



MAPLE LEAF FOODS INC.

Management's Discussion and Analysis
For the Year Ended
December 31, 2017

Management's Discussion and Analysis

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Management's Discussion and Analysis

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

February 20, 2018

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®, Schneiders® Country Naturals®, Mina® and Lightlife™. The Company's portfolio includes prepared meats, ready-to-cook and ready-to-serve meals, valued-added fresh pork and poultry and plant protein products. The Company employs approximately 11,500 people and does business in Canada, the U.S. and Asia. The Company is headquartered in Mississauga, Ontario and its shares trade on the Toronto Stock Exchange (MFI).

OPERATING SEGMENTS

Following the sale of the bakery and rendering businesses, the Company undertook significant reorganization of the internal leadership and reporting structure, as previously disclosed. The reorganization is now complete and the Company is arranged as a single, focused protein company. As such, the Company has transitioned to a single reporting segment.

FINANCIAL OVERVIEW

In 2017, sales increased 5.7% to \$3,522.2 million from \$3,331.8 million in the prior year, or 4.8% after adjusting for the impact of foreign exchange and acquisitions. Higher sales across the portfolio benefited from improved volumes and pricing, as well as the addition of Lightlife Food Holdings, Inc. ("Lightlife").

Net earnings for the year were \$164.1 million (\$1.28 per basic share) compared to \$181.7 million (\$1.35 per basic share) in the prior year. Positive revenue and margin growth and a tax benefit associated with U.S. tax reform was more than offset by factors excluded in calculating Adjusted Operating Earnings⁽ⁱ⁾. These factors consist of unrealized losses on derivative contracts, the change in fair value of biological assets and restructuring costs.

Adjusted Operating Earnings⁽ⁱ⁾ for the year increased to \$263.8 million compared to \$239.3 million in the prior year. Adjusted Earnings per Share⁽ⁱⁱ⁾ increased to \$1.54 from \$1.23 in the prior year. The increase was primarily due to sales growth across the business with earnings performance in the value-added fresh portfolio being partially offset by margin compression in prepared meats related to the volatility in raw material costs.

Adjusted EBITDA margin⁽ⁱⁱⁱ⁾ for the year increased to 10.8% from 10.3% in the prior year, consistent with factors noted above.

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 25 for a description and reconciliation of all non-IFRS financial measures.

Notes:

- ⁽ⁱ⁾ *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. Please refer to the section entitled Non-IFRS Financial Measures starting on page 25 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 25 of this document.*
- ⁽ⁱⁱⁱ⁾ *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. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by sales. Please refer to the section entitled Non-IFRS Financial Measures starting on page 25 of this document.*

SELECTED FINANCIAL INFORMATION

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

<i>(\$ millions except earnings per share)</i>	2017	2016	2015 ⁽ⁱⁱ⁾
Sales	\$ 3,522.2	\$ 3,331.8	\$ 3,292.9
Adjusted Operating Earnings	\$ 263.8	\$ 239.3	\$ 109.8
Adjusted EBITDA ⁽ⁱ⁾	\$ 381.1	\$ 343.4	\$ 219.8
Adjusted EBITDA margin	10.8%	10.3%	6.7%
Net earnings	\$ 164.1	\$ 181.7	\$ 41.6
Adjusted Earnings per Share	\$ 1.54	\$ 1.23	\$ 0.58
Basic earnings per share	\$ 1.28	\$ 1.35	\$ 0.30
Diluted earnings per share	\$ 1.24	\$ 1.32	\$ 0.29
Total assets ⁽ⁱⁱⁱ⁾	\$ 2,632.6	\$ 2,632.6	\$ 2,619.0
Net Cash ⁽ⁱ⁾	\$ 194.2	\$ 393.7	\$ 281.6
Total long-term liabilities	\$ 230.7	\$ 169.4	\$ 248.6
Return on Net Assets ("RONA") ⁽ⁱ⁾	10.5%	9.8%	4.8%
Cash provided by operating activities	\$ 386.7	\$ 357.2	\$ 159.4
Cash dividends per share	\$ 0.44	\$ 0.36	\$ 0.32

⁽ⁱ⁾ Please refer to the section entitled *Non-IFRS Financial Measures* starting on page 25 of this document.

⁽ⁱⁱ⁾ 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(x) of the Company's 2017 audited consolidated financial statements for further information.

COMPANY VISION AND STRATEGIC PLAN

For the past several years, Maple Leaf Foods has been engaged in the execution of a multi-year transformative strategy to reduce complexity and transform the Company's manufacturing and distribution network.

Successful execution of this strategy resulted in a step-change in structural profitability, surpassing our strategic margin target in 2016 of 10% Adjusted EBITDA compared to historical average Adjusted EBITDA margin of approximately 3.5% between 2005 and 2012. In 2017, Adjusted EBITDA margin increased to 10.8%.

In 2017, following a comprehensive process, Maple Leaf Foods defined its vision to become the most sustainable protein company on earth, and its purpose to Raise the Good in Food. This vision and purpose is consistent with investments the Company has been making for several years, and a core conviction that its emerging North American leadership in sustainability can strategically differentiate the organization and create significant commercial and social value.

Maple Leaf Foods believes it can further increase structural profitability over the next five years with an aspirational goal of 14-16% Adjusted EBITDA margin, and has developed a comprehensive strategic plan with six priorities to achieve its vision and growth agenda.

Maple Leaf Foods' Strategic Priorities*Lead in sustainability*

Maple Leaf Foods takes a broad perspective to advancing its leadership in sustainability. The Company is pursuing a comprehensive strategy and actions across four sustainability pillars that encompass all facets of its business: Better Food, Better Care, Better Communities and Better Planet. Building leadership in sustainability is a competitive advantage for the Company, as the market increasingly seeks suppliers who produce protein with the highest standards of nutrition, animal care, social engagement and environmental sustainability.

As consumers increasingly focus on what is in their food and how it is produced, there is significant opportunity in building leadership in sustainability by producing more natural, nutritious foods; lending our voice and resources to address the critical issue of food security; continually enhancing a strong animal care program; and eliminating waste. In 2017, the Company made considerable progress in executing its sustainability priorities identified for each of its four pillars.

Invest in our people

Maple Leaf Foods is committed to being a destination for top talent, supported by career and leadership development, training, and developing a formalized diversity and inclusion strategy. The Company values a strong workplace and 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 also implementing a multi-year diversity and inclusion strategy, including a goal to have 50% gender equality at the manager level and above within the next five years.

Make great food

Maple Leaf Foods has a leading portfolio of brands with the number one or number two market share in their respective categories. The Company is deeply connecting with consumers by offering great food choices and options. In 2017, the Company commenced an initiative to renovate its prepared meats portfolio across multiple dimensions, including taste, nutrition, affordability and sustainability to accelerate growth in this core segment of the Company's product portfolio. The results of this comprehensive initiative will materialize in 2018 through well-defined positioning for the Maple Leaf®, Schneiders® and SWIFT® brands, supporting clearly aligned brand attributes. More than 900 unique products have been reformulated as part of this commercial strategy to align core flagship brands with demand spaces.

Broaden our reach

Maple Leaf Foods is expanding its presence in the United States with sustainable protein as a core growth platform. This includes a portfolio of products that combine the Company's advancements in raised without antibiotics, animal care, and environmental sustainability. To diversify its portfolio into other high growth markets, Maple Leaf Foods has been building leadership in plant proteins with the acquisition of Lightlife in 2017 and with the acquisition of The Field Roast Grain Meat Company, SPC ("Field Roast Grain Meat Co.") in early 2018. The Company continues to identify both organic and acquisition opportunities that expand the Company's business outside of Canada.

Build a digital future

Technology is leading to new ways of working, of operating more effectively and of engaging with suppliers and customers in most industries, including the food sector. Maple Leaf Foods has commenced developing a digital roadmap to introduce new ways of working, innovating and collaborating. The digital roadmap's focus includes exploring new technologies to streamline operations, improve safety in all areas, reduce waste and improve animal care. The Company is leveraging insights, data visualization and analytics to enhance its capabilities to engage with suppliers and customers.

Eliminate waste

Maple Leaf Foods has embedded a rigorous and disciplined cost culture throughout the organization and continues to seek out opportunities to eliminate waste from its supply chain. This is supported by zero-based budgeting, strategic sourcing, 'cost-gates' that define thresholds across key functions, and improved operating efficiencies through waste reduction and energy and water conservation initiatives.

OPERATING REVIEW

The following table summarizes sales, Adjusted Operating Earnings and Adjusted EBITDA margin for the two years ended December 31:

(\$ millions)	2017	2016	Change
Sales	\$ 3,522.2	\$ 3,331.8	5.7%
Adjusted Operating Earnings	\$ 263.8	\$ 239.3	10.3%
Adjusted EBITDA Margin	10.8%	10.3%	+50bps

Sales for 2017 increased 5.7% to \$3,522.2 million, or 4.8% after adjusting for the impact of foreign exchange and acquisitions compared to the prior year. Higher sales across the portfolio benefited from improved volumes and pricing, as well as the addition of Lightlife. Prepared meats sales benefited from innovation and the Company's development in the U.S. market. Sales in the value-added fresh portfolio increased due to stronger volumes and improved sales mix.

Adjusted Operating Earnings for 2017 increased to \$263.8 million compared to \$239.3 million in the prior year. Increased sales across the business contributed to earnings growth. Earnings performance in the value-added fresh portfolio was partially offset by margin compression in prepared meats related to the volatility in raw material costs for the majority of the year. During the fourth quarter the trend reversed, with a softening in the pork complex partially offset by improved commercial performance in prepared meats.

Adjusted EBITDA margin for the year increased to 10.8% from 10.3% in the prior year, consistent with factors noted above.

GROSS MARGIN

Gross margin in 2017 was \$587.5 million (16.7% of sales) compared to \$590.9 million (17.7% of sales) in the prior year. The decrease in gross margin as a percentage of sales is largely attributable to the change in fair value of unrealized derivative contracts of \$46.8 million and the change in fair value of biological assets of \$5.0 million.

SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

During the year, selling, general and administrative expenses were \$348.6 million (9.9% of sales), compared to \$324.8 million (9.7% of sales) in the prior year. The increase is primarily related to the selling, general and administrative expenses of companies acquired during the year and an investment in growth initiatives, offset by a partial reduction versus last year in variable compensation costs linked to Company performance.

OTHER INCOME (EXPENSE)

Other income was \$3.6 million compared to an expense of \$3.6 million in the prior year and is primarily due to the gain on sale of investment properties, recovery from insurance proceeds and changes in environmental provisions related to investment properties no longer held by the Company offset by provisions on plants announced for closure. This is offset by transaction costs related to acquisitions and a fixed asset impairment loss. Refer to Note 27 and Note 28 of the Company's 2017 audited consolidated financial statements for information on the acquisitions.

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 2017 is income of \$0.0 million (2016: expense of \$6.1 million).

RESTRUCTURING AND OTHER RELATED COSTS

For the year ended December 31, 2017, the Company recorded restructuring and other related costs of \$23.0 million. Of this amount, \$18.9 million related to accelerated depreciation and severance and other employee costs as a result of the announced plant closures of the Thamesford turkey facility and the St. Anselme pastry facility. In addition, \$1.9 million related to adjustments to share-based compensation for terminated employees pertaining to changes to the Company's Management structure associated with previously divested businesses, and \$1.0 million related to an onerous lease for vacated space in the Company's office facilities. The remaining \$1.2 million related to other previously announced Management and organizational restructuring initiatives.

For the year ended December 31, 2016, the Company recorded restructuring and other related costs of \$6.6 million. These costs were related primarily to the announced closure of the Thamesford turkey facility.

INTEREST EXPENSE AND OTHER FINANCING COSTS

Interest expense and other financing costs for 2017 were \$5.2 million compared to \$6.4 million in the prior year. The decrease was mainly due to non-recurring financing costs of \$1.4 million related to the renewal of the Company's accounts receivable securitization facility, which occurred during the third quarter of 2016.

INCOME TAXES

The Company's income tax expense for 2017 resulted in an effective tax rate of 23.4% (2016: 27.2%). In 2017 the Company recorded a deferred income tax recovery in the amount of \$6.8 million in respect of the re-measurement of its U.S. deferred tax liabilities at the lower U.S. corporate tax rate that was enacted in December 2017. The effective tax rate excluding this item was 26.6%.

The effective tax rate in 2017 in determining Adjusted Earnings per Share is 23.4% (2016: 27.2%). The lower effective rate in 2017 is due to the deferred income tax recovery of \$6.8 million recorded in respect of the re-measurement of the Company's U.S. deferred tax liability described above. The effective tax rate excluding this item was 26.0%. For 2017, the effective tax recovery rate on restructuring charges used in the computation of Adjusted Earnings per Share is 26.1% (2016: 26.1%). The effective tax recovery rate on items not considered representative of continuing operations in 2017 was 20.1% (2016: 27.2%). The lower effective rate of recovery in 2017 primarily resulted from non-deductible acquisition-related transaction costs.

ACQUISITIONS AND DIVESTITURES

On May 1, 2017, the Company acquired specific assets, liabilities and assembled workforce from a privately-held hog production operation for total consideration of \$10.3 million. The acquisition has been accounted for as a business combination and no goodwill was recognized.

On March 10, 2017, the Company acquired 100% of the outstanding shares of Lightlife, a privately held U.S. based corporation engaged in the production and distribution of plant protein products.

Recognized goodwill is attributable to the skills, talent and artisanal expertise of Lightlife's work force and the Company's leadership position in the fast-growing plant protein market. The amount of goodwill expected to be deductible for tax purposes is \$6.1 million. Lightlife has a leading market share, and will provide the Company with a strong foothold in this expanding category.

During the year ended December 31, 2017, the Company recorded transaction costs of \$7.6 million (2016: \$0.0 million) related to acquisition activities, that have been excluded from the consideration paid and have been recognized as an expense in other income (expense).

The Company has finalized the amounts recorded in the Lightlife business combination during 2017. Refer to Note 27 of the Company's 2017 audited consolidated financial statements for further details.

There were no acquisitions or divestitures during the year ended December 31, 2016.

SUBSEQUENT EVENTS

On November 30, 2017, the Company signed a definitive agreement to acquire 100% of the outstanding shares of Field Roast Grain Meat Co., a privately held U.S. based corporation engaged in the production and distribution of premium grain-based protein and vegan cheese products. The transaction was subject to customary U.S. regulatory review, and was completed on January 29, 2018. The purchase price was US\$120.0 million plus transaction costs settled through a combination of cash-on-hand and borrowings under the existing revolving credit facility as described in Note 13 of the Company's 2017 audited consolidated financial statements. The transaction will be accounted for as a business combination.

CAPITAL RESOURCES

The consumer packaged protein 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 October 19, 2017, the Company amended its existing \$400.0 million unsecured committed revolving credit facility by extending the maturity of the facility to October 19, 2021 under similar terms and conditions using the same syndicate of Canadian, U.S., and international institutions. 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, corporate development activities, and to provide appropriate levels of liquidity. As at December 31, 2017, the only drawings on the facility were letters of credit of \$6.4 million (2016: \$6.2 million).

The revolving term facility requires the maintenance of certain covenants. As at December 31, 2017, 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, 2017, \$67.8 million of letters of credit had been issued thereon (2016: \$63.4 million). These letters of credit have not been collateralized with cash, as further described in Note 4 of the Company's 2017 audited consolidated financial statements.

The Company's cash balance as at December 31, 2017 is \$203.4 million (2016: \$403.6 million). The Company has invested in short-term deposits in Canadian financial institutions with long-term debt ratings of A or higher.

The Company operates an accounts receivable securitization facility. The maximum cash advance available to the Company under this program is \$110.0 million. The facility provides cash funding with a 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 an unconsolidated third-party trust that is funded 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.

As at December 31, 2017, the Company had \$124.9 million (2016: \$116.2 million) of trade accounts receivable serviced under its facilities. In return for the sale of its trade receivables, the Company will receive cash of \$96.0 million (2016: \$83.7 million) and notes receivable in the amount of \$28.9 million (2016: \$32.5 million). 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, 2017, the Company recorded a net payable amount of \$14.0 million (2016: \$0.9 million net payable). The facility is accounted

for as an off-balance sheet transaction in accordance with International Financial Reporting Standards ("IFRS") and will expire in August 2019.

The Company's securitization and other credit 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 2017. If the securitization facility were 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 2017 were \$142.2 million compared to \$113.2 million in 2016. The increase in spending from 2016 is related to profit enhancement projects, the purchase of sow farms and sustainability projects which support the Company's animal welfare and environmental strategies.

The Company currently estimates its capital expenditures for the full year of 2018 will be approximately \$150.0 million. Included in the 2018 estimate are investments that support the Company's animal welfare and environmental priorities.

NORMAL COURSE ISSUER BID

On May 17, 2017, 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 8.20 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 23, 2017 and will terminate on May 22, 2018, or on such earlier date as the Company completes its purchases pursuant to the notice of intention. During the year ended December 31, 2017, 2.33 million shares were purchased for cancellation under this NCIB for \$77.4 million at a volume weighted average price paid of \$33.25 per common share.

On May 16, 2016, the TSX accepted the Company's notice of intention to commence a NCIB, which allowed 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. The program commenced on May 19, 2016 and was terminated on May 18, 2017 as the Company completed its purchase and cancellation of 5.52 million common shares for \$163.1 million at a volume weighted average price of \$29.57 per common share. During the year ended December 31, 2017, 3.41 million shares (2016: 2.11 million) were purchased for cancellation under this NCIB for \$102.6 million (2016: \$60.5 million) at a volume weighted average price paid of \$30.09 (2016: \$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. During the year ended December 31, 2016, 0.51 million shares were purchased for cancellation under this NCIB for \$11.9 million at a volume weighted average price paid of \$23.23 per common share.

CASH FLOW AND FINANCING

Cash was \$203.4 million at the end of 2017, compared to \$403.6 million in 2016. The decrease in cash for the year ended December 31, 2017 is largely due to acquisitions of businesses, share repurchases under NCIB programs, investment in property and equipment, increased quarterly dividend payments and the purchase of treasury shares, offset by earnings and proceeds from sale of long-term assets.

Cash Flow from Operating Activities

Cash provided by operations for 2017 was \$386.7 million compared to \$357.2 million in 2016. The improvement in cash flow from operations was primarily due to higher cash earnings from operations and reduced investment in working capital, partially offset by higher pension contributions, lower margin received by the Company against its derivatives for its commodity hedging program and higher income tax payments.

Cash Flow from Financing Activities

Cash used in financing activities was \$261.2 million for 2017 compared to \$139.3 million in 2016. The increased use of cash was mainly due to higher share repurchases under the NCIB programs, more treasury share purchases and an increased dividend payment rate.

Cash Flow from Investing Activities

Cash used in investing activities was \$325.7 million for 2017 compared to \$106.5 million in 2016. The increase was due to acquisitions of businesses and higher capital expenditures partially offset by higher 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, 2017. This table presents the undiscounted cash flows payable in respect of financial liabilities.

Payments due by fiscal year:

<i>(\$ thousands)</i>	Due within 1 year	Due between 1 and 2 years	Due between 2 and 3 years	Due after 3 years	Total
Financial liabilities					
Accounts payable and accruals	\$ 300,659	\$ —	\$ —	\$ —	\$ 300,659
Long-term debt	1,083	1,083	1,083	6,944	10,193
Foreign exchange contracts	2,802	—	—	—	2,802
Commodity futures contracts	3,237	—	—	—	3,237
Other liabilities	26,237	1,511	960	1,949	30,657
	\$ 334,018	\$ 2,594	\$ 2,043	\$ 8,893	\$ 347,548
Commitments					
Contractual obligations including operating leases	47,523	37,382	29,896	90,906	205,707
Total	\$ 381,541	\$ 39,976	\$ 31,939	\$ 99,799	\$ 553,255

Management believes 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 2017 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
Accounts payable and accruals	Other financial liabilities
Long-term debt	Other financial liabilities
Derivative instruments ⁽ⁱ⁾	Held for trading

⁽ⁱ⁾ These derivative instruments may be designated as cash flow hedges, fair value hedges or net investments in foreign operations hedge 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, interest rates, and commodity prices.

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

(\$ thousands)	2017			2016		
	Notional amount ⁽ⁱ⁾	Fair value		Notional amount ⁽ⁱ⁾	Fair value	
		Asset	Liability		Asset	Liability
Cash flow hedges						
Foreign exchange contracts ⁽ⁱⁱ⁾	\$ 340,505	\$ 4,225	\$ 1,788	\$ 182,696	\$ 348	\$ 1,019
Commodity contracts ⁽ⁱⁱ⁾	—	—	—	—	—	—
Fair value hedges						
Commodity contracts ⁽ⁱⁱ⁾	\$ 44,822	\$ —	\$ 1,589	\$ 44,738	\$ —	\$ 848
Derivatives not designated in a formal hedging relationship						
Interest rate swaps	\$ —	\$ —	\$ —	\$ 520,000	\$ 2,128	\$ 5,893
Foreign exchange contracts ⁽ⁱⁱ⁾	136,546	710	1,014	450,259	11,248	670
Commodity contracts ⁽ⁱⁱ⁾	371,157	—	1,648	537,621	13,113	—
Total fair value		\$ 4,935	\$ 6,039		\$ 26,837	\$ 8,430
Current ⁽ⁱⁱⁱ⁾		\$ 4,935	\$ 6,039		\$ 26,837	\$ 8,430
Non-current		—	—		—	—
Total fair value		\$ 4,935	\$ 6,039		\$ 26,837	\$ 8,430

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

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

⁽ⁱⁱⁱ⁾ As at December 31, 2017, the above fair value of current assets has been increased on the consolidated balance sheet by an amount of \$9.8 million (2016: reduced by \$3.4 million), which represents the excess or deficit 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 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, 2017 and 2016 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 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, 2017, the Company recorded a gain of \$18.6 million (2016: gain of \$43.7 million) on financial instruments held for trading. The gain was mainly attributed to a gain in commodity exchange traded contracts which economically hedge and offset price risk volatility inherent in the hog operational business.

For the year ended December 31, 2017, the pre-tax amount of hedge ineffectiveness recognized in other income (expense) was a gain of \$0.1 million (2016: loss of \$0.0 million).

The table below sets out fair value measurements of certain financial instruments using the fair value hierarchy as at December 31, 2017:

<i>(\$ thousands)</i>	Level 1	Level 2	Level 3	Total
Assets:				
Foreign exchange contracts	\$ —	\$ 4,935	\$ —	\$ 4,935
	\$ —	\$ 4,935	\$ —	\$ 4,935
Liabilities:				
Foreign exchange contracts	\$ —	\$ 2,802	\$ —	\$ 2,802
Commodity contracts	3,237	—	—	3,237
	\$ 3,237	\$ 2,802	\$ —	\$ 6,039

There were no transfers between levels for the year ended December 31, 2017. 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. Refer to the section entitled Non-IFRS Financial Measures starting on page 25 of this document for more information on the non-IFRS measures.

In addition to 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 2017 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 described in Note 23. The Company does, however, conduct a significant amount of business with a small number of large grocery retailers.

For the year ended December 31, 2017, the Company reported sales to two customers representing 12.0% and 10.3% (2016: one customer representing 13.2%) of total sales. No other sales were made to any one customer that represented in excess of 10% of total sales.

The Company is also 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 2017 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, 2017, the Company had available undrawn committed credit of \$393.6 million (2016: \$393.8 million) under the terms of its principal banking arrangements (refer to Note 13 of the Company's 2017 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, 2017 and 2016, 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, 2017, the amount serviced pursuant to this program was \$110.0 million at a weighted average interest rate of 1.4% (2016: \$84.5 million at a weighted average interest rate of 1.0%). The maximum amount available to the Company under these programs is \$110.0 million (2016: \$110.0 million).

As at December 31, 2017, 7.8% (2016: 10.5%) of the Company's outstanding debt and revolving accounts receivable securitization program were not exposed to interest rate movements.

As at December 31, 2017, the Company had fixed-rate debt of \$9.2 million (2016: \$9.9 million) with a weighted average effective interest rate of 4.4% (2016: 4.3%). 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, U.S. 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 2017 audited consolidated financial statements.

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 2017, the Company recorded a pre-tax loss of \$4.2 million through other comprehensive income (loss) related to the re-measurement of plan assets and liabilities. This included a pre-tax loss of \$61.3 million related to differences between plan experience compared to actuarial assumptions, offset by \$56.1 million of pre-tax returns on plan assets in excess of the discount rate.

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 includes \$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.

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 2017, the investment return before expenses on the Company's defined benefit pension plan assets was 9.0% in 2017 compared to 9.4% in 2016.

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 2017 were \$10.3 million (2016: \$5.2 million).

The Company expects to contribute \$33.1 million to the pension plans in 2018, inclusive of defined contribution and multi-employer plans.

TRANSACTIONS WITH RELATED PARTIES

Transactions between the Company and its consolidated entities have been eliminated in the Company's 2017 audited consolidated financial statements.

The Company sponsors a number of defined benefit and defined contribution plans. During the year ended December 31, 2017, the Company's contributions to these plans were \$26.4 million (2016: \$9.3 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:

<i>(\$ thousands)</i>	2017	2016
Short-term employee benefits		
Salaries, bonuses, and fees	\$ 13,448	\$ 13,084
Company car allowances	316	288
Other benefits	139	147
Total short-term employee benefits	\$ 13,903	\$ 13,519
Post-employment benefits	902	840
Share-based compensation	12,753	12,596
Total remuneration	\$ 27,558	\$ 26,955

During the year ended December 31, 2017, key Management personnel of the Company exercised 0.4 million (2016: 0.1 million) share options granted under the Maple Leaf Foods Share Option Plan for an amount of \$5.9 million (2016: \$1.3 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, 2017, the Company received services from MCI in the amount of \$0.5 million (2016: \$0.6 million), which represented the market value of the transactions with MCI. As at December 31, 2017, \$0.1 million (2016: \$0.2 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, 2017, the Company provided services to MFAS for a nominal amount which represented the market value of the transactions.

SHARE CAPITAL

As at December 31, 2017, there were 127,321,089 voting common shares issued and outstanding (2016: 132,625,089). As at February 13, 2018, there were 127,147,389 common shares issued and outstanding.

In each of the quarters of 2017, the Company declared and paid cash dividends of \$0.11 per voting common share, representing a total annual dividend of \$0.44 per voting common share and aggregate dividend payments of \$56.6 million. 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.

OTHER MATTERS

On February 20, 2018, the Board of Directors approved a dividend of \$0.13 per share, \$0.52 per share on an annual basis, from \$0.11 per share, payable March 29, 2018 to shareholders of record at the close of business March 9, 2018. Unless indicated otherwise by the Company 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".

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 and 2017 annual meetings in order to remain in effect. 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 did 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.

SUMMARY OF QUARTERLY RESULTS

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

<i>(\$ millions except earnings per share)</i>		First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Total⁽ⁱⁱⁱ⁾
Sales	2017	\$ 811.2	\$ 925.9	\$ 908.4	\$ 876.8	\$ 3,522.2
	2016	\$ 796.9	\$ 854.6	\$ 852.1	\$ 828.2	\$ 3,331.8
	2015	\$ 780.2	\$ 820.8	\$ 818.8	\$ 873.1	\$ 3,292.9
Net earnings (loss)	2017	\$ 30.1	\$ 37.3	\$ 37.6	\$ 59.1	\$ 164.1
	2016	\$ 42.3	\$ 31.4	\$ 31.8	\$ 76.2	\$ 181.7
	2015	\$ (2.9)	\$ (7.5)	\$ 18.7	\$ 33.3	\$ 41.6
Earnings (loss) per share						
Basic ⁽ⁱ⁾	2017	\$ 0.23	\$ 0.29	\$ 0.29	\$ 0.47	\$ 1.28
	2016	\$ 0.31	\$ 0.23	\$ 0.24	\$ 0.57	\$ 1.35
	2015	\$ (0.02)	\$ (0.05)	\$ 0.13	\$ 0.24	\$ 0.30
Diluted ⁽ⁱ⁾	2017	\$ 0.22	\$ 0.28	\$ 0.29	\$ 0.45	\$ 1.24
	2016	\$ 0.31	\$ 0.23	\$ 0.23	\$ 0.56	\$ 1.32
	2015	\$ (0.02)	\$ (0.05)	\$ 0.13	\$ 0.24	\$ 0.29
Adjusted EPS ⁽ⁱ⁾⁽ⁱⁱ⁾	2017	\$ 0.33	\$ 0.41	\$ 0.39	\$ 0.41	\$ 1.54
	2016	\$ 0.28	\$ 0.32	\$ 0.32	\$ 0.31	\$ 1.23
	2015	\$ 0.05	\$ 0.13	\$ 0.16	\$ 0.25	\$ 0.58

⁽ⁱ⁾ Basic and diluted earnings (loss) per share, earnings (loss) per share and Adjusted Earnings (loss) per Share are based on amounts attributable to common shareholders.

⁽ⁱⁱ⁾ Refer to Non-IFRS Financial Measures starting on page 25 of this document.

⁽ⁱⁱⁱ⁾ May not add due to rounding.

Fluctuations in quarterly sales can be attributed to changes in pricing, volume, sales mix, acquisitions 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, acquisitions, transitional costs incurred, provision estimate adjustments and gains/losses on disposal of assets.

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 www.mapleleaffoods.com.

SUMMARY OF 2017 FOURTH QUARTER RESULTS

The following table summarizes sales, Adjusted Operating Earnings and Adjusted EBITDA margin for the fourth quarter:

<i>(\$ millions)</i>	Fourth Quarter		
	2017	2016	Change
Sales	\$ 876.8	\$ 828.2	5.9%
Adjusted Operating Earnings⁽ⁱ⁾	\$ 64.7	\$ 63.7	1.5%
Adjusted EBITDA Margin⁽ⁱ⁾	10.7%	10.4%	+30bps

⁽ⁱ⁾ Please refer to the section entitled Non-IFRS Financial Measures starting on page 25 of this document.

Sales for the fourth quarter increased 5.9% to \$876.8 million or 5.4% after adjusting for the impact of foreign exchange and acquisitions, driven primarily by pricing and volume growth, with prepared meats sales benefiting from innovation and the Company's development in the U.S. market. Sales in the value-added fresh portfolio benefited from continued increased demand for fresh value-added poultry. The addition of Lightlife also contributed to the increase.

Adjusted Operating Earnings for the fourth quarter of 2017 were \$64.7 million compared to \$63.7 million in the fourth quarter of 2016. Adjusted EBITDA margin increased to 10.7% in the fourth quarter of 2017 from 10.4% in the prior year. Increased sales and volume growth, lower operating costs, as well as a partial reduction in year over year variable compensation costs, contributed to higher earnings in the quarter. Commercial performance in prepared meats partially offset a softening in the pork complex, reversing the trend from earlier in the year. Fourth quarter earnings also benefited from continued high demand for fresh value-added poultry.

Selling, general and administrative expenses for the fourth quarter of 2017 were \$92.1 million (10.5% of sales), compared to \$89.4 million (10.8% of sales) in the fourth quarter of 2016. The increase is primarily related to the selling, general and administrative expenses of companies acquired during the year and investment in growth initiatives, offset by a partial reduction versus last year in variable compensation costs linked to Company performance.

Net earnings for the quarter were \$59.1 million compared to \$76.2 million in the same period last year. The progress in the business reflected in positive revenue and margin growth, and a tax benefit associated with U.S. tax reform, was more than offset by factors excluded in calculating Adjusted Operating Earnings. These factors consist of unrealized losses on derivative contracts, the change in fair value of biological assets and restructuring costs.

Basic Earnings per Share was \$0.47 for the fourth quarter of 2017 compared to \$0.57 in the fourth quarter of 2016 due to the factors described above. Adjusted Earnings per Share in the fourth quarter of 2017 was \$0.41 compared to \$0.31 in the fourth quarter of 2016.

DISCUSSION OF FACTORS IMPACTING THE COMPANY'S OPERATIONS AND RESULTS

Impact of Currency

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

(Unaudited)	As at	Annual Averages			
	December 31, 2017	2017	2016	Change	2015
U.S. dollar / Canadian dollar ⁽ⁱ⁾	\$ 1.26	\$ 1.30	\$ 1.32	(1.5)%	\$ 1.28
Canadian dollar / Japanese yen ⁽ⁱ⁾	¥ 89.66	¥ 86.48	¥ 82.10	5.3 %	¥ 94.66

⁽ⁱ⁾ Source: Bloomberg

The Canadian dollar, on average, strengthened relative to the U.S. dollar by 1.5% in 2017. In the short-term, a stronger Canadian dollar compresses the Company's export margins. Conversely, a stronger Canadian dollar decreases the cost of raw materials and ingredients in the domestic business. The business is able to react to changes in input costs over time through pricing, cost reduction, or investment in value-added products.

During 2017, the Japanese yen, on average declined in value relative to the Canadian dollar by 5.3%. In general, a decline in the Japanese yen compresses export margins to Japan. 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.

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:

(Unaudited)	As at	Annual Averages			
	December 31, 2017	2017	2016	Change	2015
Pork cutout (US\$ per cwt) ⁽ⁱ⁾⁽ⁱⁱ⁾	\$ 77.40	\$ 84.13	\$ 78.66	7.0%	\$ 79.13
Hog market price per cwt (US\$ per cwt) ⁽ⁱ⁾⁽ⁱⁱ⁾	\$ 58.06	\$ 71.42	\$ 65.09	9.7%	\$ 70.59
Hog market price per cwt (CAD per cwt) ⁽ⁱ⁾⁽ⁱⁱ⁾	\$ 72.99	\$ 92.72	\$ 86.23	7.5%	\$ 90.28
Com (US\$ per bushel) ⁽ⁱⁱⁱ⁾	\$ 3.51	\$ 3.59	\$ 3.58	0.3%	\$ 3.81

⁽ⁱ⁾ As at December 31, 2017, rate based on spot prices for the week ended December 31, 2017 based on CME (Source: USDA).

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

⁽ⁱⁱⁱ⁾ Daily close prices (Sources: Bloomberg and CME).

In aggregate for 2017, the market influences for the entire pork value chain were higher than the five-year average. 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 2017.

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

Seasonality

The Company is sufficiently large and diversified, with a balanced portfolio, that seasonal factors within various parts of its operations 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, margins on fresh pork products tend to be higher in the last half of the year when hog prices historically decline which in turn depresses earnings from raising hogs, maintaining balance within the Company's pork complex. Strong demand for grilled meat products positively affects categories such as wieners and fresh sausages 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 Sustainability 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 2017, the Company announced the closure of its St. Anselme, Quebec pastry 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 \$4.8 million related to expected environmental remediation costs. Please refer to Note 12 of the Company's 2017 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.

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 usage and emissions), water usage and waste. The Company has developed environmental sustainability action plans at every operation to deliver on its environmental goals. In 2017, the Company has made significant progress towards the implementation of these plans and reducing the Company's environmental footprint. Details on this environmental performance can be found in the annual sustainability report available on the Company's sustainability website (www.mapleleafsustainability.ca).

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

Maple Leaf Foods is primarily a meat protein company with early investments in plant protein. As a result, the Company may be susceptible to earnings volatility. This factor 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

In 2015, 2016 and 2017 the Company initiated normal course issuer bids for 8.65 million, 8.70 million and 8.20 million of its common shares, respectively. In 2017 a total of 5.7 million shares had been repurchased under those bids at an aggregate cost of \$180.1 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.

Supply Chain Consolidation

From 2010 to 2015 the Company consolidated and upgraded its prepared meats manufacturing network. The Company also reconfigured its distribution systems for prepared meats into two large distribution centers. 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 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 Foods' 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 system 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 organisms that can cause illness, or pathogens, such as certain strains of *Escherichia coli*, *Salmonella* and *Listeria*. There is a risk that these pathogens could be present in certain products produced by the Company. 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 a precautionary measure, 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

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 Cyclicalities 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 hogs and poultry (collectively "livestock"), or attributed to livestock whether it occurs within the Company's production operations or in the operations of third parties. In the longer term, the availability of livestock in the relative proximity of the Company's processing facilities may be impacted by climate change if the availability of feed grains in the relative proximity of its processing facilities is altered.

The Company monitors herd and flock 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 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.

Over the long term, a reduction in the availability of livestock at the Company's processing plant may result in higher transportation costs if livestock is sourced from more distant growing areas or result in higher capital costs if the Company is required to relocate processing facilities. There can be no assurance that those extra operating costs or capital costs can be passed on to customers which may 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. Furthermore, changes in climate and other long term trends may have a material effect on the availability and prices of the commodities the Company uses.

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 or switching to alternatives; however, no assurance can be given that customers will continue to purchase the Company's products if prices rise or that alternatives may be available or less costly. 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 its 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, trade agreements between Canada and foreign jurisdictions could change and 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 including class actions, either as plaintiff or defendant, relating to its commercial activities and relationships, employment matters, product liabilities, in addition to other things. This includes a class action that was launched in respect of pricing practices at packaged bread manufacturers and retailers that are the subject of an ongoing investigation by the Competition Bureau. Maple Leaf Foods is not the subject of the investigation but it believes that it was added as a defendant to the class action as a result of the share ownership position it previously held in Canada Bread. 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 and Risks

The Company's operations are subject to extensive environmental laws and regulations pertaining to the discharge of materials into the environment (including greenhouse gases) 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 or levies or taxes assessed against 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 11,500 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 information.

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, 17, and 22 of the Company's 2017 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 2017 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.

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

	2017	2016
Weighted average discount rate	3.40%	3.70%
Rate of salary increase	3.00%	3.00%
Medical cost trend rates	5.00%	5.00%

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

(\$ thousands)		Sensitivity	Increase (decrease) in defined benefit obligation		
			Total pensions	Other post- retirement benefits	Total
Period end discount rate	3.40%	0.25% decrease	\$ 35,109	\$ 1,352	\$ 36,461
		0.25% increase	\$ (34,029)	\$ (1,319)	\$ (35,348)
Rate of salary increase	3.00%	0.50% increase	\$ 2,398	N/A	\$ 2,398
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	\$ 34,447	\$ 1,839	\$ 36,286

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, considering 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, 2017, 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:

Statement of Cash Flows

Beginning on January 1, 2017, the Company adopted the amendments to IAS 7 Statement of Cash Flows which require 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 adoption of the amendments to IAS 7 did not have a material impact on the consolidated financial statements.

Income Taxes

Beginning on January 1, 2017, the Company adopted the amendments to IAS 12 Income Taxes which provide clarification on the requirements relating to the recognition of deferred tax assets for unrealized losses on debt instruments measured at fair value. The adoption of the amendments to IAS 12 did not have a material impact on the consolidated financial statements.

Disclosure of Interests in Other Entities

Beginning on January 1, 2017, the Company adopted the amendments to IFRS 12 Disclosure of Interests in Other Entities which provide clarification that the required disclosures under IFRS 12 also apply 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 adoption of the amendments to IFRS 12 did not have a material impact on the consolidated financial statements.

Accounting Pronouncements Issued But Not Yet Effective

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 a 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; 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 because of the adoption of the new standard and intends to adopt IFRS 15 in its consolidated financial statements for the annual period beginning January 1, 2018 and intends to adopt IFRS 15 using the modified retrospective approach. The Company has reviewed significant agreements and contracts with customers. Based on this review, the adoption of IFRS 15 is expected to result in changes in classification between sales and cost of goods sold and selling, general and administrative expenses, as well as an increase to inventories and other current liabilities on the

consolidated financial statements. For the period beginning January 1, 2018, the implementation of IFRS 15 is expected to decrease opening retained earnings by approximately \$2.0 million, increase inventory by approximately \$8.0 million and increase unearned revenue by approximately \$10.0 million.

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 adoption of IFRS 9 is not expected to have a material impact on the consolidated financial statements.

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 adoption of the amendments to IFRS 7 is not expected to have a material impact on the consolidated financial statements.

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 adoption of the amendments to IFRS 2 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 Company intends to adopt IFRIC 22 prospectively in its consolidated financial statements for the annual period beginning January 1, 2018. The adoption of IFRIC 22 is not expected to have a material impact on the consolidated financial statements.

Uncertainty over Income Tax Treatments

In June 2017, the IASB issued IFRIC 23 Uncertainty over Income Tax Treatments with a mandatory effective date of January 1, 2019. The interpretations provide guidance on how to value uncertain income tax positions based on the probability of whether the relevant tax authorities will accept the company's tax treatments. A company is to assume that a taxation authority with the right to examine any amounts reported to it will examine those amounts and will have full knowledge of all relevant information when doing so. IFRIC 23 is to be applied by recognizing the cumulative effect of initially applying these guidelines in opening retained earnings without adjusting comparative information. The extent of the impact of the adoption of IFRIC 23 has not yet been determined.

Long-term Interests in Associates and Joint Ventures

In October 2017, the IASB issued Long-term interests in Associates and Joint Ventures (Amendments to IAS 28) with a mandatory effective date of January 1, 2019. The amendments clarify that a company applies IFRS 9 to long-term interests in an associate or joint venture that form part of the net investment in the associate or joint venture. The Company intends to adopt the amendments to IAS 28 retrospectively in its consolidated financial statements for the annual period beginning January 1, 2019. The adoption of the amendments to IAS 28 is not expected to have a material impact on the consolidated financial statements.

Annual Improvements to IFRS (2015-2017) Cycle

In December 2017, the IASB issued narrow-scope amendments to a total of four standards as part of its annual improvement process. Amendments were made to clarify that a company must remeasure its previously held interest in a joint operation when it obtains control of the business in accordance with IFRS 3 Business Combinations but does not remeasure when it obtains joint control of the business under IFRS 11 Joint Arrangements. The amendments also include clarification that, all income tax consequences of dividend payments should be recognised consistently with the transactions that generated the distributable profits, under IAS 12 Income Taxes and that under IAS 23 Borrowing Costs, any specific borrowing that remains outstanding after the related asset is ready for its intended use or sale becomes part of general borrowings. The Company intends to adopt these amendments prospectively in its consolidated financial statements for the annual period beginning January 1, 2019. The extent of the impact of the adoption of these standards has not yet been determined.

Restatement of Comparative Periods for Previously Adopted Accounting Standards*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 December 31, 2015. There was no impact to net income or comprehensive income (loss) for the year ended December 31, 2016 as there were no movements in the temporary differences or changes in relevant statutory income tax rates during these periods.

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, 2017, 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, 2017, and ended on December 31, 2017, 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 statement 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.

(\$ thousands)	December 31,	
	2017	2016
Net earnings	\$ 164,089	\$ 181,702
Income taxes	50,192	67,891
Earnings before income taxes	\$ 214,281	\$ 249,593
Interest expense and other financing costs	5,168	6,367
Other (income) expense	(3,609)	3,596
Restructuring and other related costs	23,024	6,570
Earnings from operations	\$ 238,864	\$ 266,126
Increase in fair value of biological assets ⁽ⁱ⁾	(1,267)	(6,263)
Unrealized loss (gain) on derivative contracts ⁽ⁱⁱ⁾	26,243	(20,581)
Adjusted Operating Earnings	\$ 263,840	\$ 239,282

⁽ⁱ⁾ Refer to Note 7 of the Company's 2017 audited consolidated financial statements for further details regarding biological assets.

⁽ⁱⁱ⁾ Unrealized losses (gains) on derivative contracts are reported within cost of goods sold in the Company's 2017 audited consolidated financial statements.

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.

(\$ per share)	December 31,	
	2017	2016
Basic earnings per share	\$ 1.28	\$ 1.35
Restructuring and other related costs ⁽ⁱ⁾	0.13	0.04
Items included in other income not considered representative of ongoing operations ⁽ⁱⁱ⁾	(0.01)	(0.02)
Increase in fair value of biological assets ⁽ⁱⁱⁱ⁾	(0.01)	(0.03)
Unrealized loss (gain) on derivative contracts ⁽ⁱⁱⁱ⁾	0.15	(0.11)
Adjusted Earnings per Share^(iv)	\$ 1.54	\$ 1.23

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

⁽ⁱⁱ⁾ Primarily includes (gains) and losses on disposal of investment properties, changes in estimates of provisions, acquisition related costs, interest income, assets held for sale, net of tax.

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

^(iv) May not add due to rounding.

Adjusted Earnings Before Interest, Income Taxes, 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.

(\$ thousands)	December 31,	
	2017	2016
Net earnings	\$ 164,089	\$ 181,702
Income taxes	50,192	67,891
Earnings before income taxes	\$ 214,281	\$ 249,593
Interest expense and other financing costs	5,168	6,367
Items included in other income not considered representative of on-going operations ⁽ⁱ⁾	(3,582)	(2,518)
Restructuring and other related costs	23,024	6,570
Increase in fair value of biological assets and unrealized loss (gain) on derivative contracts	24,976	(26,844)
Depreciation and amortization	117,190	110,276
Adjusted EBITDA	\$ 381,057	\$ 343,444

⁽ⁱ⁾ Primarily includes (gains) and losses on disposal of investment properties, changes in estimates of provisions, acquisition related costs, interest income, assets held for sale, net of tax.

Net Cash

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. 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:

(\$ thousands)	December 31,	
	2017	2016
Current portion of long-term debt	\$ (805)	\$ (794)
Long-term debt	(8,443)	(9,119)
Total debt	\$ (9,248)	\$ (9,913)
Cash and cash equivalents	203,425	403,621
Net Cash	\$ 194,177	\$ 393,708

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) (Unaudited)	December 31,	
	2017	2016
Cash provided by operating activities	\$ 386,695	\$ 357,157
Additions to long-term assets	(142,245)	(113,194)
Free Cash Flow	\$ 244,450	\$ 243,963

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: expectations regarding the use of derivatives, futures and options; 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 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.

About Maple Leaf Foods Inc.

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®, Mina® and Lightlife™. Maple Leaf employs approximately 11,500 people and does business in Canada, the U.S. and Asia. The Company is headquartered in Mississauga, Ontario and its shares trade on the Toronto Stock Exchange (MFI).