting policies and disclosures require the measurement of fair values, for both financial and non-financial assets and liabilities. When the measurement of fair values cannot be determined based on quoted prices in active markets, fair value is measured using valuation techniques and models. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgement is required in establishing fair values. Changes in assumptions about the inputs to these models could affect the reported fair value of the Company's financial and non-financial assets and liabilities.

When measuring fair value of an asset or liability, the Company uses market observable data to the extent that it is possible. To the extent that these estimates differ from those realized, the measured asset or liability, net earnings, and/or comprehensive income will be affected in future periods.

Information about the valuation techniques and inputs used in determining the fair value of various assets and liabilities are disclosed in Notes 7, 9, 10, 11, and 17 of the Company's 2016 audited consolidated financial statements.

#### Nature of Interests in Other Entities

Management applies significant judgement in assessing the nature of its interest in unconsolidated structured entities relating to its accounts receivable securitization facilities. The Company does not hold any equity interest in the structured entities and based on the terms of the agreements under which the entities are established, the Company does not receive the returns related to their operations and is exposed to limited recourse with respect to losses (refer to Note 23 of the Company's 2016 audited consolidated financial statements).

# Valuation of Inventory

Management makes estimates of the future customer demand for products when establishing appropriate provisions for inventory. In making these estimates, Management considers the product life of inventory and the profitability of recent sales of inventory. In many cases, product produced by the Company turns quickly and inventory on-hand values are low, thus reducing the risk of inventory obsolescence. However, code or "best before" dates are very important in the determination of net realizable value of inventory. Management ensures that systems are in place to highlight and properly value inventory that may be approaching code dates. To the extent that actual losses on inventory differ from those estimated, inventory, net earnings, and comprehensive income will be affected in future periods.

### Biological Assets

Biological assets are measured at each reporting date, at fair value less costs to sell, except when fair value cannot be reliably measured. If fair value cannot be reliably measured, biological assets are measured at cost less depreciation and impairment losses. Although a reliable measure of fair value may not be available at the point of initial recognition, it may subsequently become available. In such circumstances, biological assets are measured at fair value less costs to sell from the point at which the reliable measure of fair value becomes available. Gains and losses that arise on measuring biological assets at fair value less costs to sell are recognized in the statement of net earnings in the period in which they arise. Costs to sell include all costs that would be necessary to sell the biological assets, including costs necessary to get the biological assets to market. Management uses estimates for some of the inputs into the determination of fair value. To the extent that actual values differ from estimates, biological assets, net earnings and comprehensive income will be affected in future periods.

#### Trade Merchandise Allowances and Other Trade Discounts

The Company provides for estimated payments to customers based on various trade programs and contracts that often include payments that are contingent upon attainment of specified sales volumes. Significant estimates used to determine these liabilities include: (i) the projected level of sales volume for the relevant period and (ii) customer contracted rates for allowances, discounts, and rebates. These arrangements are complex and there are a significant number of customers and products affected. Management has systems and processes in place to estimate and value these obligations. To the extent that payments on trade discounts differ from estimates of the related liability, accounts payable and accruals, net earnings, and comprehensive income will be affected in future periods.

## Employee Benefit Plans

The cost of pensions and other post-retirement benefits earned by employees is actuarially determined using the projected unit credit method prorated on service, and Management's best estimate of salary escalation and mortality rates. Discount rates used in actuarial calculations are based on long-term interest rates and can have a material effect on the amount of plan liabilities and expenses. Management employs external experts to advise the Company when deciding upon the appropriate estimates to use to value employee benefit plan obligations and expenses. To the extent that these estimates differ from those realized, employee benefit plan assets and liabilities and comprehensive income will be affected in future periods.

Significant actuarial assumptions adopted in measuring the Company's accrued benefit obligations are as follows:

	2016	2015
Weighted average discount rate	3.70%	3.75%
Rate of salary increase	3.00%	3.50%
Medical cost trend rates	5.00%	5.00%

Information about the sensitivity of the plan obligations to changes in assumptions is presented below:

3.70%

3.00%

110% of 2014 Private

Pensioners' Mortality

generationally using Scale CPM-B

Sector Canadian

Table, projected

	•	,	•
	Other post-		
	Total	retirement	
Sensitivity	pensions	benefits	Total
0.25% decrease	\$ 32,514	\$ 1,357	\$ 33,871
0.25% increase	\$ (31,551)	\$ (1,324)	\$ (32,875)
0.50% increase	\$ 3,051	N/A	\$ 3,051

30,282

Increase (decrease) in defined benefit obligation

1,836

32,118

# Income Taxes

Mortality

(\$ thousands)

**Actuarial Assumption** 

Period end discount rate

Rate of salary increase

Provisions for income taxes are based on domestic and international statutory income tax rates and the amount of income earned in the jurisdictions in which the Company operates. Significant judgement is required in determining income tax provisions and the recoverability of deferred tax assets. The calculation of current and deferred income tax balances requires Management to make estimates regarding the carrying values of assets and liabilities that include estimates of future cash flows and earnings related to such assets and liabilities, the interpretation of income tax legislation in the jurisdictions in which the Company operates, and the timing of reversal of temporary differences. The Company establishes additional provisions for income taxes when, despite Management's opinion that the Company's tax positions are fully supportable, there is sufficient complexity or uncertainty in the application of legislation that certain tax positions may be reassessed by tax authorities. The Company adjusts these additional accruals in light of changing facts and circumstances. To the extent that these adjustments differ from original estimates, deferred tax assets and liabilities, net earnings, and comprehensive income will be affected in future periods.

Increase of 1 year

in expected

participants

lifetime of plan

# **Provisions**

The Company evaluates all provisions at each reporting date. These provisions can be significant and are prepared using estimates of the costs of future activities. In certain instances, Management may determine that these provisions are no longer required or that certain provisions are insufficient as new events occur or as additional information is obtained. Provisions are separately identified and disclosed in the Company's consolidated financial statements. Changes to these estimates may affect the value of provisions, net earnings, and comprehensive income in future periods.

### Share-Based Compensation

The Company uses estimates including, but not limited to, estimates of forfeitures, share price volatility, dividends, expected life of the award, risk-free interest rates, and Company performance in the calculation of the liability and expenses for certain share-based incentive plans. These estimates are based on previous experience and may change throughout the life of an incentive plan. Such changes could impact the carrying value of contributed surplus, liabilities, net earnings, and comprehensive income in future periods.

Some of the Company's share-based payment plans may be settled in either cash or equity instruments at the option of the Company. Management uses judgement in determining the appropriate accounting treatment for these plans, based on expectations and historical settlement decisions. Changes to accounting treatment based on Management's judgement may impact contributed surplus, liabilities, net earnings, and comprehensive income in future periods.

# Depreciation and Amortization

The Company's property and equipment and definite life intangible assets are depreciated and amortized on a straight-line basis, taking into account the estimated useful lives of the assets and residual values. Changes to these estimates may affect the carrying value of these assets, inventories, net earnings, and comprehensive income in future periods.

#### SIGNIFICANT ACCOUNTING POLICIES

# **Accounting Standards Adopted During the Period**

During the year ended December 31, 2016, the Company adopted certain standards and amendments. As required by IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors, the nature and the effect of these changes are disclosed below:

### Annual Improvements to IFRS (2012-2014) Cycle

Beginning on January 1, 2016, the Company adopted various amendments to a total of four standards including the consistent classification of assets which are reclassified from held for sale to held for distribution in IFRS 5 Non-current Assets Held for Sale and Discontinued Operations, and clarification of interim financial statement disclosure requirements regarding offsetting financial assets and liabilities, and clarification of whether a servicing contract constitutes continuing involvement for the purposes of disclosures of transferred financial assets that are derecognized under IFRS 7 Financial Instruments: Disclosures. The amendments that were adopted also included clarification that the currency of the bonds used to estimate the discount rate for pension obligations must be the same as the currency in which the benefits will be paid under IAS 19 Employee Benefits, and additional requirements under IAS 34 Interim Financial Reporting that cross-referenced information from the interim financial statements must be available at the same time and on the same terms as the interim financial statements. The adoption of these amendments did not have a material impact on the consolidated financial statements.

### Joint Arrangements

Beginning on January 1, 2016, the Company adopted the amendments to IFRS 11 Joint Arrangements which require an acquisition of a joint operation that constitutes a business be accounted for using the principles of business combinations in IFRS 3 Business Combinations. This amendment applies to both initial and additional interest acquired in the joint operation. The adoption of the amendments to IFRS 11 did not have a material impact on the consolidated financial statements.

#### Income Taxes

On November 8, 2016, the IFRS Interpretations Committee provided clarification on the tax rate an entity should apply to its deferred tax assets and liabilities related to intangible assets with indefinite lives. The tax rate applied should be consistent with how an entity is expected to recover the carrying amount in the form of future economic benefits. As a result of this clarification, the Company has changed the effective tax rate applied on deferred tax liabilities on indefinite life intangible assets. This change has been retrospectively applied reducing deferred tax assets and retained earnings as at January 1, 2015 by \$11.8 million. There was no impact to net income or comprehensive income (loss) for the years ended December 31, 2016 and 2015 as there were no movements in the temporary differences or changes in relevant statutory income tax rates during these periods. There was no material effect on the consolidated balance sheet as at January 1, 2015.

# **Accounting Pronouncements Issued But Not Yet Effective**

#### Statement of Cash Flows

As part of their disclosure initiative, the IASB has issued amendments to IAS 7 Statement of Cash Flows requiring a reconciliation of liabilities arising from financing activities to enable users of the financial statements to evaluate both cash flow and non-cash changes in the net debt of a Company. The Company intends to adopt the amendments to IAS 7 prospectively in its consolidated financial statements for the annual period beginning January 1, 2017. The extent of the impact of adoption of the amendments is not expected to have a material impact on the consolidated financial statements.

# Income Taxes

In January 2016, the IASB has issued amendments to IAS 12 Income Taxes to provide clarification on the requirements relating to the recognition of deferred tax assets for unrealized losses on debt instruments measured at fair value. The Company intends to adopt the amendments to IAS 12 in its consolidated financial statements for the annual period beginning January 1, 2017. The adoption of the amendments to IAS 12 is not expected to have a material impact on the consolidated financial statements.

# Revenue Recognition

In May 2014, the IASB issued IFRS 15 Revenue from Contracts with Customers. IFRS 15 replaces the detailed guidance on revenue recognition requirements that currently exists under IFRS. IFRS 15 specifies the accounting treatment for all revenue arising from contracts with customers, unless the contracts are within the scope of other IFRSs. The standard also provides a model for the measurement and recognition of gains and losses on the sale of certain non-financial assets that are not an output of the Company's ordinary activities. Additional disclosure is required under the standard including disaggregation of total revenue, information about performance obligations, changes in contract asset and liability account balances between periods, and key judgments and estimates. In July 2015, the effective date for IFRS 15 was deferred to apply to annual periods beginning on or after January 1, 2018; early application is permitted either following a full retrospective approach or a modified retrospective approach. The modified retrospective approach allows the standard to be applied to existing contracts beginning the initial period of adoption and restatements to the comparative periods are not required. The Company is

required to disclose the impact by financial line item as a result of the adoption of the new standard. The Company intends to adopt IFRS 15 in its consolidated financial statements for the annual period beginning January 1, 2018. The extent of the impact of adoption of IFRS 15 has not yet been determined.

#### Financial Instruments - Recognition and Measurement

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments with a mandatory effective date of January 1, 2018. The new standard brings together the classification and measurement, impairment, and hedge accounting phases of the IASB's project to replace IAS 39 Financial Instruments: Recognition and Measurement. In addition to the new requirements for classification and measurement of financial assets, a new general hedge accounting model and other amendments issued in previous versions of IFRS 9, the standard also introduces new impairment requirements that are based on a forward-looking expected credit loss model. The Company intends to adopt IFRS 9 in its consolidated financial statements for the annual period beginning January 1, 2018. The extent of the impact of the adoption of IFRS 9 has not yet been determined.

The disclosure requirements in IFRS 7 Financial Instruments - Disclosure have also been amended to include the additional disclosure required under IFRS 9. The Company intends to adopt these amendments to IFRS 7 at the same time as adoption of IFRS 9. The extent of the impact of the adoption of the amendments to IFRS 7 has not yet been determined.

#### Leases

In January 2016, the IASB issued IFRS 16 Leases with a mandatory effective date of January 1, 2019. The new standard will replace IAS 17 Leases and will carry forward the accounting requirements for lessors. IFRS 16 provides a new framework for lessee accounting that requires substantially all assets obtained through operating leases to be capitalized and a related liability to be recorded. The new standard seeks to provide a more accurate picture of a Company's leased assets and related liabilities and create greater comparability between companies who lease assets and those who purchase assets. The Company intends to adopt IFRS 16 in its consolidated financial statements for the annual period beginning January 1, 2019. The extent of the impact of the adoption of IFRS 16 has not yet been determined.

# Share-Based Payments

In June 2016, the IASB issued amendments to IFRS 2 Share-Based Payment with a mandatory effective date of January 1, 2018. The amendments provide clarification on how to account for certain types of share-based payment transactions. The Company intends to adopt the amendments to IFRS 2 in its consolidated financial statements for the annual period beginning January 1, 2018. The extent of the impact of the adoption of the amendments has not yet been determined.

#### Disclosure of Interests in Other Entities

In December 2016, the IASB issued amendments to IFRS 12 Disclosure of interests in other entities to provide clarification that the required disclosures under IFRS 12 also applies to subsidiaries, joint ventures and associates that are classified as held for sale or discontinued operations under IFRS 5 with the exception that the disclosures for summarized financial information do not apply to subsidiaries, joint ventures and associates classified as held for sale or discontinued operations. The amendments are effective retrospectively for the annual period beginning January 1, 2017. The adoption of the amendments to IFRS 12 is not expected to have a material impact on the consolidated financial statements.

# Foreign Currency Transactions and Advance Considerations

In December 2016, the IASB issued IFRIC 22 Foreign Currency Transactions and Advance Consideration with a mandatory effective date of January 1, 2018. When a foreign currency transaction where consideration is received or paid in advance of the recognition of the related asset, expense, or income, the exchange rate used should be based on the exchange rate as at the date when the pre-payment asset or deferred liability is recognized. IFRIC 22 can be applied on a full retrospective basis, retrospective from the comparative year or prospectively from January 1, 2018. The extent of the impact of the adoption of the standard has not yet been determined.

#### DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

Management, under the direction and supervision of the Company's Chief Executive Officer and Chief Financial Officer, is responsible for establishing and maintaining disclosure controls and procedures. These controls and procedures are designed to provide reasonable assurance that material information relating to the Company, including its consolidated subsidiaries, is accumulated and communicated to Management in a timely manner so that information required to be disclosed by the Company under securities legislation is recorded, processed, summarized and reported within the time periods specified in applicable securities legislation. Management, under the direction and supervision of the Company's Chief Executive Officer and Chief Financial Officer, is also responsible for establishing and maintaining 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 IFRS.

As required by National Instrument 52-109 - Certification of Disclosure in Issuers' Annual and Interim Filings, the Company's Chief Executive Officer and Chief Financial Officer have evaluated, or caused to be evaluated under their supervision, the

effectiveness of the Company's internal control over financial reporting and disclosure controls and procedures as at December 31, 2016, and have concluded that such controls and procedures are effective.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

There have been no changes in the Company's internal control over financial reporting that occurred during the period beginning on January 1, 2016, and ended on December 31, 2016, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

# **NON-IFRS FINANCIAL MEASURES**

The Company uses the following non-IFRS measures: Adjusted Operating Earnings, Adjusted Earnings per Share, Adjusted EBITDA, Net Cash, Free Cash Flow and Return on Net Assets. Management believes that these non-IFRS measures provide useful information to investors in measuring the financial performance of the Company for the reasons outlined below. These measures do not have a standardized meaning prescribed by IFRS and therefore they may not be comparable to similarly titled measures presented by other publicly traded companies and should not be construed as an alternative to other financial measures determined in accordance with IFRS.

# **Adjusted Operating Earnings**

Adjusted Operating Earnings, a non-IFRS measure, is used by Management to evaluate financial operating results. It is defined as earnings before income taxes adjusted for items that are not considered representative of ongoing operational activities of the business and items where the economic impact of the transactions will be reflected in earnings in future periods when the underlying asset is sold or transferred. The table below provides a reconciliation of net earnings as reported under IFRS in the audited consolidated statements of earnings to Adjusted Operating Earnings for the years ended, as indicated below. Management believes that this basis is the most appropriate on which to evaluate operating results, as they are representative of the ongoing operations of the Company.

	December 31, 2016							
(\$ thousands)	Meat Products Group	Agribusiness Group	Non-allocated costs	Consolidated				
Net earnings				\$ 181,702				
Income taxes				67,891				
Earnings before income taxes				\$ 249,593				
Interest expense and other financing costs				6,367				
Other (income) expense	7,008	(894)	(2,518)	3,596				
Restructuring and other related costs	4,761	_	1,809	6,570				
Earnings (loss) from operations	\$ 263,605	\$ (24,323)	\$ 26,844	\$ 266,126				
Decrease (increase) in fair value of biological assets <sup>(i)</sup>	_	_	(6,263)	(6,263)				
Unrealized (gain) loss on futures contracts <sup>(ii)</sup>	_	_	(20,581)	(20,581)				
Adjusted Operating Earnings	\$ 263,605	\$ (24,323)	\$ —	\$ 239,282				

Refer to Note 7 of the Company's 2016 audited consolidated financial statements for further details regarding biological assets.

<sup>(</sup>ii) Unrealized gains/losses on futures contracts are reported within cost of goods sold in the Company's 2016 audited consolidated financial statements.

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	December 31, 2015								
	Meat			_					
	Products	Agribusiness	Non-allocated						
(\$ thousands)	Group	Group	costs	Consolidated					
Net earnings				\$ 41,580					
Income taxes				11,071					
Earnings before income taxes				\$ 52,651					
Interest expense and other financing costs				4,711					
Other (income) expense	(884)	(275)	3,058	1,899					
Restructuring and other related costs	15,321	_	18,504	33,825					
Earnings (loss) from operations	\$ 108,440	\$ 1,360	\$ (16,714)	\$ 93,086					
Decrease (increase) in fair value of biological assets (i)	_	_	12,778	12,778					
Unrealized (gain) loss on futures contracts <sup>(ii)</sup>	_	_	3,936	3,936					
Adjusted Operating Earnings	\$ 108,440	\$ 1,360	\$ —	\$ 109,800					

Refer to Note 7 of the Company's 2016 audited consolidated financial statements for further details regarding biological assets.

# Adjusted Earnings per Share

Adjusted Earnings per Share, a non-IFRS measure, is used by Management to evaluate financial operating results. It is defined as basic earnings per share and is adjusted on the same basis as Adjusted Operating Earnings. The table below provides a reconciliation of basic earnings per share as reported under IFRS in the audited consolidated statements of earnings to Adjusted Earnings per Share for the years ended, as indicated below. Management believes this basis is the most appropriate on which to evaluate financial results as they are representative of the ongoing operations of the Company.

	Decem	ber 31,
(\$ per share)	2016	2015
Basic earnings per share	\$ 1.35	\$ 0.30
Restructuring and other related costs <sup>(i)</sup>	0.04	0.18
Items included in other income not considered representative of ongoing operations (ii)	(0.02)	0.02
Change in the fair value of unrealized (gain) loss on futures contracts(iii)	(0.11)	0.02
Change in the fair value of biological assets <sup>(iii)</sup>	(0.03)	0.07
Adjusted Earnings per Share <sup>(iv)</sup>	\$ 1.23	\$ 0.58

<sup>(</sup>i) Includes per share impact of restructuring and other related costs, net of tax.

<sup>&</sup>lt;sup>(ii)</sup> Unrealized gains/losses on futures contracts are reported within cost of goods sold in the Company's 2016 audited consolidated financial statements.

<sup>(</sup>ii) Primarily includes a depreciation charge on assets servicing divested businesses, interest income and gains/losses associated with investment properties and assets held for sale, net of tax.

<sup>(</sup>iii) Includes per share impact of the change in unrealized (gain) loss on futures contracts and the change in fair value of biological assets, net of tax.

<sup>(</sup>iv) May not add due to rounding.

#### Adjusted Earnings Before Interest, Tax, Depreciation, and Amortization

Adjusted EBITDA is calculated as earnings before interest and income taxes plus depreciation and intangible asset amortization, adjusted for items that are not considered representative of ongoing operational activities of the business, and items where the economic impact of the transactions will be reflected in earnings in future periods when the underlying asset is sold or transferred. The following table provides a reconciliation of net earnings as reported under IFRS in the audited consolidated statements of earnings to Adjusted EBITDA for the years ended, as indicated below. Management believes Adjusted EBITDA is useful in assessing the performance of the Company's ongoing operations and its ability to generate cash flows to fund its cash requirements, including the Company's capital investment program.

	Decem	ber 31,		
(\$ thousands)	2016	2015		
Net earnings	\$ 181,702	\$ 41,580		
Income taxes	67,891	11,071		
Earnings before income taxes	\$ 249,593	\$ 52,651		
Interest expense and other financing costs	6,367	4,711		
Items included in other income not considered representative of on-going operations <sup>(i)</sup>	(2,518)	3,058		
Restructuring and other related costs	6,570	33,825		
Change in the fair value of biological assets and unrealized (gain) loss on futures contracts	(26,844)	16,714		
Depreciation and amortization	110,276	108,890		
Adjusted EBITDA	\$ 343,444	\$ 219,849		

Primarily includes a depreciation charge on assets servicing divested businesses, interest income and gains/losses associated with investment properties and assets held for sale.

#### **Net Cash**

The following table reconciles Net Cash to amounts reported under IFRS in the Company's audited consolidated balance sheets for the years ended, as indicated below. The Company calculates Net Cash as cash and cash equivalents, less long-term debt and bank indebtedness. Management believes this measure is useful in assessing the amount of financial leverage employed.

	Decemi	ber 31,	
\$ thousands)	2016	2015	
Current portion of long-term debt	(794)	(813)	
Long-term debt	(9,119)	(9,843)	
Total debt	\$ (9,913)	\$ (10,656)	
Cash and cash equivalents	403,621	292,269	
Net Cash	\$ 393,708	\$ 281,613	

# Free Cash Flow

Free Cash Flow, a non-IFRS measure, is used by Management to evaluate cash flow after investing in the maintenance or expansion of the Company's asset base. It is defined as cash provided by operations, less additions to long-term assets. The following table calculates Free Cash Flow for the periods indicated below.

(\$ thousands)	December 31,	
(Unaudited)	2016	2015
Cash provided by operating activities	<b>\$ 357,157</b> \$ 159	,407
Additions to long-term assets	<b>(113,194)</b> (147	,699)
Free Cash Flow	<b>\$ 243,963</b> \$ 11	,708

#### **Return on Net Assets**

RONA is calculated by dividing tax effected earnings from operations (adjusted for items which are not considered representative of the underlying operations of the business) by average monthly net assets. Net assets are defined as total

assets (excluding cash and deferred tax assets) less non-interest bearing liabilities (excluding deferred tax liabilities). Management believes that RONA is an appropriate basis upon which to evaluate long-term financial performance.

#### FORWARD-LOOKING STATEMENTS

This document contains, and the Company's oral and written public communications often contain, "forward-looking information" within the meaning of applicable securities law. These statements are based on current expectations, estimates, forecasts, and projections about the industries in which the Company operates, as well as beliefs and assumptions made by Management of the Company. Such statements include, but are not limited to, statements with respect to objectives and goals, in addition to statements with respect to beliefs, plans, objectives, expectations, anticipations, estimates, and intentions. Specific forward-looking information in this document includes, but is not limited to, statements with respect to: the increases in operating efficiencies and cost reductions; expectations regarding the use of derivatives, futures and options; expectations regarding improving efficiencies; the expected use of cash balances; source of funds for ongoing business requirements; capital investments and expectations regarding capital expenditures; expectations regarding the implementation of environmental sustainability initiatives; expectations regarding the adoption of new accounting standards and the impact of such adoption on financial position; expectations regarding pension plan performance and future pension plan liabilities and contributions; expectations regarding levels of credit risk; and expectations regarding outcomes of legal actions. Words such as "expect", "anticipate", "intend", "may", "will", "plan", "believe", "seek", "estimate", and variations of such words and similar expressions are intended to identify such forward-looking information. These statements are not guarantees of future performance and involve assumptions, risks, and uncertainties that are difficult to predict.

In addition, these statements and expectations concerning the performance of the Company's business in general are based on a number of factors and assumptions including, but not limited to: the condition of the Canadian, U.S., and Japanese economies; the rate of exchange of the Canadian dollar to the U.S. dollar, and the Japanese yen; the availability and prices of raw materials, energy and supplies; product pricing; the availability of insurance; the competitive environment and related market conditions; improvement of operating efficiencies; continued access to capital; the cost of compliance with environmental and health standards; no adverse results from ongoing litigation; no unexpected actions of domestic and foreign governments; and the general assumption that none of the risks identified below or elsewhere in this document will materialize. All of these assumptions have been derived from information currently available to the Company, including information obtained by the Company from third-party sources. These assumptions may prove to be incorrect in whole or in part. In addition, actual results may differ materially from those expressed, implied, or forecasted in such forward-looking information, which reflect the Company's expectations only as of the date hereof.

Factors that could cause actual results or outcomes to differ materially from the results expressed, implied, or forecasted by forward-looking information include, among other things:

- · risks associated with the Company focusing solely on the protein business;
- · risks related to the Company's decisions regarding any potential return of capital to shareholders;
- risks associated with the Plan and concentration of production in fewer facilities;
- risks associated with the availability of capital;
- risks associated with changes in the Company's information systems and processes;
- · risks associated with cyber threats;
- risks posed by food contamination, consumer liability, and product recalls;
- risks associated with acquisitions, divestitures, and capital expansion projects;
- impact on pension expense and funding requirements of fluctuations in the market prices of fixed income and equity securities and changes in interest rates;
- cyclical nature of the cost and supply of hogs and the competitive nature of the pork market generally;
- · risks related to the health status of livestock;
- impact of a pandemic on the Company's operations;
- the Company's exposure to currency exchange risks;
- ability of the Company to hedge against the effect of commodity price changes through the use of commodity futures and options;
- impact of changes in the market value of the biological assets and hedging instruments;
- risks associated with the supply management system for poultry in Canada;
- risks associated with the use of contract manufacturers;

- impact of international events on commodity prices and the free flow of goods;
- risks posed by compliance with extensive government regulation;
- risks posed by litigation;
- impact of changes in consumer tastes and buying patterns;
- · impact of extensive environmental regulation and potential environmental liabilities;
- · risks associated with a consolidating retail environment;
- risks posed by competition;
- risks associated with complying with differing employment laws and practices, the potential for work stoppages due to non-renewal of collective agreements, and recruiting and retaining qualified personnel;
- risks associated with pricing the Company's products;
- · risks associated with managing the Company's supply chain; and
- risks associated with failing to identify and manage the strategic risks facing the Company.

The Company cautions the reader that the foregoing list of factors is not exhaustive. These factors are discussed in more detail under the heading "Risk Factors" presented previously in this document. The reader should review such section in detail. Some of the forward-looking information may be considered to be financial outlooks for purposes of applicable securities legislation including, but not limited to, statements concerning future capital expenditures. These financial outlooks are presented to evaluate anticipated future uses of cash flows, and may not be appropriate for other purposes and readers should not assume they will be achieved. The Company does not intend to, and the Company disclaims any obligation to, update any forward-looking information, whether written or oral, or whether as a result of new information, future events or otherwise, except as required by law. Additional information concerning the Company, including the Company's Annual Information Form, is available on SEDAR at www.sedar.com.

# **Consolidated Financial Statements**

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# Independent Auditors' Report

To the Shareholders of Maple Leaf Foods Inc.

We have audited the accompanying consolidated financial statements of Maple Leaf Foods Inc., which comprise the consolidated balance sheets as at December 31, 2016 and December 31, 2015, the consolidated statements of net earnings, other comprehensive income (loss), changes in total equity and cash flows for the years ended December 31, 2016 and December 31, 2015, and notes, comprising a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditors' Responsibility

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 comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

# Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Maple Leaf Foods Inc. as at December 31, 2016 and December 31, 2015, and its consolidated financial performance and its consolidated cash flows for the years ended December 31, 2016 and December 31, 2015 in accordance with International Financial Reporting Standards.

Chartered Professional Accountants, Licensed Public Accountants February 21, 2017

Toronto, Canada

KPMG LLP

# **Consolidated Balance Sheets**

(In thousands of Canadian dollars)	Notes	As at December 31, 2016	As at December 31,
		2010	2015 (Restated)
			(Note 3(v))
ASSETS			(
Current assets			
Cash and cash equivalents	4	\$ 403,621	\$ 292,269
Accounts receivable	5	127,749	57,958
Notes receivable	23	32,485	103,706
Inventories	6	261,719	257,671
Biological assets	7	111,445	103,877
Prepaid expenses and other assets	•	30,372	14,946
Assets held for sale		4,837	130
7 looks field for date		\$ 972,228	\$ 830,557
Property and equipment	8	1,085,275	1,082,360
Investment property	· ·	1,929	7,336
Employee benefits	9	10,311	66,519
Other long-term assets	Ū	6,557	10,791
Deferred tax asset	20	0,007	55,094
Goodwill	10	428,236	428,236
Intangible assets	11	128,085	138,155
Total assets		\$ 2,632,621	\$ 2,619,048
Current liabilities  Accounts payable and accruals		\$ 256,163	\$ 256,473
Provisions	12	11,889	32,531
Current portion of long-term debt	13	794	813
Income taxes payable	20	9,544	9,670
Other current liabilities	14	96,857	29,637
		\$ 375,247	\$ 329,124
Long-term debt	13	9,119	9,843
Employee benefits	9	108,730	203,241
Provisions	12	16,555	14,622
Other long-term liabilities	15	12,654	20,901
Deferred tax liability	20	22,293	_
Total liabilities		\$ 544,598	\$ 577,731
Shareholders' equity			
Share capital	16	\$ 853,633	\$ 882,770
Retained earnings		1,247,737	1,161,047
Accumulated other comprehensive income (loss)		1,619	(414
Treasury stock	16	(14,966)	(2,086
			· · · · · · · · · · · · · · · · · · ·
Total shareholders' equity		\$ 2,088,023	\$ 2,041,317

Commitments and contingencies (Note 24)

Subsequent events (Note 27)

See accompanying Notes to the Consolidated Financial Statements.

On behalf of the Board:

**MICHAEL H. MCCAIN** 

Director

WILLIAM E. AZIZ

Director

# Consolidated Statements of Net Earnings

Years ended December 31,					
(In thousands of Canadian dollars, except share amounts)	Notes		2016		2015
Sales		¢.	3,331,812	¢ .	3,292,932
			2,740,866		2,911,791
Cost of goods sold		\$		\$	
Gross margin		Ф	590,946	Ф	381,141
Selling, general and administrative expenses			324,820		288,055
Earnings before the following:		\$	266,126	\$	93,086
Restructuring and other related costs	12		(6,570)		(33,825)
Other income (expense)	18		(3,596)		(1,899)
Earnings before interest and income taxes		\$	255,960	\$	57,362
Interest expense and other financing costs	19		6,367		4,711
Earnings before income taxes		\$	249,593	\$	52,651
Income taxes expense	20		67,891		11,071
Net earnings		\$	181,702	\$	41,580
Earnings per share attributable to common shareholders:	21				
Basic earnings per share		\$	1.35	\$	0.30
Diluted earnings per share		\$	1.32	\$	0.29
Weighted average number of shares (millions)	21	'	1		
Basic			134.2		140.2
Diluted			137.6		141.7

# Consolidated Statements of Other Comprehensive Income (Loss)

Years ended December 31,		
(In thousands of Canadian dollars)	2016	2015
Net earnings	\$ 181,702	\$ 41,580
Other comprehensive income (loss)		
Actuarial gains and losses that will not be reclassified to profit or loss (Net of tax of \$17.0		
million; 2015: \$0.2 million)	\$ 46,243	\$ 389
Items that are or may be reclassified subsequently to profit or loss:		
Change in accumulated foreign currency translation adjustment (Net of tax of \$0.0		
million; 2015: \$0.0 million)	\$ (390)	\$ 1,769
Change in unrealized gains and losses on cash flow hedges (Net of tax of \$0.8 million;		
2015: \$0.7 million)	2,423	(1,957)
Total items that are or may be reclassified subsequently to profit or loss	\$ 2,033	\$ (188)
Total other comprehensive income (loss)	\$ 48,276	\$ 201
Comprehensive income	\$ 229,978	\$ 41,781

# Consolidated Statements of Changes in Total Equity

					Accumula comprehens (loss	ive income	_	
(In thousands of Canadian dollars)	Note	Share capital	Retained earnings	Contributed surplus	Foreign currency translation adjustment	Unrealized gains and losses on cash flow hedges	Treasury stock	Total equity
Balance at December 31, 2015		,		,	,			
(Restated) (Note 3(v))		\$ 882,770	\$ 1,161,047	<b>\$</b> —	\$ 2,506	\$ (2,920)	\$ (2,086) \$	\$ 2,041,317
Net earnings		_	181,702	_	_	_	_	181,702
Other comprehensive income (loss) <sup>(ii)</sup>		_	46,243	_	(390)	2,423	_	48,276
Dividends declared (\$0.36 per share)		_	(48,348)	_	_	_	_	(48,348)
Share-based compensation expense		_	_	29,224	_	_	_	29,224
Deferred taxes on share-based compensation		_	_	3,550	_	_	_	3,550
Repurchase of shares	16	(31,963)	(83,778)	(32,418)	_	_	_	(148,159)
Exercise of stock options		2,826	_	_	_	_	_	2,826
Settlement of share-based compensation		_	(9,129)	(356)	_	_	5,032	(4,453)
Shares purchased by RSU trust		_	_	_	_	_	(17,912)	(17,912)

\$ 853,633 \$ 1,247,737 \$

— \$

2,116 \$

(497) \$ (14,966) \$ 2,088,023

					Accumula comprehens (los	sive income		
(In thousands of Canadian dollars)	Note	Share capital	Retained earnings	Contributed surplus	Foreign currency translation adjustment	Unrealized gains and losses on cash flow hedges	Treasury stock	Total equity
Balance at December 31, 2014								
(Restated) (Note 3(v))		\$ 936,479	\$ 1,216,998	\$ 79,652	\$ 737	\$ (963)	\$ (224) \$	2,232,679
Net earnings		_	41,580	_	_	_	_	41,580
Other comprehensive income (loss) <sup>(ii)</sup>		_	389	_	1,769	(1,957)	_	201
Dividends declared (\$0.32 per share)		_	(44,668)	_	_	_	_	(44,668)
Share-based compensation expense		_	_	12,870	_	_	_	12,870
Repurchase of shares	16	(56,744)	(48,163)	(90,216)	_	_	_	(195,123)
Issuance of treasury stock		_	(3,860)	(2,306)	_	_	3,326	(2,840)
Exercise of stock options		3,035	_	_	_	_	_	3,035
Settlement of share-based compensation		_	(1,229)	_	_	_	_	(1,229)
Shares purchased by RSU trust		_	_	_	_	_	(5,188)	(5,188)
Balance at December 31, 2015 (Restated) (Note 3(v))		\$ 882,770	\$ 1,161,047	\$ —	\$ 2,506	\$ (2,920)	\$ (2,086) \$	2,041,317

<sup>(</sup>i) Items that are or may be subsequently reclassified to profit or loss.

Balance at December 31, 2016

<sup>(</sup>ii) Included in other comprehensive income (loss) is the change in actuarial gains and losses that will not be reclassified to profit or loss and has been reclassified to retained earnings.

# Consolidated Statements of Cash Flows

Years ended December 31, (In thousands of Canadian dollars)	2016	2015
CASH PROVIDED BY (USED IN):		
Operating activities		
Net earnings	\$ 181,702	\$ 41,580
Add (deduct) items not affecting cash:		
Change in fair value of biological assets	(6,263)	12,778
Depreciation and amortization	111,651	123,480
Share-based compensation	29,224	12,870
Deferred income taxes	63,124	9,178
Income tax current	4,767	1,893
Interest expense and other financing costs	6,367	4,711
Loss (gain) on sale of long-term assets	(1,235)	(10,344)
Change in fair value of non-designated derivative financial instruments	(25,086)	(1,429)
Impairment of assets (net of reversals)	2,831	1,907
Change in net pension liability	24,903	26,761
Net income taxes paid	(4,944)	(12,735)
Interest paid	(3,904)	(3,674)
Change in provision for restructuring and other related costs	(17,256)	(14,963)
Cash settlement of restricted share units	(216)	(11,236)
Derivatives margin	1,772	1,587
Other	736	932
Change in non-cash operating working capital	(11,016)	(23,889)
Cash provided by operating activities	\$ 357,157	\$ 159,407
Financing activities		
Dividends paid	\$ (48,348)	\$ (44,668)
Net increase (decrease) in long-term debt	(1,051)	(125)
Exercise of stock options	2,826	3,035
Repurchase of shares	(72,412)	(182,549)
Payment of deferred financing fees	(2,412)	(277)
Purchase of treasury stock	(17,912)	(5,188)
Cash used in financing activities	\$ (139,309)	\$ (229,772)
Investing activities		
Additions to long-term assets	\$ (113,194)	\$ (147,699)
Transaction costs	_	(64)
Proceeds from sale of long-term assets	6,698	 14,069
Cash used in investing activities	\$ (106,496)	\$ (133,694)
Increase (decrease) in cash and cash equivalents	\$ 111,352	\$ (204,059)
Net cash and cash equivalents, beginning of period	292,269	496,328
Net cash and cash equivalents, end of period	\$ 403,621	\$ 292,269

# Notes to the Consolidated Financial Statements

(Tabular amounts in thousands of Canadian dollars unless otherwise indicated) Years ended December 31, 2016 and 2015

#### 1. THE COMPANY

Maple Leaf Foods Inc. ("Maple Leaf Foods" or the "Company") is a producer of food products under leading brands including Maple Leaf®, Maple Leaf Prime®, Maple Leaf Natural Selections®, Schneiders®, Schneiders® Country Naturals® and Mina®. The Company's portfolio includes prepared meats, ready-to-cook and ready-to-serve meals and valued-added fresh pork and poultry. The address of the Company's registered office is 6985 Financial Dr. Mississauga, Ontario, L5N 0A1, Canada. The consolidated financial statements of the Company as at and for the year ended December 31, 2016, include the accounts of the Company and its subsidiaries. The composition of the Company is further described in Note 23. The Company's results are organized into two segments: Meat Products Group and Agribusiness Group.

#### 2. BASIS OF PREPARATION

## (a) Statement of Compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and using the accounting policies described herein

The consolidated financial statements were authorized for issue by the Board of Directors on February 21, 2017.

#### (b) Basis of Measurement

The consolidated financial statements have been prepared on a historical cost basis except for certain financial instruments, biological assets, defined benefit plan assets, and liabilities associated with certain share-based compensation, which are stated at fair value. Liabilities associated with employee benefits are stated at actuarially determined present values.

#### (c) Functional and Presentation Currency

The consolidated financial statements are presented in Canadian dollars, which is the Company's functional currency.

#### (d) Use of Estimates and Judgements

The preparation of consolidated financial statements in accordance with IFRS requires Management to make judgements, estimates, and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income, and expenses. Actual amounts may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Judgements included in the consolidated financial statements are decisions made by Management, based on analysis of relevant information available at the time the decision is made. Judgements relate to the application of accounting policies and decisions related to the measurement, recognition, and disclosure of financial amounts.

Information about significant areas of estimation uncertainty and critical judgements in applying accounting policies, that have the most significant effects on the amounts recognized in the consolidated financial statements, are included both below and in the statement notes relating to items subject to significant estimate uncertainty and critical judgements.

#### Long-Lived Assets Valuation

The Company performs impairment testing annually for goodwill and indefinite life intangible assets and, when circumstances indicate that there may be impairment, for other long-lived assets. Management judgement is involved in determining if there are circumstances indicating that testing for impairment is required, and in identifying Cash Generating Units ("CGUs") for the purpose of impairment testing.

The Company assesses impairment by comparing the recoverable amount of a long-lived asset, CGU, or CGU group to its carrying value. The recoverable amount is defined as the higher of: (i) value in use; or (ii) fair value less cost to sell.

The determination of the recoverable amount involves significant estimates and assumptions, including those with respect to future cash inflows and outflows, discount rates, and asset lives. These estimates and assumptions could affect the Company's future results if the current estimates of future performance and fair values change. These determinations will affect the amount of amortization expense on definite life intangible assets recognized in future periods.

#### Measurement of Fair Values

A number of the Company's accounting policies and disclosures require the measurement of fair values, for both financial and non-financial assets and liabilities. When the measurement of fair values cannot be determined based on quoted prices in active markets, fair value is measured using valuation techniques and models. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgement is required in establishing fair

values. Changes in assumptions about the inputs to these models could affect the reported fair value of the Company's financial and non-financial assets and liabilities.

When measuring fair value of an asset or liability, the Company uses market observable data to the extent that it is possible. To the extent that these estimates differ from those realized, the measured asset or liability, net earnings, and/or comprehensive income will be affected in future periods.

Information about the valuation techniques and inputs used in determining the fair value of various assets and liabilities are disclosed in Notes 7, 9, 10, 11, and 17.

#### Nature of Interests in Other Entities

Management applies significant judgement in assessing the nature of its interest in unconsolidated structured entities relating to its accounts receivable securitization facilities. The Company does not hold any equity interest in the structured entities and based on the terms of the agreements under which the entities are established, the Company does not receive the returns related to their operations and is exposed to limited recourse with respect to losses (Note 23).

## Valuation of Inventory

Management makes estimates of the future customer demand for products when establishing appropriate provisions for inventory. In making these estimates, Management considers the product life of inventory and the profitability of recent sales of inventory. In many cases, product produced by the Company turns quickly and inventory on-hand values are low, thus reducing the risk of inventory obsolescence. However, code or "best before" dates are very important in the determination of net realizable value of inventory. Management ensures that systems are in place to highlight and properly value inventory that may be approaching code dates. To the extent that actual losses on inventory differ from those estimated, inventory, net earnings, and comprehensive income will be affected in future periods.

## Biological Assets

Biological assets are measured at each reporting date, at fair value less costs to sell, except when fair value cannot be reliably measured. If fair value cannot be reliably measured, biological assets are measured at cost less depreciation and impairment losses. Although a reliable measure of fair value may not be available at the point of initial recognition, it may subsequently become available. In such circumstances, biological assets are measured at fair value less costs to sell from the point at which the reliable measure of fair value becomes available. Gains and losses that arise on measuring biological assets at fair value less costs to sell are recognized in the statement of net earnings in the period in which they arise. Costs to sell include all costs that would be necessary to sell the biological assets, including costs necessary to get the biological assets to market. Management uses estimates for some of the inputs into the determination of fair value. To the extent that actual values differ from estimates, biological assets, net earnings and comprehensive income will be affected in future periods.

# Trade Merchandise Allowances and Other Trade Discounts

The Company provides for estimated payments to customers based on various trade programs and contracts that often include payments that are contingent upon attainment of specified sales volumes. Significant estimates used to determine these liabilities include: (i) the projected level of sales volume for the relevant period and (ii) customer contracted rates for allowances, discounts, and rebates. These arrangements are complex and there are a significant number of customers and products affected. Management has systems and processes in place to estimate and value these obligations. To the extent that payments on trade discounts differ from estimates of the related liability, accounts payable and accruals, net earnings, and comprehensive income will be affected in future periods.

#### Employee Benefit Plans

The cost of pensions and other post-retirement benefits earned by employees is actuarially determined using the projected unit credit method prorated on service, and Management's best estimate of salary escalation and mortality rates. Discount rates used in actuarial calculations are based on long-term interest rates and can have a material effect on the amount of plan liabilities and expenses. Management employs external experts to advise the Company when deciding upon the appropriate estimates to use to value employee benefit plan obligations and expenses. To the extent that these estimates differ from those realized, employee benefit plan assets and liabilities and comprehensive income will be affected in future periods.

#### Income Taxes

Provisions for income taxes are based on domestic and international statutory income tax rates and the amount of income earned in the jurisdictions in which the Company operates. Significant judgement is required in determining income tax provisions and the recoverability of deferred tax assets. The calculation of current and deferred income tax balances requires Management to make estimates regarding the carrying values of assets and liabilities that include estimates of future cash flows and earnings related to such assets and liabilities, the interpretation of income tax legislation in the jurisdictions in which the Company operates, and the timing of reversal of temporary differences. The Company establishes additional provisions for income taxes when, despite Management's opinion that the Company's tax positions are fully supportable, there is sufficient complexity or uncertainty in the application of legislation that certain tax positions may be reassessed by tax authorities. The

Company adjusts these additional accruals in light of changing facts and circumstances. To the extent that these adjustments differ from original estimates, deferred tax assets and liabilities, net earnings, and comprehensive income will be affected in future periods.

#### **Provisions**

The Company evaluates all provisions at each reporting date. These provisions can be significant and are prepared using estimates of the costs of future activities. In certain instances, Management may determine that these provisions are no longer required or that certain provisions are insufficient as new events occur or as additional information is obtained. Provisions are separately identified and disclosed in the Company's consolidated financial statements. Changes to these estimates may affect the value of provisions, net earnings, and comprehensive income in future periods.

# Share-Based Compensation

The Company uses estimates including, but not limited to, estimates of forfeitures, share price volatility, dividends, expected life of the award, risk-free interest rates, and Company performance in the calculation of the liability and expenses for certain share-based incentive plans. These estimates are based on previous experience and may change throughout the life of an incentive plan. Such changes could impact the carrying value of contributed surplus, liabilities, net earnings, and comprehensive income in future periods.

Some of the Company's share-based payment plans may be settled in either cash or equity instruments at the option of the Company. Management uses judgement in determining the appropriate accounting treatment for these plans, based on expectations and historical settlement decisions. Changes to accounting treatment based on Management's judgement may impact contributed surplus, liabilities, net earnings, and comprehensive income in future periods.

# Depreciation and Amortization

The Company's property and equipment and definite life intangible assets are depreciated and amortized on a straight-line basis, taking into account the estimated useful lives of the assets and residual values. Changes to these estimates may affect the carrying value of these assets, inventories, net earnings, and comprehensive income in future periods.

#### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements.

# (a) Principles of Consolidation

These consolidated financial statements include the accounts of the Company and its subsidiaries from the date that control commences until the date that control ceases. Control exists when the Company is exposed to or has rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Acquisitions of non-controlling interests are accounted for as transactions with equity holders in their capacity as equity holders; therefore, no goodwill is recognized as a result of such transactions.

All intercompany accounts and transactions have been eliminated on consolidation.

## (b) Business Combinations and Goodwill

Business combinations are accounted for using the acquisition method at the acquisition date, which is the date that control is transferred to the Company. In assessing control, the Company takes into consideration potential voting rights that are currently exercisable.

Goodwill is measured as the excess of the sum of the fair value of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of any previously held equity interest in the acquiree over the net of the acquisition date fair value of the identifiable assets acquired and the liabilities assumed. If the excess is negative, a purchase gain is recognized immediately in earnings. Transaction costs, other than those associated with the issue of debt or equity, are recognized in earnings as incurred.

Goodwill is not amortized and is tested for impairment annually in the fourth quarter and as required if events occur that indicate that its carrying amount may not be recoverable. Goodwill is tested for impairment at the CGU group level by comparing the carrying amount to its recoverable amount, consistent with the methodology outlined in Note 3(k).

Any contingent consideration payable is measured at fair value at the acquisition date. If the contingent consideration is classified as equity, then it is not re-measured and settlement is accounted for in equity. Otherwise, subsequent changes in the fair value of the contingent consideration are recognized in earnings.

When the initial accounting for a business combination has not been finalized by the end of the reporting period in which the combination occurs, the Company reports provisional amounts for the items for which the accounting has not been finalized. These provisional amounts are adjusted during the measurement period, which does not exceed one year from the acquisition date, or additional assets or liabilities are recognized, to reflect new information obtained about facts and circumstances that existed at the acquisition date that, if known, would have affected the amounts recognized at that date.

#### (c) Fair Value Measurements

The Company measures certain financial and non-financial assets and liabilities at fair value at each balance sheet date. In addition, fair value measurements are disclosed for certain financial and non-financial assets and liabilities.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In estimating the fair value of an asset or a liability, the Company takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and disclosure purposes is determined on such a basis, except for share-based payment transactions, and measurements that have some similarities to fair value but are not fair value, such as net realizable value or value in use.

Assets and liabilities, for which fair value is measured or disclosed in the consolidated financial statements, are classified using a three-level fair value hierarchy that reflects the significance and transparency of the inputs used in making the fair value measurements. Each level is based on the following:

- Level 1 inputs are unadjusted quoted prices of identical assets or liabilities in active markets
- Level 2 inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly
- Level 3 one or more significant inputs used in a valuation technique are unobservable in determining fair values of the asset or liability

Determination of fair value and the resulting hierarchy requires the use of observable market data whenever available. The classification of an asset or liability in the hierarchy is based upon the lowest level of input that is significant to the measurement of fair value.

# (d) Non-current Assets (or Disposal Groups) Held for Sale

The Company classifies non-current assets and disposal groups as held for sale if their carrying amounts will be recovered principally through a sale transaction rather than through continuing use. The criteria for held for sale classification is regarded as met when a sale is highly probable, the asset or disposal group is available for immediate sale in its present condition, and management is committed to the sale, which is expected to be completed within one year from the date of classification. Non-current assets and disposal groups classified as held for sale are measured at the lower of their carrying amount and fair value less costs to sell. Non-current assets are not depreciated once classified as held for sale.

# (e) Translation of Foreign Currencies

The accounts of the Company are presented in Canadian dollars. Transactions in foreign currencies are translated at the actual rates of exchange. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the Canadian dollar at the exchange rate for that date. Foreign exchange differences arising on translation are recognized in net earnings. Non-monetary assets and liabilities that are measured at historical cost are translated using the exchange rate at the date of the transaction.

The financial statements of foreign subsidiaries whose unit of measure is not the Canadian dollar are translated into Canadian dollars using the exchange rate in effect at the period-end for assets and liabilities, and the average exchange rates for the period for revenue, expenses, and cash flows. Foreign exchange differences arising on translation are recognized in accumulated other comprehensive income (loss) in total equity.

When a foreign operation is disposed of in its entirety or partially such that control, significant influence or joint control is lost, the cumulative amount in the translation reserve related to that foreign operation is reclassified to profit or loss as part of the gain or loss on disposal. If the Company disposes of part of its interest in a subsidiary but retains control, then the relevant proportion of the cumulative amount is reattributed to the non-controlling interest. When the Company disposes of only part of an associate or joint venture while retaining significant influence or joint control, the relevant proportion of the cumulative amount is reclassified to net earnings.

Foreign exchange gains and losses arising from a receivable or payable to a foreign operation, the settlement of which is neither planned nor likely to occur in the foreseeable future and which in substance is considered to form part of the net investment in the foreign operations, are recognized in other comprehensive income (loss) in the cumulate foreign currency translation differences.

#### (f) Financial Instruments

The Company's financial assets and financial liabilities, upon initial recognition, are measured at fair value and are classified as held for trading, loans and receivables, or other financial liabilities. The classification depends on the purpose for which the financial instruments were acquired and their characteristics. Held for trading is the required classification for all derivative financial instruments unless they are specifically designated within an effective hedge relationship. Held for trading financial instruments not designated within an effective hedging relationship are measured at fair value with changes in fair value recognized in consolidated statements of net earnings in the period in which such changes arise. Loans and receivables and other financial liabilities are initially recorded at fair value and are subsequently measured at amortized cost.

Financial assets are assessed at each reporting date to determine whether there is any objective evidence of impairment. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset, with impairment losses recognized in the consolidated statements of net earnings. If, in a subsequent period, the impairment loss decreases, the previously recognized impairment is reversed to the extent of the impairment.

Transaction costs, other than those related to financial instruments classified as fair value through profit or loss, which are expensed as incurred, are capitalized to the carrying amount of the instrument and amortized using the effective interest method.

# (g) Hedge Accounting

The Company uses derivatives and other non-derivative financial instruments to manage its exposures to fluctuations in interest rates, foreign exchange rates, and commodity prices.

At the inception of a hedging relationship, the Company designates and formally documents the relationship between the hedging instrument and the hedged item, the risk management objective, and its strategy for undertaking the hedge. The documentation identifies the specific asset, liability, or anticipated cash flows being hedged, the risk that is being hedged, the type of hedging instrument used, and how effectiveness will be assessed.

The Company also formally assesses both at inception and at least quarterly thereafter, whether or not the derivatives that are used in hedging transactions are highly effective in offsetting the changes attributable to the hedged risks in the fair values or cash flows of the hedged items. If a hedge relationship becomes ineffective, it no longer qualifies for hedge accounting and any subsequent change in the fair value of the hedging instrument is recognized in net earnings.

When hedge accounting is appropriate, the hedging relationship is designated as a cash flow hedge, a fair value hedge, or a hedge of foreign currency exposure of a net investment in a self-sustaining foreign operation. In a cash flow hedge, the change in fair value of the hedging instrument is recorded, to the extent it is effective, in other comprehensive income until the hedged item affects net earnings. In a fair value hedge, the change in fair value of the hedging derivative is offset in the consolidated statements of net earnings by the change in fair value of the hedged item relating to the hedged risk.

Hedge ineffectiveness is measured and recorded in current period earnings in the consolidated statements of net earnings. When either a fair value hedge or cash flow hedge is discontinued, any cumulative adjustment to either the hedged item or other comprehensive income (loss) is recognized in net earnings, as the hedged item affects net earnings, or when the hedged item is derecognized. If a designated hedge is no longer effective, the associated derivative instrument is subsequently carried at fair value through net earnings without any offset from the hedged item.

Derivatives that do not qualify for hedge accounting are carried at fair value on the consolidated balance sheets, and subsequent changes in their fair value are recorded in the consolidated statements of net earnings.

#### (h) Cash and Cash Equivalents

Cash and cash equivalents are comprised of cash balances and demand deposits.

# (i) Inventories

Inventories are valued at the lower of cost and net realizable value, with cost being determined substantially on a first-in, first-out basis. The cost of inventory includes direct product costs, direct labour, and an allocation of variable and fixed manufacturing overhead, including depreciation. When circumstances that previously caused inventories to have a write-down below cost no longer exist, or when there is clear evidence of an increase in the net realizable value, the amount of a write-down previously recorded is reversed through cost of goods sold.

#### (i) Biological Assets

Biological assets consist of live hogs, poultry, and eggs. For the purposes of valuation, these assets are categorized as either parent stock or commercial stock. Parent stock represents animals held and bred for the purpose of generating commercial stock and to replace parent stock nearing the end of its productive cycle. Commercial stock is held for the purposes of further processing or eventual sale, at which point it becomes inventory. The fair value of commercial stock is determined based on market prices of livestock of similar age, breed, and generic merit, less costs to sell the assets, including estimated costs

necessary to transport the assets to market. Where reliable market prices of parent stock are not available, they are valued at cost less accumulated depreciation and any accumulated impairment losses. No active liquid market exists for parent stock as they are rarely sold. Hog parent stock is depreciated on a straight-line basis over two to three years after taking into account residual values, whereas poultry parent stock is depreciated on a straight-line basis over six to eight months.

Biological assets are transferred into inventory at fair value less costs to sell at the point of delivery.

# (k) Impairment or Disposal of Long-Lived Assets

The Company reviews long-lived assets or asset groups held and used, including property and equipment and intangible assets subject to amortization, for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. Asset groups referred to as CGUs include an allocation of corporate assets and are reviewed at their lowest level for which identifiable cash inflows are largely independent of cash inflows of other assets or groups of assets. The recoverable amount is the greater of its value in use and its fair value less cost to sell.

Value in use is based on estimates of discounted future cash flows expected to be recovered from a CGU through its use. Management develops its cash flow projections based on past performance and its expectations of future market and business developments. Once calculated, the estimated future pre-tax cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Fair value less cost to sell is the amount obtainable from the sale of an asset or CGU in an arm's-length transaction between knowledgeable, willing parties, less the costs of disposal. Costs of disposal are incremental costs directly attributable to the disposal of an asset or CGU, excluding financing costs and income tax expense.

An impairment loss is recognized in the consolidated statements of net earnings when the carrying amount of any asset or its CGU exceeds its estimated recoverable amount. Impairment losses recognized in respect of CGUs are allocated, first to reduce the carrying amount of any goodwill allocated to the CGU, and then to reduce the net carrying amount of the other assets in the CGU on a pro rata basis.

Impairment losses related to long-lived assets recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation and amortization, if no previous impairment loss had been recognized.

# (I) Property and Equipment

Property and equipment, with the exception of land, is recorded at cost less accumulated depreciation and any net accumulated impairment losses. Land is carried at cost and not depreciated. For qualifying assets, cost includes interest capitalized during the construction or development period. Construction-in-process assets are capitalized during construction and depreciation commences when the asset is available for use. Depreciation related to assets used in production is recorded in inventory and cost of goods sold. Depreciation related to non-production assets is recorded through selling, general, and administrative expense. Depreciation is calculated on a straight-line basis, after taking into account residual values, over the following expected useful lives of the assets:

Buildings, including other components Machinery and equipment

10-40 years 3-20 years

When parts of an item of property and equipment have different useful lives, those components are accounted for as separate items of property and equipment.

# (m) Investment Property

Investment property is comprised of properties owned by the Company that are held to either earn rental income or for capital appreciation, or both. The Company's investment properties include land and buildings.

Investment properties are recorded at cost less accumulated depreciation and any accumulated impairment losses, with the exception of land which is recorded at cost less any accumulated impairment losses. The depreciation policies for investment properties are consistent with those for buildings.

# (n) Intangible Assets

Intangible assets include computer software, trademarks and poultry production quota. Definite life intangible assets are measured at cost less accumulated amortization and any net accumulated impairment losses. Amortization for computer software is recognized in the consolidated statements of earnings on a straight-line basis over their estimated useful lives between 3 to 10 years.

Indefinite life intangibles including trademarks and poultry production quota are tested for impairment annually in the fourth quarter and otherwise as required if events occur that indicate that the net carrying value may not be recoverable.

Upon recognition of an intangible asset, the Company determines if the asset has a definite or indefinite life. In making this determination, the Company considers the expected use, expiry of agreements, the nature of the asset, and whether the value of the asset decreases over time.

# (o) Employee Benefit Plans

The Company provides post-employment benefits through defined benefit and defined contribution plans.

#### Defined Benefit Plans

The Company accrues obligations and costs in respect of employee defined benefit plans. The cost of pensions and other retirement benefits earned by employees is actuarially determined using the projected unit credit method prorated on service and Management's best estimate of salary escalation, retirement ages of employees, mortality rates, inflation and expected health care costs. Changes in these assumptions could affect future pension expense. The fair value of plan assets and the present value of the obligation are used to calculate net interest cost or income. The discount rate used to value the defined benefit obligation is based on high-quality corporate bonds in the same currency in which the benefits are expected to be paid and with terms to maturity that, on average, match the terms of the defined benefit obligations. The discount rate used to value the current service cost is based on high-quality corporate bonds in the same currency in which the employer contributions are expected to be made in and with terms of maturity that, on average, match the expected remaining service period for active employees.

Actuarial gains and losses due to changes in defined benefit plan assets and obligations are recognized immediately in accumulated other comprehensive income (loss).

When the calculation results in a net benefit asset, the recognized asset is limited to the total of any unrecognized past service costs and the present value of economic benefits available in the form of future refunds from the plan or reductions in future contributions to the plan (the "asset ceiling"). In order to calculate the present value of economic benefits, consideration is given to minimum funding requirements that apply to the plan. Where it is anticipated that the Company will not be able to recover the value of the net defined benefit asset, after considering minimum funding requirements for future services, the net defined benefit asset is reduced to the amount of the asset ceiling. The impact of the asset ceiling is recognized in other comprehensive income (loss).

When future payment of minimum funding requirements related to past service would result in a net defined benefit asset "surplus" or an increase in a surplus, the minimum funding requirements are recognized as a liability, to the extent that the surplus would not be fully available as a refund or a reduction in future contributions. Re-measurement of this liability is recognized in other comprehensive income (loss) in the period in which the re-measurement occurs.

# Defined Contribution Plans

The Company's obligations for contributions to employee defined contribution pension plans are recognized in the consolidated statement of net earnings in the periods during which services are rendered by employees.

# Multi-Employer Plans

The Company participates in multi-employer pension plans which are accounted for as defined contribution plans. The Company does not administer these plans as the administration and the investment of these assets are controlled by a board of trustees consisting of union and employer representatives. The Company's responsibility to make contributions to these plans is established pursuant to collective bargaining agreements. The contributions made by the Company to the multi-employer plans are expensed when due.

# (p) Share-Based Compensation

The Company applies the fair value method of accounting for share-based compensation. The fair value at grant date of stock options is estimated using the Black-Scholes option-pricing model. The fair value of restricted share units ("RSUs"), including performance share units ("PSUs"), is measured based on the fair value of the underlying shares on the grant date and expected achievement of performance conditions. Compensation cost is recognized on a straight-line basis over the expected vesting period of the share-based compensation. The Company estimates the number of units expected to vest at the grant date and revises the estimate as necessary if subsequent information indicates that the actual number of units vesting differs significantly from the original estimate. The fair value of deferred share units ("DSUs") is measured based on the fair value of the underlying shares at each reporting date.

The Company has share-based compensation plans which are able to be settled in either cash or equity instruments at the option of the Company. Each grant is accounted for based on the expected settlement method at the time of issue. The expectation is re-evaluated at the end of each reporting period.

# (q) Provisions

Provisions are liabilities of the Company for which the amount and/or timing of settlement is uncertain. A provision is recognized in the consolidated financial statements when the Company has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, when appropriate, the risks specific to the liability.

# (r) Revenue Recognition

The majority of the Company's revenue is derived from the sale of product to retail and foodservice customers, as well as the sale of by-products to industrial and agricultural customers. The Company recognizes revenue from product sales at the fair value of the consideration received or receivable, net of estimated returns, and an estimate of sales incentives provided to customers. Revenue is recognized when the customer takes ownership of the product, title has transferred, all the risks and rewards of ownership have transferred to the customer, recovery of the consideration is probable, the Company has satisfied its performance obligations under the arrangement, and has no ongoing involvement with the sold product. The value of sales incentives provided to customers are estimated using historical trends and are recognized at the time of sale as a reduction of revenue. Sales incentives include rebate and promotional programs provided to the Company's customers. These rebates are based on achievement of specified volume or growth in volume levels and other agreed promotional activities. In subsequent periods, the Company monitors the performance of customers against agreed upon obligations related to sales incentive programs and makes any adjustments to both revenue and sales incentive accruals as required.

The Company generally does not accept returns of spoiled products from customers. For product that may not be returned, the Company, in certain cases, provides customers with allowances to cover any damage or spoilage, and such allowances are deducted from sales at the time of revenue recognition.

## (s) Borrowing Costs

Borrowing costs are primarily comprised of interest on the Company's indebtedness. Borrowing costs are capitalized when they are attributable to the acquisition, construction, or production of a qualifying asset. The Company defines qualifying assets as any asset that requires more than six months to prepare for its intended use. Borrowing costs attributable to qualifying assets are calculated using the Company's average borrowing cost excluding the costs associated with the derecognition of accounts receivables under securitization programs. Borrowing costs that are not attributable to a qualifying asset are expensed in the period in which they are incurred and reported within interest expense in the consolidated statement of net earnings.

# (t) Government Incentives

Government incentives are not recognized until there is reasonable assurance that they will be received and that the Company will be in compliance with any conditions associated with the incentives. Incentives that compensate the Company for expenses or losses are recognized in earnings with the same classification as the related expense or loss in the same periods in which the expenses or losses are recognized.

Government incentives received with the primary condition that the Company should purchase, construct, or otherwise acquire non-current assets are recognized as a deduction from the associated asset on the consolidated balance sheet. The incentive is recognized in earnings over the useful life of the asset as a reduction of the related depreciation expense.

Government incentives that are receivable as compensation for expenses or losses already incurred, or for the purpose of giving immediate financial support to the Company with no future related costs, are recognized in earnings in the period in which they become receivable.

The benefit of a government loan at a below-market rate of interest is treated as a government incentive, and is measured as the difference between proceeds received and the fair value of the loan based on prevailing market interest rates.

#### (u) Income Taxes

Income tax expense is comprised of current and deferred tax. Income tax is recognized in the consolidated statements of net earnings, except to the extent that it relates to a business combination, or items recognized directly in equity or in other comprehensive income (loss).

Current tax expense represents the amount of income taxes payable, in respect of the taxable profit for the period, based on tax law that is enacted or substantially enacted at the reporting date, and is adjusted for changes in estimates of tax expense recognized in prior periods. A current tax liability or asset is recognized for income tax payable, or paid but recoverable in respect of all periods to date.

The Company uses the asset and liability method of accounting for income taxes. Accordingly, deferred tax assets and liabilities are recognized for the deferred tax consequences attributable to differences between the financial statement carrying amounts of assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted or substantively enacted tax rates expected to apply to taxable income in the years when those temporary differences are

expected to be recovered or settled and in the manner in which those temporary differences are expected to be recovered or settled through sale or continued use. In addition, the effect on deferred tax assets and liabilities of a change in tax rates is recognized in both net earnings and comprehensive income in the period in which the enactment or substantive enactment takes place.

A deferred tax asset is recognized for unused tax losses, tax credits, and deductible temporary differences, to the extent that it is probable that future taxable income will be available to utilize such amounts. Deferred tax assets are reviewed at each reporting date and are adjusted to the extent that it is no longer probable that the related tax benefits will be realized.

Deferred tax assets and liabilities are offset when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

Deferred tax is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary difference is controlled by the Company and it is probable that the temporary difference will not reverse in the foreseeable future.

#### (v) Accounting Standards Adopted During the Period

During the year ended December 31, 2016, the Company adopted certain standards and amendments. As required by IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors, the nature and the effect of these changes are disclosed below:

Annual Improvements to IFRS (2012-2014) Cycle

Beginning on January 1, 2016, the Company adopted various amendments to a total of four standards including the consistent classification of assets which are reclassified from held for sale to held for distribution in IFRS 5 Non-current Assets Held for Sale and Discontinued Operations, and clarification of interim financial statement disclosure requirements regarding offsetting financial assets and liabilities, and clarification of whether a servicing contract constitutes continuing involvement for the purposes of disclosures of transferred financial assets that are derecognized under IFRS 7 Financial Instruments: Disclosures. The amendments that were adopted also included clarification that the currency of the bonds used to estimate the discount rate for pension obligations must be the same as the currency in which the benefits will be paid under IAS 19 Employee Benefits, and additional requirements under IAS 34 Interim Financial Reporting that cross-referenced information from the interim financial statements must be available at the same time and on the same terms as the interim financial statements. The adoption of these amendments did not have a material impact on the consolidated financial statements.

#### Joint Arrangements

Beginning on January 1, 2016, the Company adopted the amendments to IFRS 11 Joint Arrangements which require an acquisition of a joint operation that constitutes a business be accounted for using the principles of business combinations in IFRS 3 Business Combinations. This amendment applies to both initial and additional interest acquired in the joint operation. The adoption of the amendments to IFRS 11 did not have a material impact on the consolidated financial statements.

# Income Taxes

On November 8, 2016, the IFRS Interpretations Committee provided clarification on the tax rate an entity should apply to its deferred tax assets and liabilities related to intangible assets with indefinite lives. The tax rate applied should be consistent with how an entity is expected to recover the carrying amount in the form of future economic benefits. As a result of this clarification, the Company has changed the effective tax rate applied on deferred tax liabilities on indefinite life intangible assets. This change has been retrospectively applied reducing deferred tax assets and retained earnings as at January 1, 2015 by \$11.8 million. There was no impact to net income or comprehensive income (loss) for the years ended December 31, 2016 and 2015 as there were no movements in the temporary differences or changes in relevant statutory income tax rates during these periods. There was no material effect on the consolidated balance sheet as at January 1, 2015.

# (w) Accounting Pronouncements Issued But Not Yet Effective

# Statement of Cash Flows

As part of their disclosure initiative, the IASB has issued amendments to IAS 7 Statement of Cash Flows requiring a reconciliation of liabilities arising from financing activities to enable users of the financial statements to evaluate both cash flow and non-cash changes in the net debt of a Company. The Company intends to adopt the amendments to IAS 7 prospectively in its consolidated financial statements for the annual period beginning January 1, 2017. The extent of the impact of adoption of the amendments is not expected to have a material impact on the consolidated financial statements.

# Income Taxes

In January 2016, the IASB has issued amendments to IAS 12 Income Taxes to provide clarification on the requirements relating to the recognition of deferred tax assets for unrealized losses on debt instruments measured at fair value. The Company intends to adopt the amendments to IAS 12 in its consolidated financial statements for the annual period beginning

January 1, 2017. The adoption of the amendments to IAS 12 is not expected to have a material impact on the consolidated financial statements.

## Revenue Recognition

In May 2014, the IASB issued IFRS 15 Revenue from Contracts with Customers. IFRS 15 replaces the detailed guidance on revenue recognition requirements that currently exists under IFRS. IFRS 15 specifies the accounting treatment for all revenue arising from contracts with customers, unless the contracts are within the scope of other IFRSs. The standard also provides a model for the measurement and recognition of gains and losses on the sale of certain non-financial assets that are not an output of the Company's ordinary activities. Additional disclosure is required under the standard including disaggregation of total revenue, information about performance obligations, changes in contract asset and liability account balances between periods, and key judgments and estimates. In July 2015, the effective date for IFRS 15 was deferred to apply to annual periods beginning on or after January 1, 2018; early application is permitted either following a full retrospective approach or a modified retrospective approach. The modified retrospective approach allows the standard to be applied to existing contracts beginning the initial period of adoption and restatements to the comparative periods are not required. The Company is required to disclose the impact by financial line item as a result of the adoption of the new standard. The Company intends to adopt IFRS 15 in its consolidated financial statements for the annual period beginning January 1, 2018. The extent of the impact of adoption of IFRS 15 has not yet been determined.

#### Financial Instruments - Recognition and Measurement

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments with a mandatory effective date of January 1, 2018. The new standard brings together the classification and measurement, impairment, and hedge accounting phases of the IASB's project to replace IAS 39 Financial Instruments: Recognition and Measurement. In addition to the new requirements for classification and measurement of financial assets, a new general hedge accounting model and other amendments issued in previous versions of IFRS 9, the standard also introduces new impairment requirements that are based on a forward-looking expected credit loss model. The Company intends to adopt IFRS 9 in its consolidated financial statements for the annual period beginning January 1, 2018. The extent of the impact of the adoption of IFRS 9 has not yet been determined.

The disclosure requirements in IFRS 7 Financial Instruments - Disclosure have also been amended to include the additional disclosure required under IFRS 9. The Company intends to adopt these amendments to IFRS 7 at the same time as adoption of IFRS 9. The extent of the impact of the adoption of the amendments to IFRS 7 has not yet been determined.

#### Leases

In January 2016, the IASB issued IFRS 16 Leases with a mandatory effective date of January 1, 2019. The new standard will replace IAS 17 Leases and will carry forward the accounting requirements for lessors. IFRS 16 provides a new framework for lessee accounting that requires substantially all assets obtained through operating leases to be capitalized and a related liability to be recorded. The new standard seeks to provide a more accurate picture of a Company's leased assets and related liabilities and create greater comparability between companies who lease assets and those who purchase assets. The Company intends to adopt IFRS 16 in its consolidated financial statements for the annual period beginning January 1, 2019. The extent of the impact of the adoption of IFRS 16 has not yet been determined.

#### Share-Based Payments

In June 2016, the IASB issued amendments to IFRS 2 Share-Based Payment with a mandatory effective date of January 1, 2018. The amendments provide clarification on how to account for certain types of share-based payment transactions. The Company intends to adopt the amendments to IFRS 2 in its consolidated financial statements for the annual period beginning January 1, 2018. The extent of the impact of the adoption of the amendments has not yet been determined.

#### Disclosure of Interests in Other Entities

In December 2016, the IASB issued amendments to IFRS 12 Disclosure of interests in other entities to provide clarification that the required disclosures under IFRS 12 also applies to subsidiaries, joint ventures and associates that are classified as held for sale or discontinued operations under IFRS 5 with the exception that the disclosures for summarized financial information do not apply to subsidiaries, joint ventures and associates classified as held for sale or discontinued operations. The amendments are effective retrospectively for the annual period beginning January 1, 2017. The adoption of the amendments to IFRS 12 is not expected to have a material impact on the consolidated financial statements.

# Foreign Currency Transactions and Advance Considerations

In December 2016, the IASB issued IFRIC 22 Foreign Currency Transactions and Advance Consideration with a mandatory effective date of January 1, 2018. When a foreign currency transaction where consideration is received or paid in advance of the recognition of the related asset, expense, or income, the exchange rate used should be based on the exchange rate as at the date when the pre-payment asset or deferred liability is recognized. IFRIC 22 can be applied on a full retrospective basis, retrospective from the comparative year or prospectively from January 1, 2018. The extent of the impact of the adoption of the standard has not yet been determined.

#### 4. CASH AND CASH EQUIVALENTS

As at December 31, 2016, the Company had agreements to cash collateralize certain of its letters of credit up to an amount of \$120.0 million (2015: \$120.0 million), of which \$68.1 million (2015: \$83.9 million) was deposited with a major financial institution.

#### 5. ACCOUNTS RECEIVABLE

	As at Decem	nber 31,
	2016	2015
Trade receivables	\$ 90,463	\$ 25,537
Less: Allowance for doubtful accounts	(5)	(5)
Net trade receivables	\$ 90,458	\$ 25,532
Other receivables:		
Commodity taxes receivable	11,004	8,972
Interest rate swap receivable	422	435
Government receivable	17,347	11,890
Other	8,518	11,129
	\$127,749	\$ 57,958

The aging of trade receivables is as follows:

	As at Dec	As at December 31,		
	2016	2015		
Current	\$ 64,176	\$ 16,295		
Past due 0-30 days	19,057	9,070		
Past due 31-60 days	2,702	161		
Past due > 60 days	4,528	11		
	\$ 90,463	\$ 25,537		

The Company maintains an allowance for doubtful accounts that represents its estimate of the uncollectible amounts based on specific losses estimated on individual exposures.

The Company has sold certain of its trade accounts receivables under securitization programs as described in Note 23. On August 26, 2016, the Company entered into a new three-year accounts receivable securitization facility. The new facility replaced the Company's existing facility that was due to mature on September 30, 2016. On termination of the previous facility the Company re-purchased all receivables and sold only a portion of these into the new facility.

Under both the previous facility and the current facility, the Company's securitization programs require the sale of trade receivables to be treated as a sale from an accounting perspective and as a result, trade receivables sold under these programs are derecognized in the consolidated balance sheets as at December 31, 2016 and 2015.

# 6. INVENTORIES

	As at Dec	As at December 31,				
	2016	2015				
Raw materials	\$ 23,229	\$ 28,237				
Work in process	16,309	17,367				
Finished goods	175,452	165,522				
Packaging	13,997	15,856				
Spare parts	32,732	30,689				
	\$ 261,719	\$ 257,671				

For the year ended December 31, 2016, inventory in the amount of \$2,538.5 million (2015: \$2,567.0 million) was expensed through cost of goods sold.

#### 7. BIOLOGICAL ASSETS

	Hog st	tock	stock			
	Commercial	Parent	Commercial	Parent	Total	
Balance at December 31, 2015	\$ 75,715	\$ 22,650	\$ 3,739	\$ 1,773	\$ 103,877	
Additions and purchases	283,381	4,719	51,833	2,722	342,655	
Depreciation	_	(4,514)	_	(2,650)	(7,164)	
Change in fair value realized	1,668	_	_	_	1,668	
Change in fair value unrealized	4,595	_	_	_	4,595	
Further processing and sales	(282,307)	_	(51,879)	_	(334,186)	
Balance at December 31, 2016	\$ 83,052	\$ 22,855	\$ 3,693	\$ 1,845	\$ 111,445	

	Hog st	ock	Poultry		
	Commercial	Parent	Commercial	Parent	Total
Balance at December 31, 2014	\$ 81,049	\$ 19,777	\$ 3,234	\$ 1,683	\$ 105,743
Additions and purchases	238,128	6,903	50,871	2,494	298,396
Depreciation	_	(4,030)	_	(2,404)	(6,434)
Change in fair value realized	(11,110)	_	_	_	(11,110)
Change in fair value unrealized	(1,668)	_	_	_	(1,668)
Further processing and sales	(230,684)	_	(50,366)	_	(281,050)
Balance at December 31, 2015	\$ 75,715	\$ 22,650	\$ 3,739	\$ 1,773	\$ 103,877

Hog stock is comprised of approximately 0.9 million animals as at December 31, 2016 (2015: 0.8 million). During the years ended December 31, 2015 and 2016, substantially all hog stock was directly transferred to the Company's primary processing operations.

Poultry stock is comprised of approximately 7.5 million eggs and 0.2 million birds as at December 31, 2016 (2015: 7.6 million eggs and 0.2 million birds).

The change in fair value of commercial hog and poultry stock for the year was a gain of \$6.3 million for the year ended December 31, 2016 (2015: loss of \$12.8 million) recorded in cost of goods sold.

The fair value measures of commercial hog stock have been categorized as a Level 3 fair value based on inputs to the valuation techniques used. There were no transfers between levels for the year ended December 31, 2016.

The Company uses the market comparison approach to determine the fair value of its commercial hog stock. The valuation model is based on the market price of hog stock of similar age, weight, breed, and genetic make-up. The model is based on the U.S. dollar market price per cut weight and adjusted for foreign exchange, conversion from pounds to kilograms, and specific significant unobservable inputs, including a quality index adjustment and a market conversion factor, as defined below.

The quality index adjustment is a value adjustment based on the relative quality of a processed hog based on the lean yield (being the ratio between muscle and fat content) and total weight. Quality adjustments range from 6.8% to 7.7%. A higher (lower) quality adjustment percentage will result in an increase (decrease) to the fair market value of the commercial hog stock.

The market conversion factor is a market adjustment used to discount the formula from a U.S. market price to a Canadian pricing model. The market conversion factor experiences minimal fluctuation. A higher (lower) market conversion factor will result in an increase (decrease) to the fair market value of the commercial hog stock.

Commercial poultry stock are valued at cost as an indicator of fair value in the case where little biological transformation has taken place since initial cost occurrence or when the impact of the biological transformation on price is not expected to be material.

Where reliable market prices of parent stock are not available, they are valued at cost less accumulated depreciation and any accumulated impairment losses. No active liquid market exists for parent stock as they are rarely sold.

The Company has established environmental policies and procedures which comply with local environmental and other laws. Management performs regular reviews to identify environmental risks and to ensure that the systems in place are adequate to manage those risks.

The Company's biological asset operations can be affected by outbreaks of disease among livestock. To mitigate this risk, the Company monitors herd health status and has strict bio-security procedures and employee training programs throughout its livestock production operation.

# **8. PROPERTY AND EQUIPMENT**

	Land	Buildings	Machinery and equipment	Under construction	Total
Cost	\$ 33,891	\$ 787,710	\$1,136,716	\$ 56,792	\$2,015,109
Accumulated depreciation	_	(250,776)	(679,058)	_	(929,834)
Net balance, December 31, 2016	\$ 33,891	\$ 536,934	\$ 457,658	\$ 56,792	\$1,085,275
	Land	Buildings	Machinery and equipment	Under construction	Total
Cost	\$ 33,891	\$ 758,492	\$ 997,417	\$ 68,097	\$1,857,897
Accumulated depreciation	_	(224,967)	(550,570)	_	(775,537)
Net balance, December 31, 2015	\$ 33,891	\$ 533,525	\$ 446,847	\$ 68,097	\$1,082,360

The changes in net carrying amounts of property, plant and equipment during 2016 and 2015 were as follows:

				N	lachinery			
					and		Under	
	Land	E	Buildings	е	quipment	con	struction	Total
Net balance, December 31, 2015	\$ 33,891	\$	533,525	\$	446,847	\$	68,097	\$1,082,360
Additions	_		_		_		107,123	107,123
Transfers from under construction	_		32,823		85,605		(118,428)	_
Impairment	_		_		(2,831)		_	(2,831)
Restructuring related write-downs	_		(735)		(372)		_	(1,107)
Transfers to assets held for sale	_		_		(43)		_	(43)
Depreciation	_		(25,553)		(69,913)		_	(95,466)
Other <sup>(i)</sup>	_		(3,126)		(1,635)		_	(4,761)
Net balance, December 31, 2016	\$ 33,891	\$	536,934	\$	457,658	\$	56,792	\$1,085,275

			N	Machinery		
	Land	Duildings		and	 Under nstruction	Total
	Land	Buildings		equipment	 nstruction	
Net balance, December 31, 2014	\$ 38,081	\$ 524,176	\$	451,895	\$ 28,354	\$1,042,506
Additions	_			_	140,026	140,026
Transfers from under construction	1,249	34,102		64,932	(100,283)	_
Impairment	_	_		(1,907)	_	(1,907)
Restructuring related write-downs	_	_		(448)	_	(448)
Depreciation	_	(24,611)		(66,126)	_	(90,737)
Other <sup>(i)</sup>	(5,439)	(142)		(1,499)		(7,080)
Net balance, December 31, 2015	\$ 33,891	\$ 533,525	\$	446,847	\$ 68,097	\$1,082,360

Includes disposals, reclassifications and other adjustments.

# **Borrowing Costs**

For the years ended December 31, 2016 and 2015, there were no borrowing costs capitalized.

# 9. EMPLOYEE BENEFITS

The Company sponsors several defined benefit pension plans for Canadian employees which are either final salary plans, career salary plans, service based plans, or a combination thereof. The Company also sponsors a final salary defined benefit pension plan in the U.K. in which membership is closed. These defined benefit plans require contributions to be made to separately administered funds. Certain retired employees are covered under a post-retirement benefit plan, which reimburses certain medical costs and provides life insurance coverage.

The Canadian plans are governed by the pension laws of the province in which the respective plan is registered. The U.K. plan is governed by the employment laws of the U.K.

The Company's pension funding policy is to contribute amounts sufficient, at a minimum, to meet local statutory funding requirements. For the Company's defined benefit pension plans, local regulatory bodies either define minimum funding requirements or approve funding plans submitted by the Company. From time to time the Company may make additional discretionary contributions taking into account actuarial assessments and other factors. The contributions that have been made to support ongoing plan obligations have been recorded in the respective asset or liability accounts on the consolidated balance sheet. Actuarial valuations for the Company's defined benefit pension plans are completed based on the regulations in place in the jurisdictions where the plans operate.

On August 18, 2016, the Company received regulatory approval to merge certain of its pension plans. The merger was completed during the quarter ended December 31, 2016. This has impacted the balance sheet presentation of the pension plans.

Information about the Company's defined benefit plans as at December 31, in aggregate, is as follows:

	Oth	ner post-			0	ther post-			
	re	tirement		2016	r	etirement		2015	
		benefits	Pension	Total		benefits	Pension	Total	
Accrued benefit obligation:									
Balance, beginning of year	\$	58,539	\$1,146,332	\$1,204,871	\$	60,369	\$1,163,748	\$1,224,117	
Current service cost		105	12,800	12,905		112	13,688	13,800	
Interest cost		2,122	42,320	44,442		2,191	42,988	45,179	
Benefits paid from plan assets		_	(78,284)	(78,284)		_	(71,376)	(71,376)	
Benefits paid directly from the									
Company		(3,457)	(1,449)	(4,906)		(3,530)	(1,464)	(4,994)	
Actuarial (gains) losses - experience		(3,072)	(9,424)	(12,496)		(603)	1,435	832	
Actuarial (gains) losses - financial									
assumptions		267	3,502	3,769		_	_	_	
Employee contributions		_	3,532	3,532			3,522	3,522	
Special termination benefits		_	_	_		_	1,131	1,131	
Curtailments		_	_	_		_	(109)	(109)	
Settlements <sup>(iii)</sup>		_	(36,796)	(36,796)		_	(7,231)	(7,231)	
Balance, end of year	\$	54,504	\$1,082,533	\$1,137,037	\$	58,539	\$1,146,332	\$1,204,871	
Unfunded	\$	54,504	\$ 28,686	\$ 83,190	\$	58,539	\$ 28,766	\$ 87,305	
Funded <sup>(i)</sup>		_	1,053,847	1,053,847		_	1,117,566	1,117,566	
Total obligation	\$	54,504	\$1,082,533	\$1,137,037	\$	58,539	\$1,146,332	\$1,204,871	

<sup>&</sup>quot; Includes wholly and partially funded plans

Plan Assets								
Fair value, beginning of year	\$ _	\$1	1,069,260	\$ 1,069,260	\$ _	\$ 1	1,117,224	\$1,117,224
Interest income	_		38,635	38,635	_		40,473	40,473
Actuarial gains (losses) <sup>(ii)</sup>	_		55,711	55,711	_		1,397	1,397
Employer contributions	_		3,734	3,734	_		3,781	3,781
Employee contributions	_		3,532	3,532	_		3,522	3,522
Benefits paid	_		(78,284)	(78,284)	_		(71,376)	(71,376)
Asset transfer to Company defined								
contribution plan	_		(13,478)	(13,478)	_		(14,351)	(14,351)
Administrative costs	_		(2,121)	(2,121)	_		(3,024)	(3,024)
Settlements <sup>(iii)</sup>	_		(36,373)	(36,373)	_		(8,386)	(8,386)
Fair value, end of year	\$ _	\$1	1,040,616	\$ 1,040,616	\$ _	\$	1,069,260	\$1,069,260
Other	\$ _	\$	(1,998)	\$ (1,998)	\$ _	\$	(1,111)	\$ (1,111)
Accrued net benefit asset (liability),								
end of year	\$ (54,504)	\$	(43,915)	\$ (98,419)	\$ (58,539)	\$	(78,183)	\$ (136,722)

<sup>(</sup>ii) Return on plan assets greater (less) than discount rate.

<sup>&</sup>lt;sup>(iii)</sup> 2016 includes the transfer of assets and liabilities to third parties related to previously divested businesses; 2015 includes settlement of benefits related to sale and closures of facilities.

Amounts recognized in the consolidated balance sheet consist of:

	As at Dec	ember 31,
	2016	2015
Employee benefit assets	\$ 10,311	\$ 66,519
Employee benefit liabilities	108,730	203,241
Accrued net benefit asset (liability), end of year	\$ (98,419)	\$ (136,722)

Pension benefit expense recognized in net earnings:

	2016	2015
Current service cost - defined benefit	\$ 12,800	\$ 13,688
Current service cost - defined contribution and multi-employer plans	14,931	16,038
Net interest cost (benefit)	3,685	2,515
Administrative costs	2,121	3,024
Curtailment (gain) <sup>(i)</sup>	_	(109)
Special termination benefits <sup>(i)</sup>	_	1,131
Settlement (gain)loss <sup>(i)</sup>	(423)	1,155
Net pension benefit expense	\$ 33,114	\$ 37,442

For the year ended December 31, 2016 included in other income. For the year end December 31, 2015 included in restructuring and other related costs.

For the year ended December 31, 2016, the Company expensed salaries of \$656.7 million (2015: \$708.5 million), excluding pension and other post-retirement benefits.

Amounts recognized in other comprehensive income (loss) (before income taxes):

	2016	2015
Actuarial gains (losses)	\$ 63,206	\$ 539

The significant actuarial assumptions adopted in measuring the Company's accrued benefit obligations are as follows:

	2016	2015
Weighted average discount rate	3.70%	3.75%
Rate of salary increase	3.00%	3.50%
Medical cost trend rates	5.00%	5.00%

Plan assets comprise of:

	As at Decem	ber 31,
	2016	2015
Equity securities	60%	59%
Debt securities	36%	40%
Other investments and cash	4%	1%
	100%	100%

As at December 31, 2016, 29% of the equity securities are a Level 1 on the fair value hierarchy, with the remainder being Level 2. All of the debt securities are a Level 2 on the fair value hierarchy.

Other post-retirement benefits expense:

	2016	2015
Current service cost	\$ 105	\$ 112
Interest cost	2,122	2,191
	\$ 2,227	\$ 2,303

Impact of changes in major assumptions:

Increase	(decrease)	in	defined	benefit	obligation
----------	------------	----	---------	---------	------------

		-		Other post-	
			Total	retirement	
Actuarial Assumption		Sensitivity	pensions	benefits	Total
Period end discount rate	3.70%	0.25% decrease	\$ 32,514	\$ 1,357	\$ 33,871
		0.25% increase	\$ (31,551)	\$ (1,324)	\$ (32,875)
Rate of salary increase	3.00%	0.50% increase	\$ 3,051	N/A	\$ 3,051
Mortality	110% of 2014 Private Sector Canadian Pensioners' Mortality Table, projected generationally using Scale CPM-B	Increase of 1 year in expected lifetime of plan participants	\$ 30,282	\$ 1,836	\$ 32,118
Measurement dates:					

0040 -----

2016 expense	December 31, 2015
Balance sheet	December 31, 2016

The average expected maturity of the pension obligations is 13.0 years (2015: 12.9 years).

The Company expects to contribute \$31.1 million to pension plans in 2017, inclusive of defined contribution plans and multiemployer plans.

# **Governance and Risk Management**

The Company administers its pension plans through its Board of Directors. The Company's Board of Directors has established a governance structure and delegated to the Audit Committee and the Pension Investment Advisory Committee all aspects of the investment of the funds. The Company's Board of Directors has delegated to the Pension Policy and Administration Committee the authority to make amendments to the documents that govern the pension plans of an administrative or compliance nature, that relate to collective bargaining agreements entered into by the Company or that have a minimal financial impact on the plans.

In fulfilling their responsibilities, the Audit Committee and the Pension Investment Advisory Committee may delegate functions or responsibilities to, or otherwise utilize employees of the Company where appropriate. The Audit Committee and the Pension Investment Advisory Committee may rely on independent experts for certain aspects of the funds' operations. The Audit Committee or the Pension Investment Advisory Committee, as appropriate, retain responsibility and utilize suitable personnel for such activities and monitor the activities undertaken by the selected personnel.

The plan assets are invested primarily in well-diversified pooled funds that meet the constraints set out in legislation of the jurisdictions in which the plans operate. Further diversification criteria set out in investment funds' governing documents require the division of investments between equities and fixed income. There are no significant concentrations of risks.

# **Multi-Employer Plan**

The Company contributes to the Canadian Commercial Workers Industry Pension Plan which is a multi-employer defined benefit plan for employees who are members of the United Food and Commercial Workers Canada union. This is a large-scale plan for union workers of multiple companies across Canada. Adequate information to account for these contributions as a defined benefit plan in the Company's statements is not available due to the size and number of contributing employers in the plan. Included in pension benefit expense is \$0.7 million (2015: \$0.8 million) related to payments into this plan. The Company expects to contribute \$0.7 million into this plan for in 2017.

#### 10. GOODWILL

The net carrying value for goodwill was \$428.2 million as at December 31, 2016 (2015: \$428.2 million). There were no impairment losses recorded for the years ended December 31, 2016 and 2015.

For the purposes of annual impairment testing, goodwill is allocated to the Meat Products CGU Group, being the group expected to benefit from the synergies of the business combinations in which the goodwill arose.

Annual impairment testing involves determining the recoverable amount of the CGU group to which goodwill is allocated, and comparing this to the carrying value of the CGU group. The measurement of the recoverable amount of the CGU group was calculated based on fair value less costs to sell. Where there was no market information available, fair value was determined by discounting the future cash flows generated from the continuing use of the group. The calculation of the fair value based on discounting the future cash flows was based on the following key assumptions:

- Cash flows were projected based on the Company's long-term business plan. Cash flows for a further perpetual
  period were extrapolated using the growth rates listed below. These rates do not exceed the long term average
  growth rate for the countries in which the group operates. Material differences in these estimates could have a
  significant impact on the determination of the recoverable amount.
- The business plan contains forecasts based on past experience of actual operating results in conjunction with anticipated future growth opportunities. While the forecast does assume some base business expansion, largely related to innovation, the primary engine of growth is strategic in nature and is consistent with the projects and expectations as articulated in the Company's strategic plan.
- Discount rates as shown in the table below were applied in determining the recoverable amount of the CGU group.
   The discount rate was estimated based on past experience and the weighted average cost of capital of the Company and other competitors in the industry.

	Discount F	Rate	Growth Rate	
CGU Group	2016	2015	2016	2015
Meat Products	8.0%	8.6%	2.2%	2.2%

The values assigned to the key assumptions represent Management's assessment of future trends in the industries in which the CGU group operates and are based on both external and internal sources and historical trend data.

#### 11. INTANGIBLE ASSETS

	As at Dece	ember 31,
	2016	2015
Definite life	\$ 61,232	\$ 71,302
Indefinite life	66,853	66,853
Total intangible assets	\$ 128,085	\$ 138,155

		Definite Life			
	Software in	Software in			
	use	process	Total		
Cost	\$ 105,979	\$ 5,731	\$ 111,710		
Accumulated amortization	(50,478)	_	(50,478)		
Net balance, December 31, 2016	\$ 55,501	\$ 5,731	\$ 61,232		
	Software in	Software in			
	use	process	Total		
Cost	\$ 150,878	\$ 4,328	\$ 155,206		
Accumulated amortization	(83,904)	_	(83,904)		
Net balance, December 31, 2015	\$ 66,974	\$ 4,328	\$ 71,302		

\$ 66,974

4.328

\$ 71,302

The changes in net carrying amounts of definite life intangibles during 2016 and 2015 were as follows:

			ftware in	T-4-1
	use		process	Total
Net balance, December 31, 2015	\$ 66,974	9	4,328	\$ 71,302
Additions	_		6,071	6,071
Transfers	4,668		(4,668)	_
Amortization	(16,141)		_	(16,141)
Net balance, December 31, 2016	\$ 55,501	4	5,731	\$ 61,232
	Software in	So	oftware in	
	use		process	Total
Net balance, December 31, 2014	\$ 97,234	9	979	\$ 98,213
Additions	<del>_</del>		5,724	5,724
Transfers	2,375		(2,375)	_
Amortization	(32.635)		_	(32.635)

	Indefinite Life		
	Trademarks	Quota	Total
Net balance, December 31, 2016 and 2015	\$ 46,700	\$ 20,153	\$ 66,853

#### **Amortization**

Amortization is recorded through cost of goods sold or selling, general, and administrative expenses depending on the nature of the asset.

# **Disposals**

Disposals during the years ended December 31, 2016 and 2015 were fully amortized. Fully amortized assets previously used for providing ongoing information systems support to divested businesses were disposed of at the end of the transitional period in 2016.

#### **Borrowing Costs**

For the years ended December 31, 2016 and 2015, there were no borrowing costs capitalized.

# Indefinite Life Intangibles

Net balance, December 31, 2015

The indefinite life intangible assets are allocated to the Meat Products CGU Group.

The Company performs annual impairment testing on its indefinite life intangible assets. Annual impairment testing, consistent with the impairment testing for goodwill as described in Note 10, involves determining the recoverable amount of each indefinite life intangible asset and comparing it to the net carrying value.

#### **Trademarks**

The recoverable value of trademarks is calculated using the royalty savings approach, which involves present valuing the royalties earned by similar trademarks. The key assumptions used in this determination are:

	2016	2015
Royalty rate range	1.5 - 2.0%	1.5 - 2.0%
Growth rate	2.20%	2.25%
Discount rate	10.0%	10.0%

#### Quotas

The recoverable value of quotas is determined based on recent sales of similar quota, as this is an active market and reliable information is readily available.

#### 12. PROVISIONS

				Restructuring provis		
	Legal	Environ- mental	Lease make- good	Severance and other employee related costs	Site closing and other cash costs	Total
Balance at December 31, 2015	\$ 2,250	\$ 8,300	\$ 2,337	\$ 25,113	\$ 9,153	\$ 47,153
Charges	_	35	_	9,613	537	10,185
Reversals	_	_	(101)	(3,623)	(1,398)	(5,122)
Cash payments	_	(102)	(8)	(22,439)	(1,387)	(23,936)
Non-cash items	_	_	_	(8)	172	164
Balance at December 31, 2016	\$ 2,250	\$ 8,233	\$ 2,228	\$ 8,656	\$ 7,077	\$ 28,444
Current						\$11,889
Non-current						16,555
Total at December 31, 2016						\$ 28,444

				Restructuring provisi		
	Legal	Environ- mental	Lease make- good	Severance and other employee related costs	Site closing and other cash costs	Total
Balance at December 31, 2014	\$ 2,250	\$11,030	\$4,457	\$ 47,817	\$12,324	\$77,878
Charges	_	_	250	19,874	5,038	25,162
Reversals	_	(2,240)	_	(1,844)	(82)	(4,166)
Cash payments	_	(490)	(1,350)	(40,324)	(8,464)	(50,628)
Non-cash items	_	_	(1,020)	(410)	337	(1,093)
Balance at December 31, 2015	\$ 2,250	\$ 8,300	\$2,337	\$ 25,113	\$ 9,153	\$47,153
Current						\$32,531
Non-current						14,622
Total at December 31, 2015						\$47,153

# **Restructuring and Other Related Costs**

For the year ended December 31, 2016, the Company recorded restructuring and other related costs of \$6.6 million.

The Meat Products Group incurred \$4.8 million in restructuring and other related costs. Of this amount, \$3.2 million related to severance costs net of reversals, \$1.4 million related to asset impairment and accelerated depreciation and \$0.1 million related to site closing costs. Within these amounts, \$3.7 million of severance costs and \$1.0 million of accelerated depreciation related to the announced closure of the Thamesford turkey processing plant.

For the year ended December 31, 2015, the Company recorded restructuring and other related costs of \$33.8 million. The Meat Products Group incurred \$15.3 million in restructuring and other related costs, of this amount, \$8.7 million related to asset impairment and accelerated depreciation, \$4.2 million related to site closing costs and \$2.4 million related to severance and other employee costs net of reversals.

For the years ended December 31, 2016 and 2015, the balance of restructuring costs primarily related to severance and other employee costs that were incurred in connection with ongoing management and organizational structure restructuring initiatives.

#### 13. LONG-TERM DEBT

	As at De	ecember 31,
	2016	2015
Current portion of long-term debt	\$ 794	\$ 813
Long-term debt	9,119	9,843
Long-term debt	\$ 9,913	\$10,656

The Company has various government loans on specific projects, with interest rates ranging from non-interest bearing to 2.9% per annum. These facilities are repayable over various terms from 2022 to 2024. As at December 31, 2016, \$9.9 million (2015: \$10.7 million) was outstanding. All of these facilities are committed.

On June 24, 2016, the Company entered into a new three-year \$400.0 million committed revolving credit facility with a syndicate of Canadian, U.S., and international institutions. The new credit facility replaced the Company's \$200.0 million revolving credit facility that was due to mature on June 30, 2016. This unsecured facility can be drawn in Canadian or U.S. dollars and bears interest payable monthly, based on Banker's Acceptance and Prime rates for Canadian dollar loans and LIBOR for U.S. dollar loans. The facility is intended to meet the Company's funding requirements for general purposes, and to provide appropriate levels of liquidity. As at December 31, 2016, the Company had drawn only letters of credit of \$6.2 million on this facility (2015: \$60.3 million on the previous facility).

The revolving term facility requires the maintenance of certain covenants. As at December 31, 2016, the Company was in compliance with all of these covenants.

The Company has an additional uncommitted credit facility for issuing up to a maximum of \$120.0 million letters of credit. As at December 31, 2016, \$63.4 million of letters of credit had been issued thereon (2015: \$79.4 million). These letters of credit have been collateralized with cash, as further described in Note 4 of the consolidated financial statements.

The Company's estimated average effective cost of borrowing for 2016 was approximately 4.6%, which excludes any impact of interest rate hedges (2015: 4.5%). Required repayments of long-term debt are as follows:

2017	\$ 1,083
2018	1,083
2019	1,083
2020	1,083
2021	1,083
Thereafter	5,765
Total long-term debt	\$ 11,180

# 14. OTHER CURRENT LIABILITIES

		As at Dec	embe	er 31,
	Notes	2016		2015
Derivative instruments	17	\$ 8,430	\$	13,662
Obligation for repurchase of shares	16	88,322		12,574
Other		105		3,401
		\$ 96,857	\$	29,637

#### 15. OTHER LONG-TERM LIABILITIES

		As at Dec	embe	r 31,
	Note	2016		2015
Derivative instruments	17	\$ _	\$	6,480
Step rent and lease inducements		9,001		9,545
Other		3,653		4,876
		\$ 12,654	\$	20,901

#### 16. SHARE CAPITAL

	Common	Shares	Treasury	Stock
(thousands of shares)	2016	2015	2016	2015
Balance, beginning of year	134,987	142,943	93	12
Distributions under share-based compensation plans	182	148	(182)	(148)
Exercise of share options	163	262	_	_
Shares repurchased	(2,618)	(8,137)	_	_
Purchase of treasury stock	(629)	(229)	629	229
Balance, end of year	132,085	134,987	540	93

#### **Common Shares**

The authorized share capital consists of an unlimited number of common shares, an unlimited number of non-voting common shares, and an unlimited number of preference shares. These shares have no par value.

The holders of common shares are entitled to receive dividends as declared from time to time, and are entitled to one vote per share at meetings of the Company.

On May 1, 2014, shareholders of the Company reconfirmed the Shareholder Rights Plan (the "Rights Plan"). While the Rights Plan was entered into on December 5, 2011, it required reconfirmation by shareholders of the Company at the May 2014 annual meeting in order to remain in effect. Under an amended and restated governance agreement with McCain Capital Inc. and Michael H. McCain signed February 21, 2017, the Rights Plan will be permitted to expire in May 2017. See note 27 Subsequent Events for more details.

#### **Treasury Stock**

Treasury stock is comprised of shares purchased by a trust in order to satisfy the requirements of the Company's Restricted Share Plan, as described in Note 22.

# **Share Repurchase**

On May 16, 2016, the Toronto Stock Exchange ("TSX") accepted the Company's notice of intention to commence a Normal Course Issuer Bid ("NCIB"), which allows the Company to repurchase, at its discretion, up to 8.70 million common shares in the open market or as otherwise permitted by the TSX, subject to the normal terms and limitations of such bids. Common shares purchased by the Company are cancelled. The program commenced on May 19, 2016 and will terminate on May 18, 2017, or on such earlier date as the Company completes its purchases pursuant to the notice of intention. Under this bid during the year ended December 31, 2016, 2.11 million shares were purchased for cancellation for \$60.5 million at a volume weighted average price paid of \$28.74 per common share.

On March 23, 2015, the TSX accepted the Company's notice of intention to commence a NCIB which allowed the Company to repurchase, at its discretion, up to approximately 8.65 million common shares in the open market or as otherwise permitted by the TSX, subject to the normal terms and limitations of such bids. The program commenced on March 25, 2015 and was terminated on January 22, 2016, as the Company completed its purchase and cancellation of 8.65 million common shares for \$194.5 million at a weighted average price paid of \$22.48 per common share. Under this bid during the year ended December 31, 2016, 0.51 million (2015: \$.14 million) shares were purchased for cancellation for \$11.9 million (2015: \$182.5 million) at a volume weighted average price paid of \$23.23 (2015: \$22.44) per common share.

The Company entered into an Automatic Share Purchase Plan ("ASPP") with a broker that allows the purchase of common shares for cancellation under the NCIB at any time during predetermined trading blackout periods. As at December 31, 2016, an obligation for the repurchase of shares of \$88.3 million (2015: \$12.6 million) was recognized under the ASPP.

#### 17. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT ACTIVITIES

#### Capital

The Company's objective is to maintain a cost effective capital structure that supports its long-term growth strategy and maximizes operating flexibility. In allocating capital to investments to support its earnings goals, the Company establishes internal hurdle return rates for capital initiatives. Capital projects are generally financed with internal cash flows and senior debt where required.

The Company typically uses leverage in its capital structure to reduce the cost of capital. The Company's goal is to maintain its primary credit ratios and leverage at levels that are designed to provide continued access to investment-grade credit pricing and terms. The Company measures its credit profile using a number of metrics, some of which are non-IFRS measures, primarily cash and cash equivalents, less long-term debt and bank indebtedness ("net cash (debt)") to earnings before interest, income taxes, depreciation, amortization, restructuring and other related costs ("EBITDA"), and interest coverage.

The Company's various credit facilities are subject to certain financial covenants. As at December 31, 2016, the Company was in compliance with all of these covenants.

In addition to senior debt, credit facilities, and equity, the Company uses leases and very limited recourse accounts receivable securitization programs as additional sources of financing.

The Company has maintained a stable dividend distribution that is based on a long-term sustainable net earnings base. From time to time, the Company has purchased shares for cancellation pursuant to normal course issuer bids and to satisfy awards under its Share Incentive Plan.

There have been no material changes to the Company's risk management activities during the year ended December 31, 2016.

#### **Financial Instruments**

The Company's financial assets and liabilities are classified into the following categories:

Cash and cash equivalents	Held for trading
Accounts receivable	Loans and receivables
Notes receivable	Loans and receivables
Bank indebtedness	Other financial liabilities
Accounts payable and accrued liabilities	Other financial liabilities
Long-term debt	Other financial liabilities
Derivative instruments <sup>(i)</sup>	Held for trading

These derivative instruments may be designated as cash flow hedges or as fair value hedges as appropriate.

The Company applies hedge accounting as appropriate and uses derivatives and other non-derivative financial instruments to manage its exposures to fluctuations in foreign exchange rates and commodity prices.

The fair values and notional amounts of derivative financial instruments as at December 31 are shown below:

	2016				2015							
	Notional			Fair value		Notional		Fair value				
		amount <sup>(i)</sup>		Asset	Li	iability		amount <sup>(i)</sup>		Asset	L	iability
Cash flow hedges	,											
Foreign exchange contracts <sup>(ii)</sup>	\$	182,696	\$	348	\$	1,019	\$	101,768	\$	258	\$	3,740
Commodity contracts <sup>(ii)</sup>		_		_		_		16,292		_		457
Fair value hedges											•	
Commodity contracts <sup>(ii)</sup>	\$	44,738	\$	_	\$	848	\$	40,128	\$	1,746	\$	_
Derivatives not designated in a												
formal hedging relationship												
Interest rate swaps	\$	520,000	\$	2,128	\$	5,893	\$	520,000	\$	5,078	\$ 1	12,798
Foreign exchange contracts <sup>(ii)</sup>		450,259	1	1,248		670		161,456		2,587		921
Commodity contracts <sup>(ii)</sup>		537,621	1	3,113		_		197,205		3,119		2,226
Total fair value			\$ 2	26,837	\$	8,430			\$	12,788	\$2	20,142
Current <sup>(iii)</sup>	,	,	\$2	26,837	\$	8,430			\$	10,265	\$ 1	13,662
Non-current				_		_				2,523		6,480
Total fair value	,		\$ 2	26,837	\$	8,430			\$	12,788	\$2	20,142

Unless otherwise stated, notional amounts are stated at the contractual Canadian dollar equivalent.

The fair value of financial assets and liabilities classified as loans and receivables and other financial liabilities (excluding long-term debt) approximate their carrying value due to their short-term nature.

The carrying value of long-term debt as at December 31, 2016 and 2015 approximates its fair value. The fair value of the Company's long-term debt has been classified as Level 2 in the fair value hierarchy and was estimated based on discounted future cash flows using current rates for similar financial instruments subject to similar risks and maturities.

Financial assets and liabilities classified as held-for-trading are recorded at fair value. The fair values of the Company's interest rate and foreign exchange derivative financial instruments were estimated using current market measures for interest rates and foreign exchange rates. Commodity futures and commodity options contracts are exchange-traded and over-the-counter. Fair value is determined based on exchange prices and other observable market data.

Derivatives not designated in a formal hedging relationship are classified as held-for-trading. Net gains and losses on financial instruments held-for-trading consist of realized and unrealized gains and losses on derivatives that were de-designated or were otherwise not in a formal hedging relationship.

For the year ended December 31, 2016, the Company recorded a gain of \$43.7 million (2015: gain of \$32.4 million) on financial instruments held for trading. The gain was mainly attributed to a gain in commodity exchange traded contracts which hedge and offset price risk volatility inherent in the hog operational business.

For the year ended December 31, 2016, the pre-tax amount of hedge ineffectiveness recognized in other income (expense) was a loss of \$0.0 million (2015: gain of \$0.1 million).

<sup>(</sup>ii) Derivatives are short-term and will impact profit or loss at various dates within the next 12 months.

<sup>(</sup>iii) As at December 31, 2016, the above fair value of current assets has been reduced on the consolidated balance sheet by an amount of \$3.4 million (2015: reduced by \$1.6 million), which represents the excess of the fair market value of exchange traded commodities contracts over the initial margin requirements. The excess or deficit in maintenance margin requirements with the futures exchange is net settled in cash each day and is therefore presented as cash and cash equivalents.

The table below sets out fair value measurements of financial instruments as at December 31, 2016 using the fair value hierarchy:

	Level 1	Level 2	Level 3	Total
Assets:				
Foreign exchange contracts	\$ _	\$ 11,596	\$ _	\$ 11,596
Commodity contracts	12,341	772	_	13,113
Interest rate swaps	_	2,128	_	2,128
	\$ 12,341	\$ 14,496	\$ _	\$ 26,837
Liabilities:				
Foreign exchange contracts	\$ _	\$ 1,689	\$ _	\$ 1,689
Commodity contracts	848	_	_	848
Interest rate swaps	_	5,893	_	5,893
	\$ 848	\$ 7,582	\$ _	\$ 8,430

There were no transfers between levels for the year ended December 31, 2016. Determination of fair value and the resulting hierarchy requires the use of observable market data whenever available. The classification of a financial instrument in the hierarchy is based upon the lowest level of input that is significant to the measurement of fair value. For financial instruments that are recognized at fair value on a recurring basis, the Company determines whether transfers have occurred between levels in the hierarchy by re-assessing categorization at the end of each reporting period.

The risks associated with the Company's financial instruments and policies for managing these risks are detailed below.

#### **Credit Risk**

Credit risk refers to the risk of losses due to failure of the Company's customers and counterparties to meet their payment obligations.

In the normal course of business, the Company is exposed to credit risk from its customers, substantially all of which are in the retail, food service, industrial, and convenience channels. The Company performs ongoing credit evaluations of new and existing customers' financial condition, and reviews the collectibility of its trade accounts receivable and other receivables in order to mitigate any possible credit losses. The Company has accounts receivable outstanding greater than 60 days past due and maintains an allowance for doubtful accounts relating to specific losses estimated on individual exposures as described in Note 5. Average accounts receivable days sales outstanding for the year is consistent with historic trends.

Management believes concentrations of credit risk with respect to accounts receivable is limited due to the generally high credit quality of the Company's major customers, the large number and geographic dispersion of smaller customers, and the operation of the accounts receivable securitization facility as mentioned previously. The Company does, however, conduct a significant amount of business with a small number of large grocery retailers. The Company's largest customer as at December 31, 2016 comprises approximately 13.2% (2015: 14.0%) of total sales.

The Company is exposed to credit risk on its notes receivable from an unconsolidated structured entity in respect of the accounts receivable securitization program as described in Note 23. Management believes that this credit risk is limited by the long-term AA- debt rating held by the financial institution financing the third party trust. The Company is exposed to credit risk on its cash and cash equivalents (comprising primarily of deposits with Canadian chartered banks) and non-exchange-traded derivative contracts. The Company mitigates this credit risk by transacting primarily with counterparties that are major international financial institutions with long-term debt ratings of A or higher. The Company's maximum exposure to credit risk at the balance sheet date consisted primarily of the carrying value of non-derivative financial assets and non-exchange-traded derivatives with positive fair values.

#### Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities.

The contractual undiscounted principal cash flows payable in respect of financial liabilities as at the balance sheet date, were as follows:

			D	ecembe	r 31, 2016	6		
							after 3 years	Total
Financial liabilities								
Accounts payable and accruals	\$ 256,163	\$	_	\$	_	\$	_	\$ 256,163
Long-term debt <sup>(i)</sup>	1,083		1,083		1,083		7,931	11,180
Foreign exchange contracts	1,689		_		_		_	1,689
Commodity futures contracts	848		_		_		_	848
Interest rate swaps <sup>(i)</sup>	5,893		_		_		_	5,893
Other liabilities	89,622		1,134		867		1,425	93,048
Total	\$ 355.298	\$	2.217	\$	1.950	\$	9.356	\$ 368.821

<sup>(</sup>i) Does not include contractual interest payments

The Company manages liquidity risk by monitoring forecasted and actual cash flows, minimizing reliance on any single source of credit, maintaining sufficient undrawn committed credit facilities and managing the maturity profiles of financial assets and financial liabilities to minimize re-financing risk.

As at December 31, 2016, the Company had available undrawn committed credit of \$393.8 million (2015: \$139.7 million) under the terms of its principal banking arrangements (Note 13). These banking arrangements are subject to certain covenants and other restrictions.

#### **Market Risk**

#### Interest Rate Risk

Interest rate risk refers to the risk that the value of a financial instrument or cash flows associated with the instrument will fluctuate due to changes in market interest rates.

The Company's interest rate risk arises from long-term borrowings issued at fixed rates that create fair value interest rate risk and variable rate borrowings that create cash flow interest rate risk. In addition, the Company's cash balances are typically invested in short-term interest bearing assets.

The Company manages its interest rate risk exposure by using a mix of fixed and variable rate debt and periodically using interest rate derivatives to achieve the desired proportion of variable to fixed-rate debt.

At December 31, 2016 and 2015, the Company had no variable rate debt, however, the Company is exposed to floating interest rates on its accounts receivable securitization program. As at December 31, 2016, the amount serviced pursuant to this program was \$84.5 million at a weighted average interest rate of 1.0% (2015: \$91.5 million at a weighted average interest rate of 1.6%). The maximum amount available to the Company under these programs is \$110.0 million (2015: \$110.0 million).

As at December 31, 2016, 10.5% (2015: 10.4%) of the Company's outstanding debt and revolving accounts receivable securitization program were not exposed to interest rate movements.

As at December 31, 2016, the Company had fixed-rate debt of \$9.9 million (2015: \$10.7 million) with a weighted average notional interest rate of 4.3% (2015: 4.4%). Changes in market interest rates cause the fair value of long-term debt with fixed interest rates to fluctuate but do not affect net earnings, as the Company's debt is carried at amortized cost and the carrying value does not change as interest rates change.

## Foreign Exchange Risk

Foreign exchange risk refers to the risk that the value of financial instruments or cash flows will fluctuate due to changes in foreign exchange rates.

The Company's foreign exchange risk arises primarily from transactions in currencies other than Canadian dollars, US dollar-denominated borrowings, and investments in foreign operations.

The Company uses foreign exchange forward contracts to manage foreign exchange transaction exposures. The primary currencies to which the Company is exposed to are the U.S. dollar and the Japanese yen. Qualifying foreign currency forward contracts are accounted for as cash flow hedges. As of December 31, 2016, \$182.7 million (2015: \$101.8 million) of anticipated foreign currency denominated sales and purchases have been hedged with underlying foreign exchange forward contracts settling at various dates beginning January 2017. The aggregate net fair value of these forward contracts was a loss

of \$0.7 million as at December 31, 2016 (2015: loss of \$3.5 million) that was recorded in accumulated other comprehensive income (loss) with an offsetting amount recorded in other current assets and liabilities. The Company also holds foreign exchange contracts for \$450.3 million (2015: \$161.5 million) related to anticipated foreign currency denominated sales and purchases that are not held in a qualifying hedge relationship.

It is estimated that, all else constant, an adverse hypothetical 10% change in the value of the Canadian dollar against all relevant currencies would result in a decrease in the fair value of the Company's foreign exchange forward contracts of \$15.9 million, with a corresponding decrease in earnings before taxes of \$24.6 million offset by an increase in other comprehensive income before taxes of \$8.7 million.

# Commodity Price Risk

The Company is exposed to price risk related to commodities such as live hogs, fuel costs, and purchases of certain other agricultural commodities used as raw materials, including feed grains. The Company may use fixed price contracts with suppliers as well as exchange-traded and over-the-counter futures and options to manage its exposure to price fluctuations.

The Company uses futures to minimize the price risk assumed under forward priced contracts with suppliers. This includes futures contracts that are designated and accounted for as fair value hedges as well as non-designated derivative instruments.

The Company also uses futures to minimize the price risk of anticipated or forecasted transactions which are accounted for as cash flow hedges as well as non-designated derivative instruments.

Changes in the fair value of the cash flow hedging derivatives are recorded in other comprehensive income (loss) to the extent the hedge is effective in mitigating the exposure to the related anticipated transaction, and subsequently reclassified to earnings to offset the impact of the hedged items when they affect earnings. The Company did not have any futures contracts designated as cash flow hedging derivatives as at December 31, 2016. The aggregate fair value of futures contracts designated as cash flow hedging derivatives for the year ended December 31, 2015 was a gain of \$0.5 million that was recorded in accumulated other comprehensive income (loss) with an offsetting amount recorded in other current liabilities. The Company also holds commodity contracts designated as fair value hedges for \$44.7 million (2015: \$40.1 million) and has \$537.6 million (2015: \$197.2 million) in contracts that are not held in a qualifying hedge relationship.

It is estimated that, all else constant, an adverse hypothetical 10% change in market prices of the underlying commodities would result in a decrease in the fair value of underlying outstanding derivative contracts of \$17.8 million, with a decrease in earnings before taxes of \$17.8 million and \$0.0 million in other comprehensive income (loss). These amounts exclude the offsetting impact of the commodity price risk inherent in the transactions being hedged.

# Accumulated other comprehensive income (loss)

The Company estimates that \$0.7 million, net of tax of \$0.2 million, of the unrealized gain included in accumulated other comprehensive income (loss) will be reclassified into net earnings within the next 12 months. The actual amount of this reclassification will be impacted by future changes in the fair value of financial instruments designated as cash flow hedges. The actual amount reclassified could differ from this estimated amount.

During the year ended December 31, 2016, a gain of \$6.6 million, net of tax of \$2.3 million, was released to earnings from accumulated other comprehensive income (loss) and included in the net change for the year (2015: loss of \$11.1 million, net of tax of \$3.9 million).

# 18. OTHER INCOME (EXPENSE)

	2016	2015
Gain (loss) on disposal of property and equipment	\$ (4,195)	\$ (753)
Gain (loss) on sale of investment properties	5,430	11,097
Recovery from insurance claims	425	2,010
Net investment property expense	(1,819)	(3,578)
Impairment of assets <sup>(i)</sup>	(2,831)	(1,907)
Depreciation of assets used to support divested businesses (ii)	(1,331)	(14,482)
Interest income	2,790	3,393
Provision estimate changes	<del>_</del>	2,217
Net expense on non-designated interest rate swaps	(4,028)	(5,034)
Change in fair value of non-designated interest rate swaps	3,955	4,768
Other	(1,992)	370
	\$ (3,596)	\$ (1,899)

<sup>(</sup>i) Relates to the impairment of property and equipment not in use.

# 19. INTEREST EXPENSE AND OTHER FINANCING COSTS

	2016	2015
Interest expense on long-term debt	\$ 403	\$ 377
Interest expense on securitized receivables	1,520	1,667
Deferred finance charges	688	337
Other interest charges	2,308	2,330
Other financing costs	1,448	_
	\$ 6,367	\$ 4,711

# 20. INCOME TAXES

The components of income tax expense were as follows:

	2016		2015
,			
\$	4,767	\$	1,893
\$	4,767	\$	1,893
\$	63,124	\$	13,225
	_		(3,881)
	_		(166)
\$	63,124	\$	9,178
\$	67,891	\$	11,071
	\$	\$ 4,767	\$ 4,767 \$ \$ 4,767 \$ \$ 4,767 \$ \$ 4,767 \$ \$ \$ 63,124 \$ \$ \$ 63,124 \$ \$

<sup>(</sup>ii) Relates to assets used to provide ongoing information systems support to divested businesses during a transitional period. As a result of divestitures during 2014, the Company revised the estimated useful life of these assets, resulting in a depreciation charge in excess of cost recoveries. During the year ended December 31, 2016, the Company further revised the estimated useful life of these assets, resulting in a reduction in the depreciation charge recorded during the period.

#### **Reconciliation of Effective Tax rate**

Income tax expense varies from the amount that would be computed by applying the combined federal and provincial statutory income tax rates as a result of the following:

	2016	2015
Income tax expense according to combined statutory rate of 26.8% (2015: 26.6%)	\$ 66,891	\$ 14,017
Increase (decrease) in income tax resulting from:		
Deferred tax expense (recovery) relating to changes in tax rates	_	(166)
Tax rate differences in other jurisdictions	249	354
Manufacturing and processing credit	(1,714)	(314)
Share-based compensation	904	725
Non-deductible expenses	596	289
Unrecognized income tax benefit of losses	70	67
Adjustment for favorable tax audit resolution	_	(2,950)
Other	895	(951)
	\$ 67,891	\$ 11,071

# Income Tax Recognized in Other Comprehensive Income (Loss)

	2016	 2015
Derivative instruments	\$ 850	\$ (690)
Pension adjustments	16,963	150
	\$ 17,813	\$ (540)

## **Deferred Tax Assets and Liabilities**

Recognized Deferred Tax Asset and Liabilities

The Company has recognized deferred tax assets in the amount of approximately \$56.0 million (2015: \$94.0 million), relating primarily to tax losses carried forward and future deductions for employee benefits and restructuring expenses. These deferred tax assets are recorded based on the Company's estimate that it will earn sufficient taxable profits to fully utilize its tax losses in the appropriate carry over periods.

The Company has recognized deferred tax liabilities in the amount of approximately \$78.3 million (2015: \$38.9 million), relating primarily to claims for tax depreciation in excess of accumulated book depreciation, cash basis farming adjustments, and the excess of book value over the tax cost of intangible assets.

	As at December 31			
	 2016		2015	
		,	Restated) Note 3(v))	
Deferred tax assets:				
Tax losses carried forward	\$ 13,794	\$	36,746	
Accrued liabilities	5,292		16,955	
Employee benefits	35,830		35,317	
Other	1,095		4,985	
	\$ 56,011	\$	94,003	
Deferred tax liabilities:				
Property and equipment	\$ 34,759	\$	10,465	
Cash basis farming	26,096		10,995	
Goodwill and other intangible assets	17,449		17,449	
	\$ 78,304	\$	38,909	
Classified in the consolidated financial statements as:				
Deferred tax asset	\$ _	\$	55,094	
Deferred tax liability	22,293		_	
	,			

Unrecognized Deferred Tax Assets

The Company has no unrecognized deferred tax assets as at December 31, 2016 and 2015.

Unrecognized Deferred Tax Liabilities

There is no unrecognized temporary difference as at December 31, 2016 and 2015.

#### 21. EARNINGS PER SHARE

Basic earnings per share amounts are calculated by dividing the net earnings of the Company by the weighted average number of shares outstanding during the year.

Diluted earnings per share amounts are calculated by dividing the net earnings of the Company by the weighted average number of shares outstanding during the year, adjusted for the effects of potentially dilutive instruments.

The following table sets forth the calculation of basic and diluted earnings (loss) per share ("EPS"):

		2016			2015	
		Weighted			Weighted	
		average			average	
	Net	number of		Net	number of	
Years ended December 31,	earnings	shares <sup>(ii)</sup>	EPS	earnings	shares <sup>(ii)</sup>	EPS
Basic	\$181,702	134.2	\$ 1.35	\$ 41,580	140.2	\$ 0.30
Stock options <sup>(i)</sup>		3.4			1.5	
Diluted	\$181,702	137.6	\$ 1.32	\$ 41,580	141.7	\$ 0.29

Excludes the effect of approximately 3.2 million (2015: 4.0 million) options and performance shares that are anti-dilutive.

# 22. SHARE-BASED PAYMENT

Under the Maple Leaf Foods Share Incentive Plan and the Share Options Plan in effect as at December 31, 2016, the Company may grant options to its employees and employees of its subsidiaries to purchase shares of common stock. Under the Maple Leaf Foods Restricted Share Unit Plan (adopted in 2006) ("the 2006 Plan") in effect as at December 31, 2016, the Company may grant Restricted Share Units ("RSUs") and Performance Share Units ("PSUs") to its employees and employees of its subsidiaries entitling employees to receive common shares or cash at the Company's option. Options, RSUs, and PSUs are granted from time to time by the Human Resources and Compensation Committee or by the Board of Directors on the

<sup>(</sup>ii) In millions.

recommendation of the Human Resources and Compensation Committee. The vesting conditions for options, RSUs, and PSUs are specified by the Board of Directors and may include the continued service of the employee with the Company and/or other criteria based on measures of the Company's performance.

Under the Company's Share Purchase and Deferred Share Unit Plan ("DSU Plan"), eligible Directors may elect to receive their retainer and fees in the form of Deferred Share Units ("DSUs") or as common shares of the Company.

# **Stock Options**

Since it was adopted in 2004, options were granted under the Share Incentive Plan. In 2016, the Share Option Plan was adopted and will be the only plan under which options will be granted after 2016. A summary of the status of the Company's outstanding stock options as at December 31, 2016 and 2015, and changes during these years are presented below:

	2016	2016		
		Weighted average		
	Options outstanding	exercise price	Options outstanding	exercise price
Outstanding, beginning of year	3,608,000	\$16.61	3,141,200	\$14.83
Granted	841,300	22.53	728,400	22.52
Exercised	(162,500)	17.39	(261,600)	11.60
Forfeited	(26,800)	20.28	_	_
Outstanding, end of year	4,260,000	\$17.73	3,608,000	\$16.61
Options currently exercisable	2,554,900	\$14.86	2,105,600	\$13.22

All outstanding stock options vest and become exercisable over a period not exceeding five years (time vesting) from the date of grant. The outstanding options have a term of seven years.

The number of options outstanding as at December 31, 2016, is as follows:

	O	Options Outstanding		Options exerc	currently isable	Options s timing ve	subject to sting only
Range of exercise prices	Number outstanding	Weighted average exercise price	Weighted average remaining term of options (in years)	Number exercisable	Weighted average exercise price	Number outstanding	Weighted average exercise price
\$11.36 to \$11.85	1,664,900	\$11.64	1.4	1,664,900	\$11.64	_	\$ —
\$20.28 to \$22.53	2,595,100	21.63	5.3	890,000	20.88	1,705,100	22.03
Total Options	4,260,000	\$17.73	3.8	2,554,900	\$14.86	1,705,100	\$22.03

The number of options outstanding as at December 31, 2015, is as follows:

	C	ptions outst	anding	Options exerci	•	Options s timing ves	•
Range of exercise prices	Number outstanding	Weighted average exercise price	Weighted average remaining term of options (in years)	Number exercisable	Weighted average exercise price	Number outstanding	Weighted average exercise price
\$11.36 to \$11.85	1,718,600	\$11.63	2.39	1,718,600	\$11.63	_	\$ —
\$20.28 to \$22.52	1,889,400	21.14	5.89	387,000	20.28	1,502,400	21.37
Total Options	3,608,000	\$16.61	4.23	2,105,600	\$13.22	1,502,400	\$21.37

At grant date, each option series is measured at fair value based on the Black-Scholes formula. Expected volatility is estimated by considering historic average share price volatility. The inputs used in this model for the options granted during the years ended December 31, 2016 and 2015 are shown in the table below.

	2016	2015
Share price at grant date	\$23.14	\$21.86
Exercise price	\$22.53	\$22.52
Expected volatility <sup>(i)</sup>	23.71%	24.33%
Option life (in years) <sup>(ii)</sup>	4.5	4.5
Expected dividend yield	1.56%	1.46%
Risk-free interest rate <sup>(iii)</sup>	0.67%	0.95%

<sup>(</sup>i) Weighted average based on number of units granted.

There were 841,300 (2015: 728,400) stock options issued during the year ended December 31, 2016. The fair value of options granted during the year ended December 31, 2016 was \$3.4 million (2015: \$2.6 million). Amortization charges relating to current and prior year options were \$3.5 million (2015: \$2.8 million).

## **Restricted Share Units and Performance Share Units**

The awards granted under the 2006 Plan are satisfied either by shares to be purchased on the open market by a trust established for that purpose, or cash at the option of the Company on the time of vesting.

Under the 2006 Plan, one common share of the Company may be distributed for each RSU, and these units vest strictly over time. The PSUs are subject to both time and performance vesting. The PSUs provide the holder with up to two RSUs based on the achievement of predetermined Company performance targets. All outstanding RSUs and PSUs under the 2006 Plan vest over a period of approximately one to three years from the date of grant.

A summary of the status of the Company's RSU plans (including PSUs) as at December 31, 2016 and 2015 and changes during these periods is presented below:

	2016		2015	
	Weighted		,	Weighted
		average		average
	RSUs	fair value	RSUs	fair value
	outstanding	at grant	outstanding	at grant
Outstanding, beginning of year	1,598,462	\$20.61	1,320,259	\$15.37
Granted	414,630	22.29	1,136,045	22.03
Exercised	(343,699)	22.48	(751,564)	14.04
Forfeited	(98,724)	18.55	(106,278)	17.40
Outstanding, end of year	1,570,669	\$17.86	1,598,462	\$20.61

On April 1, 2016, the Company communicated to its employees the intent to issue RSUs in early 2017. These units have a three year service period.

Of the RSUs exercised, the Company settled 12,538 (2015: 581,813) units in cash rather than equity instruments. Commencing from the date of modification the Company has accounted for these as cash-settled awards. As a result of the terms of modification the amount of this liability was fixed as at the date of the sale of Canada Bread. All of the Company's remaining outstanding RSUs are accounted for as equity-settled awards.

The fair value of RSUs and PSUs granted in 2016 was \$7.6 million (2015: \$22.5 million). Expenses for the year ended December 31, 2016 relating to current and prior year RSUs and PSUs, were \$25.0 million (2015: \$11.8 million), of which \$0.7 million (2015: \$2.8 million) related to RSUs and PSUs that were cash settled.

<sup>(</sup>ii) Expected weighted average life.

<sup>(</sup>iii) Based on Government of Canada bonds.

The key assumptions used in the valuation of fair value of RSUs granted during the year are shown in the table below(1).

	2016	2015
Expected RSU life (in years)	3.22	1.78
Forfeiture rate	17.4%	10.3%
Risk-free discount rate	0.4%	0.5%

<sup>(</sup>i) Weighted average based on number of units granted.

#### **Director Share Units**

If an eligible Director elects to receive his or her retainer and fees as common shares of the Corporation, the Company purchases shares at market rates on behalf of the participating Directors.

Prior to 2013, if an eligible Director elected to receive his or her fees and retainer in the form of DSUs, each DSU had a value equal to the market value of one common share of the Company at the time the DSU is credited to the Director. DSUs attract dividends in the form of additional DSUs at the same rate as dividends on common shares of the Company. The value of each DSU is measured at each reporting date and is equivalent to the market value of a common share of the Company at the reporting date.

In 2013, the Company adopted a new Share Purchase and Deferred Share Unit Plan (the "2013 DSU Plan"), which replaced the Company's existing Share Purchase and Deferred Share Unit Plan (the "2002 DSU Plan"). The 2002 DSU Plan only allows for DSUs to be satisfied in cash, whereas the 2013 DSU Plan allows the Company, at its discretion, the flexibility to satisfy DSUs in common shares, either issued from treasury or purchased by the Company on the open market. DSUs outstanding under the 2002 DSU Plan will be governed by the terms of the 2002 DSU Plan, unless a participant elected in writing that his or her DSUs outstanding under the 2002 DSU Plan are to be governed by the 2013 DSU Plan.

The fair value of director share units expensed during the year ended December 31, 2016 was \$1.4 million (2015: \$1.1 million).

A summary of the status of the Company's outstanding DSUs as at December 31, 2016 and 2015, and changes during these years is presented below:

	2016		2015		
Units Outstanding	2013 DSU plan	2002 DSU plan	2013 DSU plan	2002 DSU plan	
Outstanding, beginning of year	293,234	19,169	396,926	18,893	
Additions: granted	48,148	_	48,327	_	
Additions: dividends reinvested	4,129	249	5,033	276	
Exercised	(11,067)	_	(157,052)	_	
Outstanding, end of year	334,444	19,418	293,234	19,169	
Value of liability at December 31 <sup>(i)</sup>	\$ <u> </u>	\$ 554	\$ —	\$ 462	

<sup>(</sup>i) Value of liability is only applicable to 2002 plan.

## 23. COMPOSITION OF THE COMPANY

#### **Unconsolidated Structured Entity**

On August 26, 2016, the Company entered into a new three-year accounts receivable securitization facility. The maximum cash advance available to the Company under this program is \$110.0 million. The new facility replaced the Company's existing facility that was due to mature on September 30, 2016. Under the new facility, the Company has sold certain of its trade accounts receivable, with very limited recourse, to an unconsolidated third-party trust financed by an international financial institution with a long-term AA- debt rating and short-term notes back to the Company. The receivables are sold at a discount to face value based on prevailing money market rates. The Company retains servicing responsibilities for these receivables. On termination of the previous facility, the Company re-purchased all receivables and sold only a portion of these into the new facility.

Under the previous securitization facility, the Company had sold certain of its trade accounts receivable to an unconsolidated structured entity owned by a financial institution, under a revolving securitization program. The Company retained servicing responsibilities for these receivables. The structured entity financed the purchase of these receivables by issuing senior debt instruments to the financial institution, short-term mezzanine notes back to the Company, and an equity interest held by the

financial institution. The maximum potential loss that could be borne by subordinated interests in the structured entity was a \$1.5 million equity interest.

As at December 31, 2016, trade accounts receivable being serviced under this facility amounted to \$116.2 million (2015: \$192.6 million). In return for the sale of its trade receivables, the Company will receive cash of \$83.7 million (2015: \$88.9 million) and notes receivable in the amount of \$32.5 million (2015: \$103.7 million). The notes receivable are non-interest bearing and are settled on the settlement dates of the securitized accounts receivable. Due to the timing of receipts and disbursements, the Company may, from time to time, also record a receivable or payable related to the securitization facility. As at December 31, 2016, the Company recorded a net payable amount of \$0.9 million (2015: \$2.9 million net payable) in accounts payable and accruals.

The Company's maximum exposure to loss due to its involvement with a structured entity is equal to the current carrying value of the interest in the notes receivable due from the structured entity. The Company has not recognized any income or losses with its interest in unconsolidated structured entities for the year ended December 31, 2016 and 2015.

#### 24. COMMITMENTS AND CONTINGENCIES

- (a) The Company has been named as a defendant in several legal actions and is subject to various risks and contingencies arising in the normal course of business. Management is of the opinion that the outcome of these uncertainties will not have a material adverse effect on the Company's financial position.
- (b) In the normal course of business, the Company and its subsidiaries enter into sales commitments with customers, and purchase commitments with suppliers. These commitments are for varying terms and can provide for fixed or variable prices. The Company believes that these contracts serve to reduce risk, and does not anticipate that losses will be incurred on these contracts.
- (c) The Company has entered into a number of construction contracts related to the construction of new and expansion of existing facilities. Contract commitments as at December 31, 2016 were \$4.9 million (2015: \$9.1 million).
- (d) The Company has lease, rent, and other commitments that require minimum annual payments as follows:

2017	\$ 52,352
2018	37,300
2019	31,547
2020	23,197
2021	19,457
Thereafter	71,263
	\$ 235,116

For the year ended December 31, 2016, an amount of \$33.2 million was recognized as an expense in earnings in respect of operating leases (2015: \$35.7 million).

# 25. RELATED PARTY TRANSACTIONS

The Company sponsors a number of defined benefit and defined contribution plans. During the year ended December 31, 2016, the Company's contributions to these plans were \$9.3 million (2015: \$9.6 million).

Key management personnel are those persons having authority and responsibility for planning, directing, and controlling the activities of the Company and/or its subsidiary, directly or indirectly, including any external director of the Company and/or its subsidiary.

Remuneration of key management personnel of the Company is comprised of the following expenses:

	2016	2015
Short-term employee benefits		
Salaries, bonuses, and fees	\$ 13,084	\$ 7,052
Company car allowances	288	274
Other benefits	147	256
Total short-term employee benefits	\$ 13,519	\$ 7,582
Severance benefits	<del>-</del>	476
Post-employment benefits	840	782
Share-based compensation	12,596	8,811
Total remuneration	\$ 26,955	\$ 17,651

During the year ended December 31, 2016, key management personnel of the Company exercised 0.1 million (2015: 0.1 million) share options granted under the Maple Leaf Foods Share Incentive Plan for an amount of \$1.3 million (2015: \$1.7 million).

The Company's largest shareholder is McCain Capital Inc. ("MCI") which is beneficially owned and controlled by Mr. Michael H. McCain, Chief Executive Officer and President of the Company. For the year ended December 31, 2016, the Company received services from MCI in the amount of \$0.6 million (2015: \$0.4 million), which represented the market value of the transactions with MCI. As at December 31, 2016, \$0.2 million (2015: \$0.0 million) was owing to MCI relating to these transactions.

McCain Financial Advisory Services ("MFAS"), is an entity jointly controlled by individuals including Mr. Michael H. McCain. For the year ended December 31, 2016, the Company provided services to MFAS for a nominal amount which represented the market value of the transactions.

#### 26. SEGMENTED FINANCIAL INFORMATION

## Reportable Segmented Information

The Company has two reportable segments, as described below, which are groupings of the Company's CGUs. These segments offer different products and have separate management structures. The Company's Management regularly reviews internal reports for these segments. The following describes the operations of each segment:

- (a) The Meat Products Group is comprised of value-added prepared meats, lunch kits and snacks, and value-added fresh pork and poultry products.
- (b) The Agribusiness Group is comprised of the Company's hog production operations that primarily supply the Meat Products Group with livestock as well as toll feed sales.
- (c) Non-allocated costs are comprised of expenses not separately identifiable to business segment groups and are not part of the measures used by the Company when assessing the segment's operating results. These costs include changes in fair value of biological assets and unrealized gains or losses on commodity contracts.

Non-allocated assets are comprised of corporate assets not separately identifiable to business segment groups. These include, but are not limited to, corporate property and equipment, software, investment properties, and tax balances.

		2016		2015
Sales				
Meat Products Group	\$ :	3,316,490	\$ 3	3,276,994
Agribusiness Group		15,322		15,938
Total sales \$ 3,3		3,331,812	\$ :	3,292,932
Earnings (loss) before restructuring and other related costs and other income				
Meat Products Group	\$	263,605	\$	108,440
Agribusiness Group		(24,323)		1,360
Non-allocated		26,844		(16,714)
Total earnings (loss) before restructuring and other related costs and other income	\$	266,126	\$	93,086
Capital expenditures				
Meat Products Group	\$	95,293	\$	123,455
Agribusiness Group		17,901		22,295
	\$	113,194	\$	145,750
Depreciation and amortization				
Meat Products Group	\$	102,820	\$	102,302
Agribusiness Group		7,456		6,588
Non-allocated <sup>(i)</sup>		1,375		14,590
	\$	111,651	\$	123,480

<sup>(</sup>i) Includes depreciation on assets used to service divested business.

	As at Dec	As at December 31,		
	2016	2015		
		(Restated)		
		(Note 3(v))		
Total assets				
Meat Products Group	\$1,867,146	\$1,853,146		
Agribusiness Group	207,730	188,890		
Non-allocated assets	557,745	577,012		
	\$2,632,621	\$2,619,048		
Goodwill				
Meat Products Group	\$ 428,236	\$ 428,236		

# **Information About Geographic Areas**

Property and equipment and investment property located outside of Canada was \$0.2 million as at December 31, 2016 (2015: \$0.2 million). No goodwill was attributed to operations outside of Canada.

Revenues earned outside of Canada for the year ended December 31, 2016, were \$762.5 million (2015: \$672.7 million). Of the total amount earned outside of Canada, \$236.1 million (2015: \$211.6 million) was earned in the U.S., and \$314.8 million (2015: \$282.7 million) was earned in Japan. Revenue by geographic area is determined based on the shipping location.

# **Information About Major Customers**

For the year ended December 31, 2016, the Company reported sales to one customer representing 13.2% (2015: 14.0%) of total sales. These revenues were reported in the Meat Products Group. No other sales were made to any one customer that represented in excess of 10% of total sales.

#### 27. SUBSEQUENT EVENTS

On February 21, 2017, the Company signed a definitive agreement to acquire 100% of the outstanding shares of Lightlife Foods Holdings, Inc. ("Lightlife") a privately held U.S. based corporation engaged in the production and distribution of refrigerated plant-based protein products. Lightlife has a leading market share in this segment, and will provide the Company with a strong position in this fast growing category. The anticipated purchase price is US\$140.0 million prior to transaction fees, debt settlement, and working capital adjustments. The transaction is subject to customary US regulatory review, and will be accounted for as a business combination. The Company intends to settle the transaction in cash, with an expected closing date in March 2017.

On February 21, 2017, the Company entered into an amended and restated governance agreement with McCain Capital Inc. and Michael H. McCain. Pursuant to that agreement, the Company has agreed that it will not submit the rights plan for reconfirmation at the Company's annual meeting in 2017, thereby allowing the rights plan to expire in accordance with its terms at the termination of that meeting. The determination to not submit the rights plan for reconfirmation at the annual shareholders' meeting in 2017 arose, in part, as a result of the new provisions of the amended and restated governance agreement and the fact that recent changes in securities law make certain provisions of the rights plan redundant.

# **Corporate Information**

#### **Capital Stock**

The Company's authorized capital consists of an unlimited number of voting common shares, an unlimited number of non-voting common shares and an unlimited number of preferred shares issuable in series. At December 31, 2016, 132,625,089 voting common shares were issued and outstanding. There were 704 shareholders of record of which 673 were registered in Canada, holding approximately 98.8% of the issued voting shares.

# **Ownership**

As at December 31, 2016, the Company's largest shareholder is McCain Capital Inc., holding 46,788,658 voting shares representing approximately 35.3% of the total issued and outstanding shares. Michael H. McCain beneficially owns and controls 100% of McCain Capital Inc. and has beneficial ownership or control of 46,788,658 common shares or 35.3% of the common shares. The remainder of the issued and outstanding shares are publicly held.

# **Corporate Office**

Maple Leaf Foods Inc. 6985 Financial Drive Mississauga, Ontario L5N 0A1 Canada Tel: (905) 285-5000

Fax: (905) 285-6000 mapleleaffoods.com

#### **Annual Meeting**

The annual meeting of shareholders of Maple Leaf Foods Inc. will be held on Thursday, April 27, 2017, at 11:00 a.m. at Maple Leaf Foods ThinkFOOD!
6897 Financial Drive Mississauga, Ontario L5N OA8 Canada

#### **Dividends**

The declaration and payment of quarterly dividends are made at the discretion of the Board of Directors. Anticipated payment dates in 2017: March 31, June 30, September 29 and December 29.

#### **Shareholder Inquiries**

Inquiries regarding dividends, change of address, transfer requirements or lost certificates should be directed to the Company's transfer agent:

Computershare Investor Services Inc. 100 University Avenue 8th Floor, North Tower Toronto, Ontario M5J 2Y1 Canada Tel: (514) 982-7555 or 1-800-564-6253 (toll-free North America) or service@computershare.com

## **Company Information**

For Investor Relations, please call (905) 285-5898.

For copies of annual and quarterly reports, the annual information form and other disclosure documents, please contact our Senior Vice-President and Corporate Secretary at (905) 285-5000.

### **Transfer Agent and Registrar**

Computershare Investor Services Inc. 100 University Avenue 8th Floor, North Tower Toronto, Ontario M5J 2Y1 Canada Tel: (514) 982-7555 or 1-800-564-6253 (toll-free North America)

#### **Auditors**

KPMG LLP Toronto, Ontario, Canada

or service@computershare.com

# **Stock Exchange Listings** and **Stock Symbol**

The Company's voting common shares are listed on the Toronto Stock Exchange and trade under the symbol "MFI".



Maple Leaf Foods Inc. is a leading consumer protein company, making high-quality, innovative products under national brands including Maple Leaf®, Maple Leaf Prime®, Maple Leaf Natural Selections®, Schneiders®, Schneiders® Country Naturals® and Mina®. The Company employs approximately 11,000 people across Canada and exports to global markets, including the U.S. and Asia.

To learn more about our sustainability initiatives, please visit mapleleafsustainability.ca

For more investor information, please visit mapleleaffoods.com/investors