

TSX: MFI www.mapleleaffoods.com

Investor Contact: Kim Lee 905-285-5898 Media Contact: Media Hotline 1-888-995-5030

#### Maple Leaf Foods Reports Third Quarter 2018 Financial Results

**Mississauga, Ontario, October 25, 2018-** Maple Leaf Foods Inc. (TSX: MFI) today reported its financial results for the third quarter, September 30, 2018.

- · Sales growth in the value-added portfolio offset by lower fresh market values
- Adjusted EBITDA margin<sup>(1)</sup> at 9.3%, with strong commercial performance offset by abnormal market conditions
- · Excellent progress in all growth and strategic initiatives
- Subsequent to the quarter, closed Cericola acquisition and announced agreement to purchase VIAU Foods, expanding Maple Leaf's position in premium fresh poultry and cured meats

"It was a challenging period driven by temporary global trade instability, but our performance held up exceptionally well reflecting the strength of our balanced portfolio and commercial momentum in our business," said Michael H. McCain, President and CEO. "These abnormal markets have no impact on our core business strategies or our longer-term financial goals. We are focused on key levers of value creation over time, including our sustainability agenda, our brands, strategic acquisitions and cost reduction."

## **Financial Highlights**

Third quarter sales decreased 3.7% to \$874.8 million and Adjusted Earnings per Share<sup>(2)</sup> decreased 25.6% to \$0.29 compared to the same quarter last year. Adjusted EBITDA Margin for the quarter was 9.3%, while Free Cash Flow<sup>(3)</sup> decreased to \$45.1 million.

For the nine months ended September 30, 2018, sales decreased 1.7% and Adjusted Earnings per Share decreased 17.7%. Adjusted EBITDA Margin was 9.8% while Free Cash Flow was \$64.8 million.

(2)	Three mor Sep	Nine months ended September 30,							
Measure <sup>(a)</sup> — (Unaudited)	2018	2017	% Change	2018	2017	% Change			
Sales <sup>(b)</sup>	874.8	908.4	(3.7)%	2,601.6	2,645.4	(1.7)%			
Net Earnings	26.6	37.6	(29.3)%	89.4	105.0	(14.9)%			
Basic Earnings per Share	0.21	0.29	(27.6)%	0.71	0.81	(12.3)%			
Adjusted EBITDA Margin	9.3%	10.6%	(130)bps	9.8%	10.9%	(110)bps			
Adjusted Operating Earnings <sup>(4)</sup>	51.0	65.2	(21.7)%	161.6	199.2	(18.9)%			
Adjusted Earnings per Share	0.29	0.39	(25.6)%	0.93	1.13	(17.7)%			
Free Cash Flow	45.1	154.3	(70.8)%	64.8	204.2	(68.3)%			

<sup>(</sup>a) All financial measures in millions of dollars except Adjusted EBITDA Margin and Basic and Adjusted Earnings per Share.

Note: 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 Reconciliation of Non-IFRS Financial Measures at the end of this news release for a description and reconciliation of all non-IFRS financial measures.

<sup>(</sup>b) 2018 sales include the impact of the adoption of new accounting standard IFRS 15 - Revenue from Contracts with Customers ("IFRS 15"). Refer to note 2(b) of the unaudited condensed consolidated interim financial statements for further details on the impact of the adoption of new accounting standards.

## **Sales and Earnings**

(\$ thousands)	Three	months ende	ths ended September 30, Nine months ended September					
(Unaudited)		2018		2017		2018		2017
Total Sales	\$	874,827	\$	908,359	\$	2,601,580	\$	2,645,417
Adjusted Operating Earnings	\$	51,021	\$	65,152	\$	161,626	\$	199,188
Adjusted EBITDA Margin		9.3%		10.6%		9.8%		10.9%

Sales for the third quarter of 2018 decreased 3.7% to \$874.8 million or a decrease of 1.6% after adjusting for IFRS 15 and acquisitions. The Company benefited from growth in sustainable meat products, improved mix in branded prepared meats and a continued increase in plant protein. However, this positive performance was more than offset by lower fresh market values.

Sales for the first nine months decreased 1.7% to \$2,601.6 million or a decrease of 0.1% after adjusting for IFRS 15 and acquisitions. The drivers of the decrease are primarily attributed to the factors noted above.

Net earnings for the third quarter decreased to \$26.6 million (\$0.21 per basic share) compared to \$37.6 million (\$0.29 per basic share) in the third quarter of 2017. Continued growth in value-added pork and poultry and plant protein was more than offset by adverse underlying market conditions, including heightened volatility in hog prices, and strategic investments in food renovation to support long-term growth and market leadership in the Company's major brands. Third quarter results were also impacted by changes in the fair value of biological assets and derivative contracts, which are excluded in the calculation of Adjusted Operating Earnings below.

For the first nine months, net earnings were \$89.4 million (\$0.71 per basic share) compared to \$105.0 million (\$0.81 per basic share). The decrease in net earnings for year to date is consistent with the factors noted above.

Adjusted Operating Earnings decreased to \$51.0 million from \$65.2 million in the third quarter of 2017. The impact of lower hog prices and strategic investments in food renovation supporting major brand strategies were partially offset by lower input costs in prepared meats, expansion in value-added pork and poultry, plant protein and improved sales mix in branded prepared meats.

Adjusted Operating Earnings in the first nine months was \$161.6 million compared to \$199.2 million last year. Year to date results were also impacted by challenging market conditions in the pork complex and the other factors noted above.

Adjusted EBITDA Margin for the third quarter was 9.3% compared to 10.6% the third quarter of 2017. For the first nine months, Adjusted EBITDA Margin decreased to 9.8% from 10.9% consistent with the factors noted above.

#### **Other Matters**

On October 24, 2018, the Board of Directors approved a dividend of \$0.13 per share payable December 28, 2018 to shareholders of record at the close of business on December 7, 2018. Unless indicated otherwise by the Company at or before the time the dividend is paid, this dividend will be considered an eligible dividend for the purposes of the "Enhanced Dividend Tax Credit System".

## **Subsequent Event**

On October 1, 2018, the Company signed a definitive agreement to acquire 100% of the outstanding shares of VIAU Food Products Inc., a privately-held company engaged in the production and distribution of Italian cooked, dry-cured and charcuterie meats. The anticipated purchase price is \$215.0 million prior to transaction fees, debt settlement, and working capital adjustments. The consideration will consist of \$30.0 million in Maple Leaf Food's shares and the balance in cash financed with debt, and is expected to close in late 2018, subject to regulatory review.

# Conference Call

An investor presentation related to the Company's third quarter financial results is available at <a href="www.mapleleaffoods.com">www.mapleleaffoods.com</a> and can be found under <a href="Investor Information">Information</a> on the <a href="Investors">Investor Information</a> on the <a href="Investors">Investors</a> page. A conference call will be held at 2:30 p.m. EDT on October 25, 2018, to review Maple Leaf Foods' third quarter financial results. To participate in the call, please dial 416-340-2216 or 1-800-273-9672. For those unable to participate, playback will be made available an hour after the event at 905-694-9451 or 1-800-408-3053 (Passcode:9669183#).

A webcast presentation of the third quarter financial results will also be available at:

#### https://edge.media-server.com/m6/p/bfcve233

The Company's full unaudited condensed consolidated interim financial statements and related Management's Discussion and Analysis are available on the Company's website.

## **Reconciliation of Non-IFRS Financial Measures**

The Company uses the following non-IFRS measures: Adjusted Operating Earnings, Adjusted Earnings per Share, Adjusted EBITDA, Free Cash Flow and Net (Debt) Cash. 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 consolidated financial statements of earnings to Adjusted Operating Earnings for the three and nine months 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)	Three n	nonths ende	d Sep	tember 30,	Nine ı	months ende	d Sep	tember 30,
(Unaudited)		2018		2017		2018		2017
Net earnings	\$	26,556	\$	37,578	\$	89,399	\$	105,025
Income taxes		9,029		11,939		33,621		38,039
Earnings before income taxes	\$	35,585	\$	49,517	\$	123,020	\$	143,064
Interest expense and other financing costs		2,274		1,320		5,793		3,892
Other expense (income)		3,346		(12,764)		4,431		(8,928)
Restructuring and other related costs		0		5,627		3,971		17,103
Earnings from operations	\$	41,205	\$	43,700	\$	137,215	\$	155,131
Decrease in the fair value of biological assets <sup>(5)</sup>		5,781		20,645		33,134		26,362
Unrealized loss (gain) on derivative contracts <sup>(5)</sup>		4,035		807		(8,723)		17,695
Adjusted Operating Earnings	\$	51,021	\$	65,152	\$	161,626	\$	199,188

#### 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 consolidated financial statements of earnings to Adjusted Earnings per Share for the three and nine months 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)	Three months ended September 30, Nine months ended September							
(Unaudited)		2018		2017		2018	20	17
Basic earnings per share	\$	0.21	\$	0.29	\$	0.71	\$ 0.8	81
Restructuring and other related costs <sup>(6)</sup>		_		0.03		0.02	0.	10
Items included in other (income) expense not considered representative of ongoing operations <sup>(7)</sup>		0.02		(0.06)		0.05	0.0)	03)
Change in the fair value of biological assets <sup>(8)</sup>		0.03		0.12		0.19	0.	15
Unrealized loss (gain) on derivative contracts <sup>(8)</sup>		0.02		_		(0.05)	0.	10
Adjusted Earnings per Share (9)	\$	0.29	\$	0.39	\$	0.93	\$ 1.	13

# 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 consolidated financial statements of earnings to Adjusted EBITDA for the three and nine months 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)	Three months ended September 30, Nine m						line months ended September			
(Unaudited)		2018		2017		2018		2017		
Net earnings	\$	26,556	\$	37,578	\$	89,399	\$	105,025		
Income taxes		9,029		11,939		33,621		38,039		
Earnings before income taxes	\$	35,585	\$	49,517	\$	123,020	\$	143,064		
Interest expense and other financing costs		2,274		1,320		5,793		3,892		
Items included in other expense (income) not considered representative of ongoing operations <sup>(7)</sup>		3,002		(10,412)		7,294		(6,573)		
Restructuring and other related costs		0		5,627		3,971		17,103		
Change in the fair value of biological assets and unrealized loss on derivative contracts <sup>(8)</sup>		9,816		21,452		24,411		44,057		
Depreciation and amortization		30,455		28,907		90,733		86,038		
Adjusted EBITDA	\$	81,132	\$	96,411	\$	255,222	\$	287,581		

#### 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 (used in) operations, less additions to long-term assets. The following table calculates Free Cash Flow for the periods indicated below.

(\$ thousands)	Three n	nonths ende	d Sep	Nine months ended September 30					
(Unaudited)		2018		2017		2018		2017	
Cash provided by operations	\$	90,198	\$	186,107	\$	192,724	\$	283,247	
Additions to long-term assets		(45,070)		(31,816)		(127,971)		(79,053)	
Free Cash Flow	\$	45,128	\$	154,291	\$	64,753	\$	204,194	

#### Net (Debt) Cash

The following table reconciles Net (Debt) Cash to amounts reported under IFRS in the Company's consolidated financial statements for the three months ended, as indicated below. The Company calculates Net (Debt) 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.

(\$ thousands)	As at Septemb	As at September 30,						
(Unaudited)	2018	2017						
Cash and cash equivalents	\$ 109,643	\$ 209,850						
Current portion of long-term debt	839	794						
Long-term debt	174,276	8,494						
Total debt	\$ 175,115	\$ 9,288						
Net (Debt) Cash	\$ (65,472)	\$ 200,562						

# 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; acquisitions and potential acquisitions and the expectations regarding acquisitions; expectations regarding the implementation of environmental sustainability initiatives; 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, capital expansion projects and integration of new businesses;
- 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;
- · risks associated with failing to identify and manage the strategic risks facing the Company; and
- impact of changes in International Financial Reporting Standards and other accounting standards that the Company is required to adhere to for regulatory purposes.

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" in the Company's Annual Management's Discussion and Analysis for the year ended December 31, 2017, that is available on SEDAR at www.sedar.com. 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®, SWIFT®, Lightlife™ and Field Roast Grain Meat Co.™. 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).

## **Footnote Legend**

- Adjusted EBITDA, a non-IFRS measure, 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 in the Company's 2018 third quarter Management's Discussion and
  Analysis.
- 2. 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 in the Company's 2018 third quarter Management's Discussion and Analysis.
- 3. 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. Please refer to the section entitled Non-IFRS Financial Measures in the Company's 2018 third quarter Management's Discussion and Analysis.
- 4. 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 in the Company's 2018 third guarter Management's Discussion and Analysis.
- 5. Unrealized gains/losses on derivative contracts is reported within cost of sales in the Company's 2018 third quarter unaudited condensed consolidated interim financial statements. For biological assets information, please refer to Note 6 of the Company's 2018 third quarter unaudited condensed consolidated interim financial statements.
- 6. Includes per share impact of restructuring and other related costs, net of tax.
- Includes acquisition related costs, interest income and gains/losses associated with investment properties, net of tax.
- 8. Includes per share impact of the change in unrealized losses on derivative contracts and the change in fair value of biological assets, net of tax.
- 9. May not add due to rounding.

# **Consolidated Interim Balance Sheets**

ASSETS Current assets Cash and cash equivalents Accounts receivable Inventories Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets  Total assets  **S  **LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  **Long-term debt Employee benefits Provisions Other long-term liabilities  **Long-term debt Employee benefits Provisions Other long-term liabilities  **S  **Long-term debt Employee benefits Provisions Other long-term liabilities  **Deferred tax liability Total liabilities  **S  **S  **Total liabilities	2018 (Unaudited) 109,643 150,232 26,823 306,590 87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278 2,783,082	\$	2017 (Unaudited)(1) 209,850 131,394 29,008 279,129 86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906 2,610,109	\$	203,425 123,968 28,918 273,365 111,735 24,393 765,804 1,116,309 1,892 9,856 6,125 517,387
Current assets  Cash and cash equivalents Accounts receivable Notes receivable Inventories Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  \$  Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability Total liabilities \$ \$	150,232 26,823 306,590 87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278	\$	131,394 29,008 279,129 86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906		123,968 28,918 273,365 1111,735 24,393 765,804 1,116,309 1,892 9,856 6,125
Cash and cash equivalents Accounts receivable Notes receivable Inventories Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets Total assets  ***  **LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  **Long-term debt Employee benefits Provisions Other long-term liabilities  **Deferred tax liability Total liabilities  **\$\$ \$\$ \$\$	150,232 26,823 306,590 87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278	\$	131,394 29,008 279,129 86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906		123,968 28,918 273,368 111,739 24,393 765,804 1,116,309 1,892 9,856 6,128
Accounts receivable Notes receivable Inventories Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities Other long-term liabilities  S Cother long-term liabilities Deferred tax liability Total liabilities \$ \$	150,232 26,823 306,590 87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278	\$	131,394 29,008 279,129 86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906		123,968 28,918 273,365 1111,735 24,393 765,804 1,116,309 1,892 9,856 6,125
Accounts receivable Notes receivable Inventories Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  \$ Long-term debt Employee benefits Provisions Other long-term liabilities Other long-term liabilities  \$ Deferred tax liability Total liabilities \$ \$	26,823 306,590 87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278		29,008 279,129 86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906	\$	28,918 273,365 111,735 24,393 765,804 1,116,309 1,892 9,856 6,125
Inventories Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets Total assets  ***  **LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  **Long-term debt Employee benefits Provisions Other long-term liabilities  **Deferred tax liability Total liabilities  **\$\$  **Total liabilities  **Total liabilities liabilities  **Total liabilities liabilities  **Total liabilities liabi	306,590 87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278		279,129 86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906	\$	273,365 111,735 24,393 765,804 1,116,305 1,892 9,856 6,125
Biological assets Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  \$ Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability Total liabilities  \$ \$	87,935 17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278		86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906	\$	111,735 24,393 765,804 1,116,309 1,892 9,856 6,125
Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability Total liabilities  \$ \$	17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278		86,083 29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906	\$	111,735 24,393 765,804 1,116,309 1,892 9,856 6,125
Prepaid expenses and other assets  Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability Total liabilities  \$ \$	17,082 698,305 1,152,900 5,109 39,658 8,212 666,620 212,278		29,508 764,972 1,087,115 1,901 15,609 5,749 516,857 217,906	\$	24,393 765,804 1,116,309 1,892 9,856 6,129
Property and equipment Investment property Employee benefits Other long-term assets Goodwill Intangible assets Total assets  ***  **LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  **Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability Total liabilities  **\$  **Total liabilities	1,152,900 5,109 39,658 8,212 666,620 212,278		1,087,115 1,901 15,609 5,749 516,857 217,906	\$	1,116,309 1,892 9,856 6,129
Investment property Employee benefits Other long-term assets Goodwill Intangible assets Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  \$  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability Total liabilities  \$	1,152,900 5,109 39,658 8,212 666,620 212,278		1,087,115 1,901 15,609 5,749 516,857 217,906		1,116,309 1,892 9,856 6,129
Investment property Employee benefits Other long-term assets Goodwill Intangible assets Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  \$  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability Total liabilities  \$	5,109 39,658 8,212 666,620 212,278	\$	1,901 15,609 5,749 516,857 217,906		1,892 9,856 6,125
Employee benefits Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability  Total liabilities  \$	39,658 8,212 666,620 212,278	\$	15,609 5,749 516,857 217,906		9,856 6,125
Other long-term assets Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability  Total liabilities  \$	8,212 666,620 212,278	\$	5,749 516,857 217,906		6,125
Goodwill Intangible assets  Total assets  \$  LIABILITIES AND EQUITY Current liabilities  Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  \$  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability  Total liabilities  \$	666,620 212,278	\$	516,857 217,906		
Total assets \$  LIABILITIES AND EQUITY  Current liabilities  Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability  Total liabilities \$	212,278	\$			
Total assets \$  LIABILITIES AND EQUITY  Current liabilities  Accounts payable and accruals Provisions Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability  Total liabilities \$		\$			215,197
LIABILITIES AND EQUITY  Current liabilities  Accounts payable and accruals Provisions  Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities  Deferred tax liability  Total liabilities  \$		<u> </u>		\$	2,632,570
Current portion of long-term debt Income taxes payable Other current liabilities  \$ Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability  Total liabilities \$	308,288	\$	288,813	\$	
Current portion of long-term debt Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability  Total liabilities \$	308,288	\$	288,813	\$	300,659
Income taxes payable Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability  Total liabilities \$	3,917		14,539		9,338
Other current liabilities  Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability  Total liabilities \$	839		794		808
\$ Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability Total liabilities \$	11,382		4,408		7,855
Long-term debt Employee benefits Provisions Other long-term liabilities Deferred tax liability Total liabilities \$	45,042		29,908		31,597
Employee benefits Provisions Other long-term liabilities Deferred tax liability  Total liabilities \$	369,468	\$	338,462	\$	350,251
Provisions Other long-term liabilities Deferred tax liability Total liabilities \$	174,276		8,494		8,443
Other long-term liabilities Deferred tax liability  Total liabilities \$	101,427		114,396		117,808
Deferred tax liability  Total liabilities \$	8,937		11,337		11,273
Total liabilities \$	14,771		12,882		12,689
	116,044		77,019		80,498
	784,923	\$	562,590	\$	580,962
Observation 1. december 2. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.					
Shareholders' equity		Φ.	0.44.000	•	005.45
Share capital \$	000 500	\$	841,020	\$	835,154
Retained earnings	820,588		1,233,903		1,253,035
Accumulated other comprehensive loss	1,208,848		(6,443)		(9,620
Treasury stock	1,208,848 (4,891)		(20,961)		(26,961
Total shareholders' equity \$  Total liabilities and equity \$	1,208,848	\$	2,047,519	\$ \$	2,051,608

Restated, see Note 17(b) of the Company's 2018 third quarter unaudited condensed consolidated interim financial statements.

# Consolidated Interim Statements of Net Earnings

(In thousands of Canadian dollars, except share amounts)	Three months ended September 30,						Nine months ended September 30,				
(Unaudited)		2018		2017		2018		2017			
Sales	\$	874,827	\$	908,359	\$	2,601,580	\$	2,645,417			
Cost of goods sold		756,245		778,115		2,211,571		2,233,799			
Gross margin	\$	118,582	\$	130,244	\$	390,009	\$	411,618			
Selling, general and administrative expenses		77,377		86,544		252,794		256,487			
Earnings before the following:	\$	41,205	\$	43,700	\$	137,215	\$	155,131			
Restructuring and other related costs		_		(5,627)		(3,971)		(17,103)			
Other income (expense)		(3,346)		12,764		(4,431)		8,928			
Earnings before interest and income taxes	\$	37,859	\$	50,837	\$	128,813	\$	146,956			
Interest expense and other financing costs		2,274		1,320		5,793		3,892			
Earnings before income taxes	\$	35,585	\$	49,517	\$	123,020	\$	143,064			
Income taxes		9,029		11,939		33,621		38,039			
Net earnings	\$	26,556	\$	37,578	\$	89,399	\$	105,025			
Earnings per share:											
Basic earnings per share	\$	0.21	\$	0.29	\$	0.71	\$	0.81			
Diluted earnings per share	\$	0.21	\$	0.29	\$	0.70	\$	0.79			
Weighted average number of shares (millions)											
Basic		124.6		128.1		125.6		129.2			
Diluted		126.6		131.4		128.0		132.6			

# Consolidated Interim Statements of Other Comprehensive Income (Loss)

(In thousands of Canadian dollars)	Three m	onths ended	d Septe	ember 30,	Nine months ended September 30,				
(Unaudited)		2018	2017			2018		2017	
Net earnings	\$	26,556	\$	37,578	\$	89,399	\$	105,025	
Other comprehensive income									
Actuarial gains that will not be reclassified to profit or loss									
(Net of tax of \$4.1 million and \$13.4 million; 2017: \$6.3 million and \$0.1 million)	\$	11,542	\$	17,952	\$	38,191	\$	391	
Items that are or may be reclassified subsequently to profit or loss:									
Change in accumulated foreign currency translation adjustment									
(Net of tax of \$0.0 million and \$0.0 million; 2017: \$0.0 million and \$0.0 million)	\$	(6,330)	\$	(7,727)	\$	12,868	\$	(14,912)	
Change in foreign exchange gains on long-term debt designated as a net investment									
(Net of tax of \$0.1 million and \$0.3 million; 2017: \$0.0 million and \$0.0 million)		604	\$	_		(2,251)	\$	_	
Change in unrealized gains (losses) on cash flow hedges									
(Net of tax of \$0.2 million and \$0.7 million; 2017: \$0.2 million and \$2.4 million)		479		(508)		(5,888)		6,850	
Total items that are or may be reclassified subsequently to									
profit or loss	\$	(5,247)	\$	(8,235)	\$	4,729	\$	(8,062)	
Total other comprehensive income (loss)	\$	6,295	\$	9,717	\$	42,920	\$	(7,671)	
Comprehensive income	\$	32,851	\$	47,295	\$	132,319	\$	97,354	

# Consolidated Interim Statements of Changes in Total Equity

Accumulated other comprehensive income (loss)<sup>(f)</sup>

					-				
(In thousands of Canadian dollars) (Unaudited)	Share capital		Retained earnings	Contributed surplus		Foreign currency translation adjustment	Unrealized gains and losses on cash flow hedges	Treasury stock	Total equity
Balance as at December 31, 2017	\$ 835,154	\$	1,253,035	<del>\$</del> —	\$	(11,420) \$	1,800	\$ (26,961) \$	2,051,608
Impact of new IFRS standards(iii)	_		(3,695)	_		_	_	_ \$	(3,695)
Net earnings	_		89,399	_		_	_	_	89,399
Other comprehensive income (loss) <sup>(ii)</sup>	_		38,191	_		10,617	(5,888)	_	42,920
Dividends declared (\$0.39 per share)	_		(49,023)	_		_	_	_	(49,023)
Share-based compensation expense	_		_	13,785		_	_	_	13,785
Deferred taxes on share-based compensation	_		_	(1,100)	)	_	_	_	(1,100)
Repurchase of shares	(30,406)	)	(101,495)	(12,685)	)	_	_	_	(144,586)
Exercise of stock options	15,840		_	_		_	_	_	15,840
Settlement of share-based compensation	_		(17,564)	_		_	_	10,575	(6,989)
Shares purchased by RSU trust	_		_	_		_	_	(10,000)	(10,000)
Balance as at September 30, 2018	\$ 820,588	\$	1,208,848	<b>\$</b> —	\$	(803) \$	(4,088)	\$ (26,386) \$	1,998,159

Accumulated other
comprehensive income
(loss) <sup>(j)</sup>

				(loss	)"		
(In thousands of Canadian dollars) (Unaudited)	Share capital	Retained earnings	Contributed surplus	Foreign currency translation adjustment	Unrealized gains and losses on cash flow hedges	Treasury stock	Total equity
Balance as at December 31, 2016	\$ 853,633	\$ 1,247,737	\$ —	\$ 2,116	\$ (497)	\$ (14,966) \$	2,088,023
Net earnings	_	105,025	_	_	_	_	105,025
Other comprehensive income (loss) <sup>(ii)</sup>	_	391	_	(14,912)	6,850	_	(7,671)
Dividends declared (\$0.33 per share)	_	(42,677)	_	_	_	_	(42,677)
Share-based compensation expense	_	_	16,508	_	_	_	16,508
Deferred taxes on share-based compensation	_	_	3,750			_	3,750
Repurchase of shares	(18,543)	(47,755)	(20,258)	_	_	_	(86,556)
Exercise of stock options	5,930	_	_	_	_	_	5,930
Settlement of share-based compensation	_	(28,818)	_	_	_	16,005	(12,813)
Shares purchased by RSU trust	_	_	_	_	_	(22,000)	(22,000)
Balance at September 30, 2017	\$ 841,020	\$ 1,233,903	\$ —	\$ (12,796)	\$ 6,353	\$ (20,961) \$	2,047,519

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

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

<sup>(</sup>iii) See Note 2 of the Company's 2018 third quarter unaudited condensed consolidated interim financial statements.

# Consolidated Interim Statements of Cash Flows

(In thousands of Canadian dollars) (Unaudited)		Three months ended September 30,				Nine months ended September 30,			
		2018		2017		2018		2017	
CASH PROVIDED BY (USED IN):									
Operating activities									
Net earnings	\$	26,556	\$	37,578	\$	89,399	\$	105,025	
Add (deduct) items not affecting cash:									
Change in fair value of biological assets		5,781		20,645		33,134		26,362	
Depreciation and amortization		30,467		28,916		90,764		86,066	
Share-based compensation		4,547		4,666		13,785		16,508	
Deferred income taxes		7,590		11,550		23,250		34,031	
Income tax current		1,439		389		10,371		4,008	
Interest expense and other financing costs		2,274		1,320		5,793		3,892	
Loss (gain) on sale of long-term assets		806		(8,174)		4,638		(8,684)	
Change in fair value of non-designated									
derivative financial instruments		3,818		1,088		(8,482)		14,905	
Impairment of assets (net of reversals)		_		3,776		_		3,776	
Change in net pension liability		1,915		5,458		5,520		897	
Net income taxes paid		(2,154)		(2,523)		(6,424)		(8,888)	
Interest paid		(1,695)		(955)		(4,334)		(2,605)	
Change in provision for restructuring and other									
related costs		(2,356)		4,177		(6,643)		9,121	
Change in derivatives margin		(1,702)		12,973		14,583		(1,151)	
Other		(2,014)		(5,021)		(6,878)		(4,938)	
Change in non-cash working capital		14,926		70,244		(65,752)		4,922	
Cash provided by operating activities	\$	90,198	\$	186,107	\$	192,724	\$	283,247	
Financing activities									
Dividends paid	\$	(16,179)	\$	(14,147)	\$	(49,023)	\$	(42,677)	
Net increase (decrease) in long-term debt		118,110		(666)		162,964		(944)	
Exercise of stock options		_		418		15,840		5,930	
Repurchase of shares		(68,472)		(42,398)		(139,416)		(153,810	
Payment of deferred financing fees		(475)		(483)		(554)		(625)	
Purchase of treasury stock		(5,000)		(6,000)		(10,000)		(22,000)	
Cash provided by (used in) financing activities	\$	27,984	\$	(63,276)	\$	(20,189)	\$	(214,126	
Investing activities									
Additions to long-term assets	\$	(45,070)	\$	(31,816)	\$	(127,971)	\$	(79,053	
Acquisition of business, net of cash acquired		_		_		(138,380)		(199,440)	
Proceeds from sale of long-term assets		34		14,015		34		15,601	
Cash used in investing activities	\$	(45,036)	\$	(17,801)	\$	(266,317)	\$	(262,892	
Increase (decrease) in cash and cash equivalents	\$	73,146	\$	105,030	\$	(93,782)	\$	(193,771	
Cash and cash equivalents, beginning of period		36,497		104,820		203,425		403,621	
Cash and cash equivalents, end of period	\$	109,643	\$	209,850	\$	109,643	\$	209,850	