



Q2 For the three months  
ended June 30, 2017



TSX: SPB

August 9, 2017

## Superior Plus Corp. Announces 2017 Second Quarter Results

Superior Plus Corp. (“Superior”) (TSX:SPB) announced today the financial and operating results for the three months ended June 30, 2017. All financial figures are expressed in Canadian dollars.

### Highlights

- Achieved Adjusted Operating Cash Flow (“AOCF”) per share before transaction and other costs of \$0.19, a 58% increase over the prior year quarter of \$0.12 per share due to higher Adjusted EBITDA, offset in part by higher interest expense.
- Adjusted EBITDA increased \$12.6 million or 45% over the prior year quarter due to lower realized losses on foreign exchange hedging contracts, higher EBITDA from operations for Specialty Chemicals, income associated with the Canwest Propane transaction and lower corporate costs, partially offset by lower EBITDA from operations for Energy Distribution.
- On August 1, 2017, Superior Plus Energy Services Inc., a subsidiary of Superior closed on the previously announced acquisition of the assets of Yankee Propane Inc. (“Yankee”) and Virginia Propane Inc. (“Virginia”) for an aggregate purchase price of approximately US \$31.5 million. The acquisition of Yankee and Virginia will add approximately 13,000 residential and commercial customers and approximately 29 million litres of retail propane sales in New York, New Jersey and Virginia.
- On August 1, 2017 Superior entered into an agreement with the Canada Revenue Agency (the “CRA”) regarding its objection to the tax consequences of Superior’s corporate conversion transaction on December 31, 2008. The settlement agreement will not impact Superior’s cash income taxes for the current year or any previous financial years or the existing 2017 guidance. However, Superior expects to receive refunds from the CRA and related provincial tax agencies for taxes paid of \$33.0 million in the fourth quarter of 2017 or early first quarter 2018. As a result of the agreement and based on current estimates, Superior does not anticipate paying provincial cash income taxes until 2020.
- EBITDA from operations for the Specialty Chemicals business increased \$6.1 million or 27% compared to the prior year quarter primarily due to higher chlor-alkali gross profit related to increased demand, partially offset by higher operating costs.
- EBITDA from operations for the Energy Distribution business decreased \$4.1 million or 24% compared to the prior year quarter primarily due to lower gross profit in the supply portfolio management segment of Canadian propane distribution related to a change in market fundamentals, partially offset by higher gross profit in the U.S. refined fuels (“USRF”) business and lower operating expenses.
- Superior’s 2017 financial outlook of AOCF per share has been confirmed at \$1.50 to \$1.75 before transaction and other costs. See “2017 Financial Outlook” for further details.

## Financial Overview

<i>(millions of dollars, except per share amounts)</i>	Three Months Ended		Six Months Ended	
	2017	2016	2017	2016
Revenue <sup>(1)</sup>	<b>474.9</b>	448.1	<b>1,150.6</b>	1,011.6
Gross Profit <sup>(1)</sup>	<b>138.0</b>	127.2	<b>363.7</b>	343.8
Net earnings (loss)	<b>(1.6)</b>	(15.7)	<b>51.6</b>	84.2
Net earnings (loss) per share, basic	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.36</b>	\$0.60
Net earnings (loss) per share, diluted	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.35</b>	\$0.56
EBITDA from operations <sup>(1)(2)</sup>	<b>41.2</b>	39.2	<b>160.2</b>	153.3
Adjusted EBITDA <sup>(1)(2)</sup>	<b>40.3</b>	27.7	<b>159.5</b>	127.2
Net cash flows from operating activities	<b>51.4</b>	39.1	<b>148.6</b>	128.8
Net cash flows from operating activities per share – basic	<b>\$0.36</b>	\$0.28	<b>\$1.04</b>	\$0.91
Net cash flows from operating activities per share – diluted	<b>\$0.35</b>	\$0.25	<b>\$1.00</b>	\$0.82
AOCF before transaction and other costs <sup>(2)(3)(4)</sup>	<b>27.5</b>	16.5	<b>136.8</b>	104.5
AOCF before transaction and other costs per share – basic <sup>(2)(3)(4)</sup>	<b>\$0.19</b>	\$0.12	<b>\$0.96</b>	\$0.74
AOCF before transaction and other costs per share –diluted <sup>(2)(3)(4)</sup>	<b>\$0.19</b>	\$0.12	<b>\$0.94</b>	\$0.71
AOCF <sup>(2)</sup>	<b>20.1</b>	5.0	<b>127.9</b>	84.5
AOCF per share– basic <sup>(2)</sup>	<b>\$0.14</b>	\$0.04	<b>\$0.90</b>	\$0.60
AOCF per share – diluted <sup>(2)(4)</sup>	<b>\$0.14</b>	\$0.04	<b>\$0.88</b>	\$0.58
Cash dividends declared	<b>25.7</b>	25.9	<b>51.4</b>	51.2
Cash dividends declared per share	<b>\$0.18</b>	\$0.18	<b>\$0.36</b>	\$0.36

<sup>(1)</sup> Revenue, gross profit, EBITDA from operations, Adjusted EBITDA, AOCF and AOCF per share for 2016 have been restated to exclude the results of Construction Products Distribution (“CPD”). Refer to “Basis of Presentation” in the second quarter Management Discussion and Analysis (“MD&A”) for further details.

<sup>(2)</sup> EBITDA from operations, Adjusted EBITDA and AOCF are non-GAAP measures. Refer to “Non-GAAP Financial Measures” for further details and the MD&A for reconciliations.

<sup>(3)</sup> Transaction and other costs for the three and six months ended June 30, 2017 are related to the acquisition of Canwest Propane and tuck-in acquisitions. Transaction and other costs for the three and six months ended June 30, 2016 are related to the terminated acquisition of Canexus Corporation. Refer to “Transaction and Other Costs” in the MD&A for further details.

<sup>(4)</sup> The weighted average number of shares outstanding for the three and six months ended June 30, 2017 is 142.8 million (June 30, 2016 – 141.9 and 141.5 million respectively). The diluted weighted average number of shares outstanding for the three and six months ended June 30, 2017, is 148.6 million (June 30, 2016 – 157.6 and 157.2 million respectively).

## Segmented Information

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	2016	2017	2016
EBITDA from operations <sup>(1)</sup>				
Energy Distribution	<b>12.8</b>	16.9	<b>98.9</b>	103.7
Specialty Chemicals	<b>28.4</b>	22.3	<b>61.3</b>	49.6
	<b>41.2</b>	39.2	<b>160.2</b>	153.3

<sup>(1)</sup> See “Non-GAAP Financial Measures”.

## Operational and Financial Highlights

### Energy Distribution

- Gross profit for the second quarter decreased \$6.4 million to \$86.9 million from the prior year quarter due to lower gross profits for the Canadian propane distribution business, partially offset by modestly higher gross profits for the U.S. refined fuels (“USRF”) business.
- Gross profit for the Canadian propane distribution business of \$49.8 million was \$8.7 million or 15% lower than the prior year quarter due to a decrease in average margins, partially offset by an increase in sales volumes. Sales volumes increased 28 million litres or 11% due primarily to higher wholesale and commercial volumes, partially offset by lower industrial volumes. Average margins for the second quarter were 17.6 cents per litre compared to 22.9 cents per litre in the prior year. The decrease in average margins was due primarily to the impact of weaker

basis differentials and market fundamentals on the supply portfolio management business. Average retail margins were consistent with the prior year quarter. Average margins for the first six months of 2017 were 19.7 cents per litre compared to 23.0 cents per litre in the prior comparable period.

- Gross profit for the USRF business of \$30.7 million was \$2.1 million or 7% higher than the prior year quarter due to an increase in average margins, partially offset by a decrease in sales volumes. Sales volumes decreased 55 million litres or 16% due primarily to lower wholesale volumes related to sales initiatives focused on reducing low margin sales exposure. Unit margins were 10.3 cents per litre compared to 8.1 cents per litre in the prior year quarter. The increase in average margins was due to sales mix, sales and marketing initiatives in the retail heating oil and the wholesale business and the positive impact of the stronger U.S. dollar.
- Average weather across Canada for the quarter as measured by degree days was 4% colder than the prior year quarter and 1% warmer than the five-year average. Average weather in the U.S. northeast as measured by degree days was 21% warmer than the prior year and 8% warmer than the five-year average. Due to the seasonal nature of heating related volumes weather in the second quarter did not have a material impact on results.
- Other services gross profit of \$6.4 million was modestly higher than the prior year quarter.
- Operating and administrative costs were \$74.1 million, a decrease of \$2.3 million or 3% compared to the prior year quarter due to restructuring initiatives in 2016 and lower incentive costs, partially offset by the impact of the stronger average U.S. dollar on U.S. denominated expenses. The average USDCAD rate in the second quarter was 1.34 compared to 1.29 in the prior year quarter.
- On April 20, 2017, Superior General Partner Inc., a subsidiary of Superior, acquired Pomerleau Gaz Propane Inc. (“Pomerleau”), a small propane distributor serving residential and commercial customers in southeastern Quebec. The acquisition complements Superior’s existing operations in Quebec and is consistent with the *Evolution 2020* strategy to grow the Energy Distribution business through tuck-in acquisitions of propane companies and leverage Superior’s solid operating platform to achieve operational cost efficiencies.

### **Specialty Chemicals**

- Chemical revenue was \$157.4 million in the second quarter, \$14.1 million or 10% higher than the prior year quarter primarily due to an increase in chlor-alkali sales volumes and pricing.
- Gross profit was \$63.2 million in the second quarter, \$7.6 million or 14% higher than the prior year quarter due primarily to the increase in chlor-alkali gross profits. Chlor-alkali gross profit increased due to higher sales volumes and netbacks. Chlor-alkali sales volumes were 14% higher than the prior year quarter due primarily to increased caustic potash volumes related to agricultural demand and hydrochloric acid volumes related to demand from the U.S. oil and gas sector. Caustic soda netbacks increased 25% compared to the prior year quarter due to strong demand in North America and for exports from the U.S. Gulf Coast. Sodium chlorate gross profits were modestly lower due to increased production costs related to electricity mill rates, partially offset by increases in prices and sales volumes.
- Operating expenses were \$34.8 million in the second quarter, an increase of \$1.5 million or 5% compared to the prior year due to higher distribution costs and the impact of the stronger U.S. dollar on U.S. denominated expenses.

### **Income from Canwest Propane**

Earnings from Canwest Propane (“Canwest”) were attributable to Superior as of March 1, 2017. Canwest contributed \$2.8 million in Adjusted EBITDA for the second quarter.

### **Corporate Related**

- Corporate costs were \$2.0 million, a decrease of \$1.8 million compared to the prior year quarter due primarily to lower long-term incentive costs related to the decline in the share price. Corporate costs exclude

one-time transaction and other costs of \$7.4 million related to the acquisition of Canwest Propane and tuck-in acquisitions.

- Interest expense was \$11.2 million, an increase of \$1.7 million compared to the prior year quarter due to higher average debt levels and higher average effective interest rates.
- Realized losses on foreign currency hedging contracts were \$1.7 million, a \$6.0 million decrease compared to the prior year quarter. Realized losses were lower due to the increase in Superior's effective average hedge rate.

### **Financial Outlook**

Superior has confirmed its 2017 financial outlook of AOCF per share to \$1.50 to \$1.75. Key assumptions related to the updated financial outlook are:

- EBITDA from operations for Energy Distribution is anticipated to be consistent to modestly lower than 2016. Supply market fundamentals in the Canadian propane distribution business are anticipated to have a negative impact on average margins and gross profit during the second half of 2017. Average weather, as measured by degree days, for the remainder of the year is anticipated to be consistent with the five-year average.
- EBITDA from operations for Specialty Chemicals is anticipated to be higher than 2016 driven by the recovery in chlor-alkali markets in 2017.
- The contribution from Canwest is anticipated to increase EBITDA. As the close of the acquisition of Canwest is anticipated in the second half of 2017, the contribution from Canwest doesn't include any of the estimated synergies.
- Interest expense is anticipated to increase due to higher average debt levels related to the Canwest transaction and the interest costs for the 5.25% senior unsecured notes issued in the first quarter.
- Realized losses on foreign currency hedging contracts are anticipated to be lower than 2016 due to the increase in the average hedge rate.

### **Capital expenditures**

Total capital expenditures, including finance leases, in the second quarter were \$25.8 million compared to \$19.4 million in the prior year quarter due primarily to an increase in acquisitions and finance leases. Acquisition capital of \$5.1 million in the second quarter relate to the tuck-in acquisition of Pomerleau. The \$7.1 million increase in capital leases is due to the timing on delivery of vehicles for the Energy Distribution business.

### **Total Debt and Leverage**

- Total debt as at June 30, 2017 was \$967.7 million, an increase of \$426.0 million compared to total debt of \$541.7 million as at December 31, 2016. Total debt was higher due primarily to the Canwest transaction, partially offset by cash flows from operating activities.
- Total debt to adjusted EBITDA for the trailing twelve months as at June 30, 2017 was 3.3x, compared to 2.1x at December 31, 2016. Total debt to adjusted EBITDA is currently above the long-term target of 3.0x. Superior anticipates the total debt to EBITDA ratio will be in the range of 3.2x to 3.6x at December 31, 2017.

### **MD&A and Financial Statements**

Superior's MD&A, the unaudited Consolidated Financial Statements and the Notes to the Consolidated Financial Statements for the three and six months ended June 30, 2017 provide a detailed explanation of Superior's operating results. These documents are available online at Superior's website at [www.superiorplus.com](http://www.superiorplus.com) under the Investor Relations section and on SEDAR under Superior's profile at [www.sedar.com](http://www.sedar.com).

## **2017 Second Quarter Conference Call**

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Superior will be conducting a conference call and webcast for investors, analysts, brokers and media representatives to discuss the 2017 Second Quarter Results at 10:30 a.m. EDT on Thursday, August 10, 2017. To participate in the call, dial: 1-844-389-8661. Internet users can listen to the call live, or as an archived call on Superior's website at [www.superiorplus.com](http://www.superiorplus.com) under the Events section.

## **Non-GAAP Measures**

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Throughout the second quarter earnings release, Superior has used the following terms that are not defined by GAAP, but are used by management to evaluate the performance of Superior and its business. These measures may also be used by investors, financial institutions and credit rating agencies to assess Superior's performance and ability to service debt. Non-GAAP financial measures do not have standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other companies, securities regulations require that Non-GAAP financial measures be clearly defined, qualified and reconciled to their most comparable GAAP financial measures. Except as otherwise indicated, these Non-GAAP financial measures are calculated and disclosed on a consistent basis from period to period. Specific adjusting items may only be relevant in certain periods.

The intent of Non-GAAP financial measures is to provide additional useful information to investors and analysts. The measures do not have any standardized meaning under IFRS. The measures should not, therefore, be considered in isolation or used in substitute for measures of performance prepared in accordance with IFRS. Other issuers may calculate Non-GAAP financial measures differently.

Investors should be cautioned that AOCF, Adjusted EBITDA, and Adjusted EBITDA from operations should not be construed as alternatives to net earnings, cash flow from operating activities or other measures of financial results determined in accordance with GAAP as an indicator of Superior's performance.

Non-GAAP financial measures are identified and defined as follows:

### **Adjusted Operating Cash Flow**

AOCF is equal to cash flow from operating activities as defined by IFRS, adjusted for changes in non-cash working capital, other expenses, non-cash interest expense, current income taxes and finance costs. Superior may deduct or include additional items in its calculation of AOCF; these items would generally, but not necessarily, be infrequent in nature and could distort the analysis of trends in business performance. Excluding these items does not imply that they are non-recurring. AOCF and AOCF per share are presented before and after transaction and other costs.

AOCF per share before transaction and other costs is calculated by dividing AOCF before transaction and other costs by the weighted average number of shares outstanding. AOCF per share is calculated by dividing AOCF by the weighted average number of shares outstanding.

AOCF is the main performance measure used by management and investors to evaluate Superior's ongoing performance of its businesses and ability to generate cash flow. AOCF represents cash flow generated by Superior that is available for, but not necessarily limited to, changes in working capital requirements, investing activities and financing activities of Superior. AOCF is also used as one component in determining short-term incentive compensation for certain management employees.

The seasonality of Superior's individual quarterly results must be assessed in the context of annualized AOCF. Adjustments recorded by Superior as part of its calculation of AOCF include, but are not limited to, the impact of the seasonality of Superior's businesses, principally the Energy Distribution segment, by adjusting for non-cash working capital items, thereby eliminating the impact of the timing between the recognition and collection/payment of Superior's revenues and expenses, which can differ significantly from quarter to quarter.

### **Adjusted EBITDA**

Adjusted EBITDA represents earnings before taxes, depreciation, amortization, losses/(gains) on disposal of assets, finance expense, restructuring, transaction and other costs and unrealized gains/(losses) on derivative financial instruments. Adjusted EBITDA is used by Superior and investors to assess its consolidated results and those of its operating segments.

### **EBITDA from Operations**

EBITDA from operations is defined as adjusted EBITDA excluding gains/(losses) on foreign currency hedging contracts, corporate costs and transaction and other costs. For purposes of this MD&A, foreign currency hedging contract gains and losses are excluded from the results of the operating segments. EBITDA from operations is used by Superior and investors to assess the results of its operating segments. EBITDA from operations is reconciled to net earnings before income taxes in the second quarter MD&A.

### **Forward Looking Information**

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Certain information included herein is forward-looking information within the meaning of applicable Canadian securities laws. Forward-looking information may include statements regarding the objectives, business strategies to achieve those objectives, expected financial results (including those in the area of risk management), economic or market conditions, and the outlook of or involving Superior, Superior LP and its businesses. Such information is typically identified by words such as "anticipate", "believe", "continue", "estimate", "expect", "plan", "forecast", "future", "outlook", "guidance", "may", "project", "should", "strategy", "target", "will" or similar expressions suggesting future outcomes.

Forward-looking information in this document includes: future financial position, consolidated and business segment outlooks, expected EBITDA from operations, expected AOCF and AOCF per share, expected leverage ratios and debt repayment, expectations in terms of the cost of operations, business strategy and objectives, development plans and programs, business expansion and cost structure and other improvement projects, expected product margins and sales volumes, market conditions in Canada and the U.S., continued improvements in operational efficiencies and sales and marketing initiatives in Energy Distribution, expected synergies as a result of the acquisition of Canwest, anticipated acquisition closing and financing, expected time Superior will be required to pay provincial cash income taxes, future economic conditions, future exchange rates, exposure to such rates and incremental earnings associated with such rates, expected weather, expectations for the global economic environment, our trading strategy and the risk involved in these strategies, the impact of certain hedges on future reported earnings and cash flows, commodity prices and costs, the impact of contracts for commodities, demand for propane, heating oil and similar products, demand for chemicals including sodium chlorate and chlor-alkali, effect of operational and technological improvements, anticipated costs and benefits of business enterprise system upgrade plans, future working capital levels, expected governmental regulatory regimes and legislation and their expected impact on regulatory and legislative compliance costs, expectations for the outcome of existing or potential legal and contractual claims, our

ability to obtain financing on acceptable terms, expected life of facilities and statements regarding net working capital and capital expenditure requirements of Superior or Superior LP.

Forward-looking information is provided for the purpose of providing information about management's expectations and plans about the future and may not be appropriate for other purposes. Forward-looking information herein is based on various assumptions and expectations that Superior believes are reasonable in the circumstances. No assurance can be given that these assumptions and expectations will prove to be correct. Those assumptions and expectations are based on information currently available to Superior, including information obtained from third party industry analysts and other third party sources, and the historic performance of Superior's businesses. Such assumptions include anticipated financial performance, current business and economic trends, the amount of future dividends paid by Superior, business prospects, utilization of tax basis, regulatory developments, currency, exchange and interest rates, future commodity prices relating to the oil and gas industry, future oil rig activity levels as well as receipt and conditions of required regulatory approvals to complete the acquisition of Canwest, trading data, cost estimates, our ability to obtain financing on acceptable terms, the assumptions set forth under the "Financial Outlook" sections of our second quarter MD&A and are subject to the risks and uncertainties set forth below.

By its very nature, forward-looking information involves numerous assumptions, risks and uncertainties, both general and specific. Should one or more of these risks and uncertainties materialize or should underlying assumptions prove incorrect, as many important factors are beyond our control, Superior's or Superior LP's actual performance and financial results may vary materially from those estimates and intentions contemplated, expressed or implied in the forward-looking information. These risks and uncertainties include incorrect assessments of value when making acquisitions, increases in debt service charges, the loss of key personnel, fluctuations in foreign currency and exchange rates, inadequate insurance coverage, liability for cash taxes, counterparty risk, compliance with environmental laws and regulations, reduced customer demand, operational risks involving our facilities, force majeure, labour relations matters, our ability to access external sources of debt and equity capital, and the risks identified in (i) our MD&A under the heading "Risk Factors" and (ii) Superior's most recent Annual Information Form. The preceding list of assumptions, risks and uncertainties is not exhaustive.

When relying on our forward-looking information to make decisions with respect to Superior, investors and others should carefully consider the preceding factors, other uncertainties and potential events. Any forward-looking information is provided as of the date of this document and, except as required by law, neither Superior nor Superior LP undertakes to update or revise such information to reflect new information, subsequent or otherwise. For the reasons set forth above, investors should not place undue reliance on forward-looking information.

For more information about Superior, visit our website at [www.superiorplus.com](http://www.superiorplus.com) or contact:

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## **MANAGEMENT'S DISCUSSION AND ANALYSIS OF 2017 SECOND QUARTER RESULTS**

### **August 9, 2017**

This Management's Discussion and Analysis (MD&A) contains information about the performance and financial position of Superior Plus Corp. (Superior) as at and for the three and six month's ended June 30, 2017, as well as forward-looking information about future periods. The information in this MD&A is current to August 9, 2017, and should be read in conjunction with Superior's second quarter 2017 unaudited condensed interim consolidated financial statements and notes thereto as at and for the three and six months ended June 30, 2017.

The accompanying unaudited condensed interim consolidated financial statements of Superior were prepared by and are the responsibility of Superior's management. Superior's unaudited condensed interim consolidated financial statements as at and for the three and six months ended June 30, 2017 and 2016 were prepared in accordance with International Financial Reporting Standards (IFRS).

All dollar amounts in this MD&A are expressed in millions of Canadian dollars except where otherwise noted. This MD&A includes forward-looking statements and assumptions. See "Forward-Looking Information" for more details.

### **Overview of Superior**

Superior is a diversified business corporation. Superior holds 99.9% of Superior Plus LP (Superior LP), a limited partnership formed between Superior General Partner Inc. (Superior GP) as general partner and Superior as limited partner. Superior owns 100% of the shares of Superior GP and Superior GP holds 0.1% of Superior LP. The cash flow of Superior is solely dependent on the results of Superior LP and is derived from the allocation of Superior LP's income to Superior by means of partnership allocations.

Superior, through its ownership of Superior LP and Superior GP, has two operating segments: the Energy Distribution segment, which includes a Canadian propane distribution business and a U.S. refined fuels distribution business; and the Specialty Chemicals segment, which produces and distributes sodium chlorate, chlor-alkali products and sodium chlorite.

### **Non-GAAP Financial Measures**

Throughout the MD&A, Superior has used the following terms that are not defined by GAAP, but are used by management to evaluate the performance of Superior and its business: adjusted operating cash flow (AOCF) before and after transaction and other costs, earnings before interest, taxes, depreciation and amortization (EBITDA) from operations, adjusted EBITDA and compliance EBITDA. These measures may also be used by investors, financial institutions and credit rating agencies to assess Superior's performance and ability to service debt. Non-GAAP financial measures do not have standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other companies. Securities regulations require that Non-GAAP financial measures are clearly defined, qualified and reconciled to their most comparable GAAP financial measures. Except as otherwise indicated, these non-GAAP financial measures are calculated and disclosed on a consistent basis from period to period. Specific items may only be relevant in certain periods.

The intent of non-GAAP financial measures is to provide additional useful information to investors and analysts; the measures do not have any standardized meaning under IFRS. The measures should not, therefore, be considered in isolation or used in substitute for measures of performance prepared in accordance with IFRS. Other issuers may calculate non-GAAP financial measures differently.

See "Non-GAAP Financial Measures" for more information about these measures.

### **Forward-Looking Information**

Certain information included herein is forward-looking information within the meaning of applicable Canadian securities laws. Forward-looking information may include statements regarding the objectives, business strategies to achieve those objectives, expected financial results (including those in the area of risk management), economic or market conditions, and the outlook of or involving Superior, Superior LP and its businesses. Such information is typically identified by words such as "anticipate", "believe", "continue", "estimate", "expect", "plan",



“forecast”, “future”, “outlook”, “guidance”, “may”, “project”, “should”, “strategy”, “target”, “will” or similar expressions suggesting future outcomes.

Forward-looking information in this document includes: future financial position, consolidated and business segment outlooks, expected adjusted EBITDA from operations (EBITDA from operations), expected AOCF and AOCF per share, expected leverage ratios and debt repayment, expectations in terms of the cost of operations, business strategy and objectives, development plans and programs, business expansion and cost structure and other improvement projects, expected product margins and sales volumes, market conditions in Canada and the U.S., continued improvements in operational efficiencies and sales and marketing initiatives in Energy Distribution, expected synergies as a result of the acquisition of Canwest, anticipated acquisition closing and financing, future economic conditions, future exchange rates, exposure to such rates and incremental earnings associated with such rates, expected weather, expectations for to the global economic environment, Superior’s trading strategy and the risk involved in these strategies, the impact of certain hedges on future reported earnings and cash flows, commodity prices and costs, the impact of contracts for commodities, demand for propane, heating oil and similar products, demand for chemicals including sodium chlorate and chlor-alkali, effect of operational and technological improvements, future working capital levels, expected governmental regulatory regimes and legislation and their expected impact on regulatory and legislative compliance costs, expectations for the outcome of existing or potential legal and contractual claims, Superior’s ability to obtain financing on acceptable terms, expected life of facilities and statements regarding net working capital and capital expenditure requirements of Superior or Superior LP.

Forward-looking information is provided for the purpose of providing information about management’s expectations and plans about the future and may not be appropriate for other purposes. Forward-looking information herein is based on various assumptions and expectations that Superior believes are reasonable in the circumstances. No assurance can be given that these assumptions and expectations will prove to be correct. Those assumptions and expectations are based on information currently available to Superior, including information obtained from third-party industry analysts and other third-party sources, and the historical performance of Superior’s businesses. Such assumptions include anticipated financial performance, current business and economic trends, the amount of future dividends paid by Superior, business prospects, availability and utilization of tax basis, regulatory developments, currency, exchange and interest rates, future commodity prices relating to the oil and gas industry, future oil rig activity levels as well as receipt of required regulatory approvals to complete the acquisition of Canwest, trading data, cost estimates, Superior’s ability to obtain financing on acceptable terms, the assumptions set forth under “Financial Outlook” in this MD&A and are subject to the risks and uncertainties set forth below.

By its very nature, forward-looking information involves numerous assumptions, risks and uncertainties, both general and specific. Should one or more of these risks and uncertainties materialize or should underlying assumptions prove incorrect, as many important factors are beyond Superior’s control, Superior’s or Superior LP’s actual performance and financial results may vary materially from those estimates and intentions contemplated, expressed or implied in the forward-looking information. These risks and uncertainties include incorrect assessments of value when making acquisitions, increases in debt service charges, the loss of key personnel, fluctuations in foreign currency and exchange rates, inadequate insurance coverage, liability for cash taxes, counterparty risk, compliance with environmental laws and regulations, reduced customer demand, operational risks involving Superior’s facilities, force majeure, labour relations matters, Superior’s ability to access external sources of debt and equity capital, and the risks identified in (i) this MD&A under “Risk Factors” and (ii) Superior’s most recent Annual Information Form. The preceding list of assumptions, risks and uncertainties is not exhaustive.

When relying on Superior’s forward-looking information to make decisions with respect to Superior, investors and others should carefully consider the preceding factors, other uncertainties and potential events. Any forward-looking information is provided as of the date of this document and, except as required by law, neither Superior nor Superior LP undertakes to update or revise such information to reflect new information, subsequent or otherwise. For the reasons set forth above, investors should not place undue reliance on forward-looking information.

## Basis of Presentation

On August 9, 2016, Superior divested its Construction Products Distribution (CPD) business, which distributed drywall, insulation, framing and other construction products mainly in Canada and the United States. Accordingly, prior period financial information in this MD&A has been restated to exclude the results of operations of CPD. This MD&A reflects the results of continuing operations, unless otherwise noted.

## FINANCIAL OVERVIEW

### Summary of Adjusted Operating Cash Flow

<i>(millions of dollars except per share amounts)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
Revenue	<b>474.9</b>	448.1	<b>1,150.6</b>	1,011.6
Gross profit	<b>138.0</b>	127.2	<b>363.7</b>	343.8
EBITDA from operations <sup>(1)</sup>	<b>41.2</b>	39.2	<b>160.2</b>	153.3
Income from Canwest Propane	<b>2.8</b>	–	<b>9.0</b>	–
Corporate costs	<b>(2.0)</b>	(3.8)	<b>(7.4)</b>	(7.1)
Realized losses on foreign currency hedging contracts	<b>(1.7)</b>	(7.7)	<b>(2.3)</b>	(19.0)
Adjusted EBITDA <sup>(1)</sup>	<b>40.3</b>	27.7	<b>159.5</b>	127.2
Interest expense	<b>(11.2)</b>	(9.5)	<b>(19.9)</b>	(19.8)
Cash income tax expense	<b>(1.6)</b>	(1.7)	<b>(2.8)</b>	(2.9)
Adjusted operating cash flow before transaction costs <sup>(1)</sup>	<b>27.5</b>	16.5	<b>136.8</b>	104.5
Transaction and other costs <sup>(2)</sup>	<b>(7.4)</b>	(11.5)	<b>(8.9)</b>	(20.0)
Adjusted operating cash flow <sup>(1)</sup>	<b>20.1</b>	5.0	<b>127.9</b>	84.5
Adjusted operating cash flow per share before transaction and other costs, basic <sup>(1)(3)</sup>	<b>\$0.19</b>	\$0.12	<b>\$0.96</b>	\$0.74
Adjusted operating cash flow per share before transaction and other costs, diluted <sup>(1)(3)</sup>	<b>\$0.19</b>	\$0.12	<b>\$0.94</b>	\$0.71
Adjusted operating cash flow per share, basic <sup>(1)(3)</sup>	<b>\$0.14</b>	\$0.04	<b>\$0.90</b>	\$0.60
Adjusted operating cash flow per share, diluted <sup>(1)(3)</sup>	<b>\$0.14</b>	\$0.04	<b>\$0.88</b>	\$0.58
Dividends paid per share	<b>\$0.18</b>	\$0.18	<b>\$0.36</b>	\$0.36

<sup>(1)</sup> EBITDA from operations, adjusted EBITDA and AOCF are non-GAAP measures. See “Non-GAAP Financial Measures” and “Reconciliation of Divisional Segmented Revenue, Cost of Sales and Cash Operating and Administrative Costs” and “Reconciliation of Net Earnings before income taxes to Adjusted EBITDA”.

<sup>(2)</sup> Transaction and other costs for the three and six months ended June 30, 2017 include \$7.0 and \$8.5 million of costs related primarily to the acquisition of Canwest Propane and other smaller tuck-in acquisitions. Transaction and other costs for the three and six months ended June 30, 2016 relate to the terminated acquisition of Canexus Corporation. See “Transaction and Other Costs” for further details.

<sup>(3)</sup> The weighted average number of shares outstanding for the three and six months ended June 30, 2017, is 142.8 million (June 30, 2016 – 141.9 and 141.5 million respectively). The diluted weighted average number of shares outstanding for the three and six months ended June 30, 2017, is 148.6 million (June 30, 2016 – 157.6 and 157.2 million respectively).

### Comparable GAAP Financial Information

<i>(millions of dollars except per share amounts)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
Net earnings (loss) from continuing operations	<b>\$(1.6)</b>	(15.7)	<b>\$51.6</b>	\$84.2
Net earnings (loss) per share from continuing operations, basic	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.36</b>	\$0.60
Net earnings (loss) per share from continuing operations, diluted	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.35</b>	\$0.56
Net cash flows from operating activities	<b>\$51.4</b>	\$39.1	<b>\$148.6</b>	128.8
Net cash flows from operating activities per share, basic	<b>\$0.36</b>	\$0.28	<b>\$1.04</b>	\$0.91
Net cash flows from operating activities per share, diluted	<b>\$0.35</b>	\$0.25	<b>\$1.00</b>	\$0.82

## Segmented Information

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
EBITDA from operations <sup>(1)</sup>				
Energy Distribution	12.8	16.9	98.9	103.7
Specialty Chemicals	28.4	22.3	61.3	49.6
	41.2	39.2	160.2	153.3

<sup>(1)</sup> EBITDA from operations is a non-GAAP measure. See “Non-GAAP Financial Measures

## Adjusted Operating Cash Flow Reconciled to Net Cash Flow from Operating Activities<sup>(1)</sup>

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
<b>Net cash flow from operating activities</b>	<b>\$51.4</b>	39.1	<b>\$148.6</b>	\$128.8
Add (Deduct):				
Non-cash interest expense	1.4	1.6	2.6	2.8
Discontinued operations	–	(10.2)	–	(17.0)
Increase in non-cash working capital	(23.0)	(12.6)	(4.3)	(4.0)
Depreciation and amortization – Canwest Propane	4.5	–	6.3	–
Cash income tax expense	(1.6)	(1.7)	(2.8)	(2.9)
Finance expense recognized in net earnings	(12.6)	(11.2)	(22.5)	(23.2)
<b>Adjusted Operating Cash Flow</b>	<b>20.1</b>	5.0	<b>127.9</b>	84.5

<sup>(1)</sup> AOCF is a non-GAAP measure. See “Non-GAAP Financial Measures”.

### Option to Purchase Canwest Propane (“Canwest Option”)

As announced on March 1, 2017, Superior has entered into certain agreements to purchase the entities that carry on the industrial propane business of Canwest from Gibson Energy ULC for \$412.0 million. The acquisition of Canwest is subject to the satisfaction of certain conditions, including the receipt of customary regulatory approvals. As of March 1, 2017, Superior is entitled to the benefit of the net profits of Canwest.

The acquisition of the Canwest Option occurred on March 1, 2017 for cash consideration of \$412.0 million plus \$22.8 million, of working capital adjustments. Superior anticipates the acquisition will close in the second half of 2017.

Canwest was founded in 1987 and is a leading propane supply and distribution franchise in western Canada, serving a diverse customer base of oil and gas, commercial and industrial, residential and construction under the brands of Canwest and Stittco. Canwest has over 50,000 customers and has established long-term relationships with a customer base that includes international, national and large regional companies. The asset base of over 60 locations in six provinces/territories had average annual propane sales volumes of approximately 470 million litres over the past two years.

The acquisition of Canwest is anticipated to significantly enhance Superior’s Energy Distribution business, while positioning the business for oilfield activity recovery and improved demand in Western Canada.

### Acquisition of Pomerleau Propane Gaz Inc. (“Pomerleau”)

On April 20, 2017, Superior General Partner Inc., a subsidiary of Superior, acquired Pomerleau Propane Gaz Inc., a small propane distributor serving residential and commercial customers in southeastern Québec for cash consideration of \$10.7 million.

### Acquisition of Yankee Propane Inc. and Virginia Propane Inc. (together “Yankee”)

On August 1, 2017, Superior Plus Energy Services Inc., a subsidiary of Superior, acquired all of the assets of Yankee, a propane distributor serving residential and commercial customers in New York, New Jersey and Virginia for total consideration of U.S. \$31.5 million.

The above acquisitions complement Superior's existing operations and are consistent with management's strategy to grow the Energy Distribution business through tuck-in acquisitions of propane companies and leverage Superior's solid operating platform to achieve operational cost efficiencies.

### Consolidated Statement of Net Earnings

	Three months ended		Six months ended	
	June 30		June 30	
<i>(millions of dollars except per share amounts)</i>	2017	2016	2017	2016
<b>Revenues</b>	<b>474.9</b>	448.1	<b>1,150.6</b>	1,011.6
Cost of sales (includes products and services)	<b>(336.9)</b>	(320.9)	<b>(786.9)</b>	(667.8)
Gross profit	<b>138.0</b>	127.2	<b>363.7</b>	343.8
<b>Expenses</b>				
Selling, distribution and administrative costs	<b>(137.0)</b>	(139.3)	<b>(274.4)</b>	(293.6)
Finance expense	<b>(12.6)</b>	(10.9)	<b>(22.5)</b>	(22.6)
Unrealized gains on derivative financial instruments	<b>9.1</b>	10.3	<b>2.7</b>	83.7
	<b>(140.5)</b>	(139.9)	<b>(294.2)</b>	(232.5)
Net earnings (loss) from continuing operations before income taxes	<b>(2.5)</b>	(12.7)	<b>69.5</b>	111.3
Income tax recovery (expense)	<b>0.9</b>	(3.0)	<b>(17.9)</b>	(27.1)
Net earnings (loss) from continuing operations	<b>(1.6)</b>	(15.7)	<b>51.6</b>	84.2
Net earnings from discontinued operations, net of tax	<b>–</b>	8.2	<b>–</b>	13.4
Net earnings (loss)	<b>(1.6)</b>	(7.5)	<b>51.6</b>	97.6
Net earnings (loss) per share from continuing operations, basic	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.36</b>	\$0.60
Net earnings (loss) per share from continuing operations, diluted	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.35</b>	\$0.56

### Second Quarter Comparison to Prior Year Quarter

Second quarter AOCF before transaction costs was \$27.5 million, an increase of \$11.0 million or 67% from the prior year quarter AOCF before transaction costs of \$16.5 million. AOCF per share before transaction costs was \$0.19 per share, an increase of \$0.07 per share or 58% from the prior comparable period of \$0.12 per share. The increase from the prior comparable period is primarily due to higher EBITDA from operations, income from Canwest Propane, lower realized losses on foreign exchange currency hedging contracts and was partially offset by higher interest expense as a result of debt incurred related to the acquisition of Canwest.

AOCF for the second quarter was \$20.1 million, an increase of \$15.1 million from the prior year quarter AOCF of \$5.0 million due to the \$11.0 million increase in AOCF before transaction costs noted above and transaction costs \$4.1 million lower compared to the prior comparable quarter. The transaction costs in the prior year were legal and regulatory expenses related to Canexus. AOCF per share for the second quarter was \$0.14 per share, a \$0.10 per share increase from the prior comparable quarter of \$0.04 per share.

Revenue of \$474.9 million was \$26.8 million higher than the prior comparable quarter due to increased revenue in both Energy Distribution and Specialty Chemicals. Energy Distribution revenue was \$317.1 million for the second quarter, an increase of \$4.0 million or 1% from the prior comparable quarter due to an increase in commodity prices partially offset by lower volumes. Specialty Chemicals revenue was \$159.4 million, an increase of \$24.4 million or 18% from the prior comparable quarter due to higher chlor-alkali sales volumes and higher average sales prices for sodium chlorate, hydrochloric acid, caustic soda and caustic potash from the prior comparable period. Included in revenue is a \$1.6 million foreign exchange loss on foreign currency hedging contracts allocated to the corporate segment. Gross profit was \$138.0 million for the second quarter, an increase of \$10.8 million or 8% from \$127.2 million in the prior comparable period. The increase in gross profit is a result of higher sales volumes and average selling prices in Specialty Chemicals offset by lower gross profits due to the impact of weaker basis differentials and market fundamentals on the supply portfolio management business within the Canadian Propane Distribution business.

Selling, distribution and administrative costs were \$137.0 million for the three months ended June 30, 2017, a decrease of \$2.3 million or 2% from \$139.3 million in the prior comparable period. Energy Distribution costs includes a loss from Canwest of \$1.7 million for the three months ended June 30, 2017. For the three months ended June 30, 2017 Energy Distribution costs were \$89.4 million excluding the Canwest loss, \$1.5 million lower than the prior comparable quarter. Specialty Chemical costs were \$36.8 million, an increase of \$3.8 million from the prior comparable period of \$33.0 million. Corporate costs were \$9.1 million, a decrease of \$6.3 million compared to the prior comparable period of \$15.4 million. The decreases in selling, distribution and administrative costs is primarily related to lower transaction costs, lower long-term incentive plan costs as a result of decreases in Superior's share price and is partially offset by higher distribution costs in Specialty Chemicals compared to the prior comparable quarter.

Finance expense was \$12.6 million, compared to \$10.9 million in the prior year. The increase of \$1.7 million is primarily due to the issuance of the \$250.0 million senior unsecured notes on February 27, 2017, increases in the Revolving Term Bank Credit Facilities and higher interest rates in the U.S. The increased debt levels are primarily due to the funding the purchase of the Canwest option.

Unrealized gains on derivative financial instruments were \$9.1 million in the second quarter, compared to \$10.3 million in the prior year quarter.

The net loss from continuing operations for the quarter ended June 30, 2017 was \$1.6 million, compared to a net loss of \$15.7 million in the prior year. The improved earnings is mainly due to higher gross profits and lower selling, distribution and administrative costs.

Net earnings from discontinued operations for the three months ended June 30, 2017 was \$nil, compared to \$8.2 million in the prior comparable quarter. The decrease in net earnings from discontinued operations was mainly due to the sale of CPD on August 9, 2016. Basic net earnings per share from discontinued operations was \$nil, compared to \$0.06 in the prior year quarter. For additional details, refer to Note 4 of the Q2 2017 unaudited condensed interim consolidated financial statements.

#### **Year-to-Date Comparison to Prior Year-to-Date**

For the six months ended June 30, 2017, AOCF before transaction costs was \$136.8 million, an increase of \$32.3 million or 31% from the prior year AOCF before transaction costs of \$104.5 million. AOCF per share before transaction costs was \$0.96 per share, an increase of \$0.22 per share or a 30% increase from the prior comparable period of \$0.74 per share. The increase from the prior year is due to higher EBITDA from operations, income from Canwest Propane and lower realized losses on foreign exchange currency hedging contracts. AOCF for the same period was \$127.9 million, an increase from \$84.5 million in the prior comparable quarter due to reasons noted above and lower transaction costs related to legal and regulatory costs.

EBITDA from operations was \$160.2 million, an increase of \$6.9 million primarily due to an \$11.7 million increase in Specialty Chemicals, partially offset by a \$4.8 million decrease in Energy Distribution. Specialty Chemicals EBITDA from operations increased due to higher chlor-alkali sales volumes and higher average net back sales prices for sodium chlorate, hydrochloric acid, caustic soda and caustic potash from the prior period. EBITDA from operations at Energy Distribution decreased primarily due to the impact of weaker basis differentials and market fundamentals on the supply portfolio management business within the Canadian Propane Distribution business.

Revenue of \$1,150.6 million was \$139.0 million or 14% higher than the prior year of \$1,011.6 million. Energy Distribution revenues increased by \$107.8 million due to increased commodity prices over the prior year and revenue from the Specialty Chemical segment increased \$33.4 million due to higher chlor-alkali sales volumes and higher average caustic soda prices.

Selling, distribution and administration costs decreased from \$293.6 million in the prior comparable period to \$274.4 million for the current period. The decrease of \$19.2 million or 7% is a result of lower transaction costs in the current period, lower long-term incentive plan costs as a result of decreases in Superior's share price

compared to the prior year quarter and is partially offset with the Canwest net income that is included in selling, distribution and administration costs in the current period.

Finance expense was \$22.5 million, consistent with the prior year of \$22.6 million. Unrealized gains on derivative financial instruments were \$2.7 million, compared to \$83.7 million in the prior year, mainly related to the changes in market prices of commodities and timing of maturities of the underlying financial instruments.

The net earnings from continuing operations for the six months ended June 30, 2017 was \$51.6 million, compared to \$84.2 million in the prior year. The decrease in net earnings was mainly due to the change in unrealized gains on derivative financial instruments resulting from fluctuations in market prices of commodities and timing of maturities of the underlying financial instruments partially offset by higher gross profit and lower selling, distribution and administrative costs.

Net earnings from discontinued operations for the six months ended June 30, 2017 was \$nil, compared to \$13.4 million in the prior comparable period. The decrease in net earnings from discontinued operations was mainly due to the sale of CPD on August 9, 2016 and the sale of the Fixed-Price Energy Services business in the first quarter of 2016. Basic net earnings per share from discontinued operations was \$nil, compared to \$0.09 in the prior year quarter. For additional details, refer to Note 4 of the Q1 2017 unaudited condensed interim consolidated financial statements.

## OPERATING RESULTS

### ENERGY DISTRIBUTION

Energy Distributions' condensed operating results for 2017 and 2016<sup>(1)</sup>:

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	2016	2017	2016
Revenue	317.1	313.1	834.7	726.9
Cost of sales <sup>(1)</sup>	(230.2)	(219.8)	(576.0)	(459.2)
Gross profit <sup>(1)</sup>	86.9	93.3	258.7	267.7
Less: Cash operating and administrative costs <sup>(1)</sup>	(74.1)	(76.4)	(159.8)	(164.0)
EBITDA from operations <sup>(1)(2)</sup>	12.8	16.9	98.9	103.7
Net earnings	(6.4)	5.8	62.1	105.0

<sup>(1)</sup> See "Reconciliation of Divisional Segmented Revenue, Cost of Sales and Cash Operating and Administrative Costs Included in this MD&A."

<sup>(2)</sup> EBITDA from operations is a non-GAAP financial measure. See "Non-GAAP Financial Measures" and "Reconciliation of Net Earnings Before Income Taxes to EBITDA from Operations".

Revenues for the second quarter of 2017 were \$317.1 million, an increase of \$4.0 million from the prior comparable period. The increase is primarily due to higher commodity prices partially offset by lower U.S. wholesale volumes compared to the prior year. Total gross profit for the second quarter of 2017 was \$86.9 million, a decrease of \$6.4 million or 7% over the prior comparable period. The decrease in gross profit is primarily due to the impact of weaker basis differentials and market fundamentals on the supply portfolio management business within the Canadian Propane Distribution business. A detailed review of gross profit is provided below.

### Gross Profit Review

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	2016	2017	2016
Canadian propane distribution	49.8	58.5	149.9	157.6
U.S. refined fuels distribution	30.7	28.6	96.5	96.7
Other services	6.4	6.2	12.3	13.4
Total gross profit	86.9	93.3	258.7	267.7

## Canadian Propane Distribution

Canadian propane distribution gross profit for the second quarter was \$49.8 million, a decrease of \$8.7 million or 15% compared to the prior year quarter. The decrease was mainly due to weaker basis differentials and market fundamentals on the supply portfolio management business and sales mix. Wholesale volumes increased 36 million litres or 49%, due to higher third-party sales activity related to sales and marketing initiatives in the supply portfolio group. Industrial volumes decreased by 9 million litres or 10%, largely due to the loss of a customer.

Average propane sales margins for the second quarter decreased to 17.6 cents per litre from 22.9 cents per litre in the prior year quarter. The decrease was due to a combination of weaker basis differentials and market fundamentals on the supply portfolio management business and an increased proportion of lower-margin wholesale volumes.

## Canadian Propane Distribution Sales Volumes

### *Volumes by End-Use Application<sup>(1)</sup>*

<i>(millions of litres)</i>	Three months ended		Six months ended	
	2017	2016	2017	2016
Residential	19	20	72	68
Commercial	45	42	148	132
Agricultural	7	7	24	22
Industrial	84	93	177	201
Wholesale	109	73	306	224
Automotive	19	20	34	37
<b>Total</b>	<b>283</b>	<b>255</b>	<b>761</b>	<b>684</b>

### *Volumes by Region<sup>(1)</sup>*

<i>(millions of litres)</i>	Three months ended		Six months ended	
	2017	2016	2017	2016
Western Canada	128	123	328	336
Eastern Canada	95	92	258	237
Atlantic Canada	24	25	61	60
United States	36	15	114	51
<b>Total</b>	<b>283</b>	<b>255</b>	<b>761</b>	<b>684</b>

<sup>(1)</sup> Regions: Western Canada region consists of British Columbia, Alberta, Saskatchewan, Manitoba, Northwest Ontario, Yukon and Northwest Territories; Eastern Canada region consists of Ontario (except for Northwest Ontario) and Québec; Atlantic Canada region consists of New Brunswick, Newfoundland & Labrador, Nova Scotia and Prince Edward Island. United States region consists primarily of Maine, Idaho, Kansas, Michigan, Washington, Alaska and California.

## U.S. Refined Fuels Distribution

U.S. refined fuels distribution gross profit for the second quarter was \$30.7 million, an increase of \$2.1 million or 7% compared to the prior year quarter, mainly due to higher sales margins and the benefit of a stronger U.S. dollar. Sales volumes of 298 million litres decreased by 55 million litres or 16% from the prior year quarter. Residential sales volumes decreased by 9 million litres or 22% from the prior year quarter primarily due to timing of deliveries and warmer weather. Average weather across Northeast U.S. for the second quarter, as measured by degree days, was 21% warmer than the prior year and 8% warmer than the five-year average. Commercial sales volumes decreased by 5 million litres or 6% largely due to warmer weather. Wholesale volumes decreased 41 million litres or 18% as the business shifts focus to more profitable deliveries.

Average U.S. Refined Fuels sales margins were 10.3 cents per litre compared to 8.1 cents per litre in the prior year quarter. The improved margins is a result of sales mix and marketing initiatives in the retail heating oil and the wholesale business as the division moves to an increased focus on propane and the impact of a stronger US dollar.

**U.S. Refined Fuels Distribution Sales Volumes**  
**Volumes by End-Use Application**

<i>(millions of litres)</i>	<b>Three months ended June 30</b>		<b>Six months ended June 30</b>	
	<b>2017</b>	2016	<b>2017</b>	2016
Residential	<b>32</b>	41	<b>147</b>	158
Commercial	<b>82</b>	87	<b>176</b>	183
Wholesale	<b>184</b>	225	<b>372</b>	434
<b>Total</b>	<b>298</b>	353	<b>695</b>	775

**Other services**

Other services primarily include equipment installation, maintenance and repair. Gross profit was \$6.4 million in the three months ended June 30, 2017, an increase of \$0.2 million or 3% from the prior year.

**Cash Operating and Administrative Costs**

Energy Distribution cash operating and administrative costs were \$74.1 million in the second quarter of 2017, a decrease of \$2.3 million or 3% from the prior year quarter. The decrease in expenses was primarily due to lower wages and lower vehicle operating costs related to reduced sales volumes, lower incentive costs and partially offset by the impact of the stronger U.S. dollar on U.S. denominated expenses.

**Financial Outlook**

EBITDA from operations for Energy Distribution is anticipated to be consistent to modestly lower than 2016. Supply market fundamentals in the Canadian propane distribution business are anticipated to have a negative impact on average margins and gross profit during the second half of 2017. Average weather, as measured by degree days, for the remainder of the year is anticipated to be consistent with the five-year average.

In addition to the significant assumptions detailed above, refer to “Risk Factors to Superior” for a detailed review of the significant business risks affecting Superior’s Energy Distribution segment.

**INCOME FROM CANWEST PROPANE**

As of March 1, 2017, Superior is entitled to the benefit of the net profits of Canwest. As a result, Superior recorded \$2.8 million of adjusted EBITDA in the second quarter of 2017 and \$9.0 million on a year to date basis.

**SPECIALTY CHEMICALS**

Specialty Chemicals’ condensed operating results for 2017 and 2016:

<i>(millions of dollars except per metric tonne (MT) amounts)</i>	<b>Three months ended June 30</b>				<b>Six months ended June 30</b>			
	<b>2017</b>		2016		<b>2017</b>		2016	
	<b>\$ per MT</b>		<b>\$ per MT</b>		<b>\$ per MT</b>		<b>\$ per MT</b>	
Revenue	<b>157.4</b>	<b>750</b>	143.3	731	<b>315.7</b>	<b>748</b>	300.3	749
Cost of sales	<b>(94.2)</b>	<b>(449)</b>	(87.7)	(447)	<b>(185.2)</b>	<b>(439)</b>	(181.4)	(452)
Gross profit <sup>(3)</sup>	<b>63.2</b>	<b>301</b>	55.6	284	<b>130.5</b>	<b>309</b>	118.9	297
Less: Cash operating and administrative costs	<b>(34.8)</b>	<b>(166)</b>	(33.3)	(170)	<b>(69.2)</b>	<b>(164)</b>	(69.3)	(173)
EBITDA from operations <sup>(1)(2)</sup>	<b>28.4</b>	<b>135</b>	22.3	114	<b>61.3</b>	<b>145</b>	49.6	124
Net earnings <sup>(2)</sup>	<b>16.1</b>	<b>-</b>	2.9	-	<b>35.6</b>	<b>-</b>	4.1	-

<sup>(1)</sup> See “Reconciliation of Divisional Segmented Revenue, Cost of Sales and Cash Operating and Administrative Costs Included in this MD&A.”

<sup>(2)</sup> EBITDA from operations is a non-GAAP financial measure. See “Non-GAAP Financial Measures” and “Reconciliation of Net Earnings Before Income Taxes to Adjusted EBITDA”.

<sup>(3)</sup> Certain costs have been reclassified between cost of sales and cash operating and administrative costs and prior periods were reclassified to conform to the current year presentation. See “Reclassification of Prior Periods.”



## ***Sales Volumes by Product***

<i>(thousands of MTs)</i>	<b>Three months ended June 30</b>		<b>Six months ended June 30</b>	
	<b>2017</b>	2016	<b>2017</b>	2016
Sodium chlorate	<b>119</b>	117	<b>247</b>	247
Chlor-alkali	<b>88</b>	77	<b>171</b>	151
Chlorite	<b>3</b>	2	<b>4</b>	3
Total	<b>210</b>	196	<b>422</b>	401

Chemical revenue for the second quarter of \$157.4 million was \$14.1 million or 10% higher than in the prior year. Gross profit was \$63.2 million, an increase of \$7.6 million from \$55.6 million from the prior comparable period. Revenue and gross profit both increased due to higher chlor-alkali sales volumes and higher caustic soda and hydrochloric acid netback sales prices.

Sodium chlorate sales volumes increased by 2 thousand MTs or 2%. The average sales price increased by 2% due to customer mix and the impact of the stronger U.S. dollar on U.S. denominated sales in the second quarter compared to the prior year.

Chlor-alkali sales volumes in the second quarter increased by 11 thousand MTs or 14% due to increased demand for hydrochloric acid primarily from the U.S. oil and gas sector related to rig activity and increased demand for caustic potash primarily in the agriculture sector.

Cash operating and administrative costs of \$34.8 million were \$1.5 million or 5% higher than in the prior year quarter due to higher distribution costs on 7% higher sales volumes and the impact of the strong U.S. dollar on US denominated expenses.

Net earnings for the second quarter, have benefited from a 25% increase in Caustic soda net back prices and a 10% increase in hydrochloric acid netback prices compared to the prior comparable period.

### **Reclassification of Prior Periods**

During 2016, Superior reviewed the classification of operating expenses in its Specialty Chemicals business segment and has reclassified certain costs that were classified as cost of sales or selling, distribution, and administrative costs. For the three and six months ended June 30, 2016, this resulted in a decrease to selling, distribution and administrative costs of \$4.9 million and \$4.7 million respectively, and a corresponding increase in cost of sales. As a result of this reclassification, there was no change to previously reported net earnings, operating, financing or investing cash flows, or the amounts presented in the consolidated balance sheet.

### **Financial Outlook**

EBITDA from operations for Specialty Chemicals is anticipated to be higher than 2016 driven by the recovery in chlor-alkali markets in 2017 and a sold out position in chlorate.

In addition to the significant assumptions detailed above, refer to “Risk Factors to Superior” for a detailed review of the significant business risks affecting Superior’s Specialty Chemicals’ segment.

### **CONSOLIDATED CAPITAL EXPENDITURE SUMMARY**

Superior classifies its capital expenditures into three main categories: efficiency, process improvement and growth-related; maintenance capital; and investment in finance leases.

Efficiency, process improvement and growth-related expenditures include expenditures such as acquisition of new customer equipment to facilitate growth, system upgrades and initiatives to facilitate improvements in customer service.

Maintenance capital expenditures will include required regulatory spending on tank refurbishments, replacement of railcars, replacement of plant equipment and any other required expenditures related to maintaining operations.

Superior's capital expenditures for 2017 and 2016:

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
Efficiency, process improvement and growth-related	2.9	3.1	5.0	7.9
Maintenance capital	11.3	11.7	19.4	35.1
	14.2	14.8	24.4	43.0
Proceeds on disposition of capital and intangible assets	(1.0)	–	(2.2)	(0.4)
Property, plant and equipment acquired through acquisition	5.1	4.2	5.1	4.2
Total net capital expenditures	18.3	19.0	27.3	46.8
Investment in finance leases	7.5	0.4	15.6	4.3
Total expenditures including finance leases	25.8	19.4	42.9	51.1

Efficiency, process improvement and growth related expenditures were \$2.9 million in the second quarter compared to \$3.1 million in the prior year quarter and are primarily related to the purchase of tanks for customer growth. The decrease of \$2.9 million for the six months ended June 30, 2017 compared to the prior comparable period relates to spending on the U.S. Refined Fuels wholesale information system implementation in 2016.

Maintenance capital expenditures were \$11.3 million in the second quarter consistent with the \$11.7 million in the prior year quarter. Maintenance capital expenditures for the six months ended June 30, 2016 were \$19.4 million a decrease of \$15.7 million from the prior year primarily due to Specialty Chemicals' \$13.5 million investment in chlorine railcars in the prior year.

Acquisition capital relates to the acquired assets of Pomerleau, a small propane distributor serving residential and commercial customers in Québec. These assets were acquired on April 20, 2017.

Superior entered into new leases with capital-equivalent value of \$7.5 million in the second quarter compared to \$0.4 million in the prior year quarter due to timing of delivery of vehicles for the Energy Distribution segment to support growth and replace aging vehicles in the fleet.

#### CORPORATE AND INTEREST COSTS

Corporate costs for the second quarter were \$2.0 million, compared to \$3.8 million in the prior year quarter. The \$1.8 million decrease was primarily due to lower long-term incentive plan costs as a result of decreases in Superior's share price compared to the prior year quarter.

Interest expense on borrowing and finance lease obligations for the second quarter was \$12.6 million, compared to \$10.9 million in the prior year quarter. The increase was mainly due to higher average debt levels and higher average effective interest rates.

#### Transaction Costs

Superior's transaction costs have been categorized together and excluded from segmented results. Below is a table summarizing these costs for comparative purposes:

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
Transaction costs	7.0	11.5	8.5	20.0
Other costs	0.4	–	0.4	–
	7.4	11.5	8.9	20.0

For the three months ended June 30, 2017, Superior incurred \$7.0 million in costs related to legal and regulatory proceedings associated with the Canwest acquisition and other acquisition related activities. In addition, the Company incurred \$0.4 million related to the integration planning of Canwest.

## Income Taxes

Total income tax recovery for the second quarter was \$0.9 million and consists of \$1.6 million in cash income tax expense and is net of a \$2.5 million deferred income tax recovery, compared to a total income tax expense of \$3.0 million in the prior comparable period, which consisted of \$1.7 million in cash income tax expense and a \$1.3 million deferred income tax expense.

Cash income tax expense for the second quarter was \$1.6 million and consisted of income tax expense in the U.S. of \$0.5 million (2016 – (\$0.3) million), income tax expense in Canada of \$0.5 million (2016 - \$NIL) and income tax expense of \$0.6 million in Chile (2016 – \$2.0 million). Deferred income tax recovery for the second quarter was \$2.5 million (2016 - \$1.3 million expense), resulting in a corresponding net deferred income tax asset of \$216.4 million as at June 30, 2017.

## Canada Revenue Agency (CRA) Income Tax Update

Subsequent to the second quarter, as announced on August 1, 2017, Superior entered into an agreement with the Canada Revenue Agency ("CRA") regarding their objection to the tax consequences of Superior' corporate conversion transaction, which occurred on December 31, 2008. Superior elected to enter into the agreement with the CRA to avoid further legal proceedings and allow management to focus on its Evolution 2020 strategic initiatives and enhance shareholder value. The agreement with the CRA will not give rise to any cash outlay by Superior for prior tax years. The payment of approximately \$33 million to the CRA and related provincial agencies for 50% of the estimated tax liabilities for prior taxation years will be refunded. The agreement with the CRA will result in a non-cash charge of \$119 million in Superior's third quarter consolidated statement of income related to the write-off of a portion of Superior's deferred tax assets. The tax pools impacted by the agreement have been restated at December 31, 2016 as follows:

Carry forward available	2016	2016(restated)
Canadian non-capital losses <sup>(1)</sup>	\$ 62.2	\$ 14.3
Canadian scientific research expenditures	\$ 625.8	\$ 349.9
Canadian capital losses	\$ 541.2	\$ 6.6
Canadian federal and provincial investment tax credits <sup>(2)</sup>	\$ 145.7	\$ 92.2

<sup>(1)</sup> Expiring beyond 2019

<sup>(2)</sup> \$4.6 million expired in 2017, the remainder expires beyond 2020

## FINANCIAL OUTLOOK

Superior has confirmed its 2017 financial outlook of AOCF per share to \$1.50 to \$1.75. Key assumptions related to the updated financial outlook are:

- EBITDA from operations for Energy Distribution is anticipated to be consistent to modestly lower than 2016. Supply market fundamentals in the Canadian propane distribution business are anticipated to have a negative impact on average margins and gross profit during the second half of 2017. Average weather, as measured by degree days, for the remainder of the year is anticipated to be consistent with the five-year average.
- EBITDA from operations for Specialty Chemicals is anticipated to be higher than 2016 driven by the recovery in chlor-alkali markets in 2017 and a sold out position in chlorate.
- The contribution from the Canwest Transaction is anticipated to increase EBITDA. As the close of the Canwest Transaction is anticipated in the second half of 2017, the contribution from Canwest does not include any of the estimated synergies.
- Interest expense is anticipated to increase due to higher average debt levels related to the Canwest Transaction and the interest costs for the 5.25% unsecured debentures issued in the first quarter.
- Realized losses on foreign currency hedging contracts are anticipated to be lower than 2016 due to the increase in the average hedge rate.

Achieving Superior's AOCF depends on the operating results of its segments. In addition to the operating results of Superior's segments, significant assumptions underlying the achievement of Superior's 2017 midpoint guidance are:

- Economic growth in Canada and the U.S. is expected to increase modestly;
- Superior is expected to continue to attract capital and obtain financing on acceptable terms;
- Superior's estimated total debt to adjusted EBITDA ratio is based on maintenance and growth-related expenditures as well as capital equivalent of operating leases of \$100 million to \$105 million in 2017 and on working capital funding requirements which do not contemplate any significant commodity price changes;
- Superior is substantively hedged for its estimated U.S. dollar exposure for 2017, and due to the hedge position, a change in the Canadian to U.S. dollar exchange rate for 2017 would not have a material impact to Superior. The foreign currency exchange rate between the Canadian dollar and U.S. dollar is expected to average 0.75 in 2017 on all unhedged foreign currency transactions;
- Financial and physical counterparties are expected to continue fulfilling their obligations to Superior;
- Regulatory authorities are not expected to impose any new regulations impacting Superior;
- Superior's average interest rate on floating-rate debt is expected to be consistent in 2017. Interest expense is anticipated to increase due to higher average debt levels related to the Canwest acquisition and the interest costs for the Notes;
- Realized losses on foreign currency hedging contracts are anticipated to be lower than 2016 due to the increase in the average hedge rate; and
- Canadian, Chilean and U.S.-based cash taxes are expected to be in the range of \$5 million to \$10 million for 2017 based on existing statutory income tax rates and the ability to use available tax basis.

#### **Energy Distribution**

- Wholesale propane and U.S. refined fuels-related prices are not anticipated to significantly affect demand for propane and refined fuels and related services; and
- Operating costs are expected to be lower due to continuous improvement initiatives and restructuring activities completed in the fourth quarter of 2016.

#### **Specialty Chemicals**

- Average plant utilization will approximate 90%-95% in 2017.

In addition to Superior's significant assumptions detailed above, refer to "Forward-Looking Information", and for a detailed review of Superior's significant business risks, refer to "Risk Factors to Superior."

#### **Debt Management Update**

Superior remains focused on managing both its total debt and its total debt to adjusted EBITDA. Superior's total debt (including convertible debentures) to adjusted EBITDA for the trailing twelve months was 3.3x as at June 30, 2017, compared to 2.1X at December 31, 2016. The debt levels and the total leverage ratio as at June 30, 2017 were higher than December 31, 2016, due to increased borrowings on credit facilities related to the acquisition of Canwest Propane.

Total debt to adjusted EBITDA is currently above the long-term target of 3.0x. Superior anticipates the total debt to EBITDA ratio will be in the range of 3.2x to 3.6x at December 31, 2017.

In addition to Superior's significant assumptions detailed above, refer to "Forward-Looking Information" and for a detailed review of Superior's significant business risks, refer to "Risk Factors to Superior."

## LIQUIDITY AND CAPITAL RESOURCES

### Outstanding Borrowings

Superior's revolving syndicated bank facility (credit facility), term loans and finance lease obligations (collectively borrowing) before deferred financing fees totaled \$870.7 million as at June 30, 2017, an increase of \$426.0 million from \$444.7 million as at December 31, 2016. The increase in borrowing was primarily due the financing related to the acquisition of Canwest Propane.

On May 1, 2017, Superior extended its syndicated credit facility with ten lenders, increasing the size of the facility to \$620.0 million from \$570.0 million, with no changes to the financial covenants. The facility matures on April 28, 2022 and can be expanded up to \$800.0 million.

### Convertible Debentures

As at June 30, 2017, convertible debentures (before deferred issuance fees and discount values) issued by Superior totaled \$97.0 million, unchanged from December 31, 2016. See Note 14 to the unaudited condensed interim consolidated financial statements for additional details on Superior's convertible debentures.

### Net Working Capital

Consolidated net working capital was \$107.4 million as at June 30, 2017, a decrease of \$4.7 million from net working capital of \$112.1 million as at December 31, 2016 primarily due to lower inventory levels. Superior's net working capital requirements are financed from its credit facility.

### Compliance

In accordance with the credit facility, Superior must maintain a consolidated secured debt to compliance EBITDA ratio of not more than 3.0 to 1.0 and not more than 3.5 to 1.0 as a result of acquisitions. In addition, Superior must maintain a consolidated debt to compliance EBITDA ratio of not more than 5.0 to 1.0, excluding convertible debentures.

As at June 30, 2017, these ratios are within the requirements of Superior's debt covenants. The consolidated secured debt to compliance EBITDA ratio and consolidated debt to compliance EBITDA ratio are as follows:

	Twelve months ended	
	June 30, 2017	December 31, 2016
Consolidated secured debt to compliance EBITDA	1.7	1.3
Consolidated debt to compliance EBITDA	3.5	2.3

Additionally, Superior is subject to certain distribution tests and the most restrictive stipulates that distributions (including debenture holders and related payments) cannot exceed compliance EBITDA less cash income taxes, plus \$35.0 million on a trailing 12-month rolling basis. On a 12-month rolling basis as at June 30, 2017, Superior was in compliance with the above noted distribution test.

Under the terms of the agreement related to Superior's \$200.0 million 6.50% and \$250.0 million 5.25% senior unsecured notes, Superior must maintain a fixed-charge coverage ratio of no less than 2.0 to 1.0. As at June 30, 2017, the fixed-charge coverage ratio for purposes of these agreements was 5.6 to 1.0.

### Pension Plans

As at June 30, 2017, Superior had an estimated defined benefit going concern surplus of approximately \$24.0 million (December 31, 2016 –\$33.4 million) and a pension solvency deficiency of approximately \$2.0 million (December 31, 2016 – deficiency of \$4.3 million). Funding requirements required by applicable pension legislation are based upon going concern and solvency actuarial assumptions. These assumptions differ from the going concern actuarial assumptions used in Superior's audited consolidated financial statements. Superior has sufficient liquidity through its credit facility and anticipated future operating cash flow to fund this deficiency over the prescribed period.

## SHAREHOLDERS' CAPITAL

The weighted average number of common shares issued and outstanding for the second quarter was 142.8 million shares, an increase over the prior year quarter due to shares issued under the dividend reinvestment (DRIP) program in 2016.

As at June 30, 2017 and December 31, 2016, the following common shares and securities convertible into common shares were issued and outstanding:

(millions)	June 30, 2017		December 31, 2016	
	Convertible Securities	Shares	Convertible Securities	Shares
Common shares outstanding		142.8		142.8
6.00% Debentures <sup>(1)</sup>	\$97.0	5.8	\$97.0	5.8
Shares outstanding and issuable upon conversion of Debentures	-	148.6	-	148.6

<sup>(1)</sup> Convertible at \$16.75 per share.

### Dividends Paid to Shareholders

Dividends paid to Superior's shareholders depend on its cash flow from operating activities with consideration to Superior's changes in working capital requirements, investing activities and financing activities. See "Summary of Cash Flow" for additional details.

Dividends paid to shareholders for the second quarter of 2017 were \$25.7 million or \$0.18 per share compared to \$25.9 million (before proceeds from the DRIP of \$7.8 million) or \$0.18 per share in the second quarter of 2016. Dividends paid to shareholders decreased by \$0.2 million due to shares issued under the DRIP in 2016.

## SUMMARY OF CASH FLOW

Superior's primary sources and uses of cash are detailed below:

<i>(millions of dollars)</i>	Three months ended		Six months ended	
	2017	June 30 2016	2017	June 30 2016
<b>Cash flow from operating activities</b>	<b>39.2</b>	19.2	<b>128.7</b>	105.6
Investing activities:				
Purchase of property, plant and equipment	(14.2)	(19.7)	(24.4)	(53.7)
Proceeds from sale of discontinued operations	-	0.7	-	3.6
Proceeds from disposal of property, plant and equipment and intangible assets	1.0	0.1	2.2	0.5
Acquisitions and purchase of Canwest option	(10.2)	(8.1)	(445.0)	(8.1)
<b>Cash flow used in investing activities</b>	<b>(23.4)</b>	(27.0)	<b>(467.2)</b>	(57.7)
Financing activities:				
Net proceeds of revolving term bank credits and other debt	39.9	33.7	181.4	6.4
Proceeds from issuance of 5.25% senior unsecured notes	-	-	250.0	-
Repayment of finance lease obligations	(6.7)	(4.3)	(10.6)	(8.8)
Debt issuance costs	(1.2)	-	(6.7)	-
Proceeds from the dividend reinvestment plan	-	7.8	-	15.4
Dividends paid to shareholders	(25.7)	(25.9)	(51.4)	(51.2)
<b>Cash flow (used in) from financing activities</b>	<b>6.3</b>	11.3	<b>362.7</b>	(38.2)
Net increase (decrease) in cash and cash equivalents	22.1	3.5	24.2	9.7
Cash and cash equivalents, beginning of period	7.0	5.4	5.0	-
Effect of translation of foreign currency-denominated cash and cash equivalents	0.8	-	0.7	(0.8)
<b>Cash and cash equivalents, end of period</b>	<b>29.9</b>	8.9	<b>29.9</b>	8.9

Cash flows from operating activities for the three and six months ended June 30, 2017 were \$39.2 and \$128.7 million respectively, an increase of \$20.0 and \$23.1 million from the prior comparable periods.

Cash flows used in investing activities for the three months ended June 30, 2017 were \$23.4 million a decrease of \$3.6 million from the prior comparable quarter. Cash flows used in investing activities for the six months ended June 30, 2017 was \$467.2 million, an increase of \$409.5 million from the prior comparable period. The increase in cash used in investing activities is mainly due to \$434.8 million used for the acquisition of the Canwest option.

Cash flows from financing activities for the three months ended June 30, 2017 were \$6.3 million a decrease of \$5.0 million from the prior comparable quarter. Cash flows used in investing activities for the six months ended June 30, 2017 were \$362.7 million, an increase of \$400.9 million from the prior comparable period. The increase in cash flows from financing activities is due to proceeds from credit facilities and proceeds from the issuance of \$250.0 million of 5.25% senior unsecured notes.

## FINANCIAL INSTRUMENTS – RISK MANAGEMENT

Derivative and non-financial derivatives are used by Superior to manage its exposure to fluctuations in foreign currency exchange rates, interest rates, share-based compensation and commodity prices. Superior assesses the inherent risks of these instruments by grouping derivative and non-financial derivatives related to the exposures these instruments mitigate. Superior's policy is not to use derivative or non-financial derivative instruments for speculative purposes. Superior does not formally designate its derivatives as hedges and, as a result, Superior does not apply hedge accounting and is required to designate its derivatives and non-financial derivatives as held for trading. Refer to Superior's 2016 Annual MD&A for further details on financial instrument risk management.

As at June 30, 2017, Superior has substantively hedged its estimated U.S. dollar exposure for 2017 and 74% for 2018. Due to the hedge position, a change in the Canadian to U.S. dollar exchange rate for 2017 would not have a material impact to Superior. A summary of Superior's U.S. dollar forward contracts for the remainder of 2017 and beyond is provided in the table below.

<i>(US\$ millions except exchange rates)</i>	2017	2018	2019	2020	2021	Total
Net U.S.\$ forward sales	83.7	141.7	72.1	37.0	18.0	352.5
Net average external U.S.\$/CDN\$ exchange rate	1.31	1.24	1.24	1.32	1.31	1.27

For additional details on Superior's financial instruments, including the amount and classification of gains and losses recorded in Superior's first quarter condensed interim consolidated financial statements, summary of fair values, notional balances, effective rates and terms, and significant assumptions used in the calculation of the fair value of Superior's financial instruments, see Note 15 to the unaudited condensed interim consolidated financial statements.

## RELATED PARTY TRANSACTIONS

Transactions between Superior and its subsidiaries, which are related parties, have been eliminated on consolidation.

For the three and six months ended June 30, 2017, Superior incurred \$0.2 million (June 30, 2016 – \$0.1 million) and \$0.5 million (June 30, 2016 – \$1.3 million), respectively, in legal fees, with Norton Rose Fulbright LLP, a related party with Superior because a former member of Superior's Board of Directors was a Partner at the law firm.

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

Superior's Management is responsible for establishing and maintaining disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as those terms are defined in National Instrument 52-109 "Certification of Disclosure in Issuers' Annual and Interim Filings". The objective of this instrument is to improve the quality, reliability and transparency of information that is filed or submitted under securities legislation.

Superior's President and Chief Executive Officer (CEO) and the Senior Vice President and Chief Financial Officer (CFO), with the assistance of Superior employees, have designed DC&P and ICFR to provide reasonable assurance that material information relating to Superior's business is communicated to them, reported on a timely basis, financial reporting is reliable, and the financial statements are in accordance with IFRS.

During the second quarter of 2017, there were no changes made to Superior's ICFR that materially affected, or are reasonably likely to materially affect, Superior's ICFR.

## CRITICAL ACCOUNTING POLICIES AND ESTIMATES

Superior's unaudited condensed consolidated financial statements have been prepared in accordance with IFRS. The significant accounting policies are described in the unaudited condensed consolidated financial statements for the period ended June 30, 2017. Certain of these accounting policies, as well as estimates made by management in applying such policies, are recognized as critical because they require management to make subjective or complex judgments about matters that are inherently uncertain. Our critical accounting estimates relate to the allowance for



doubtful accounts, employee future benefits, deferred income tax assets and liabilities, the valuation of derivatives and non-financial derivatives, asset impairments and the assessment of potential provision retirement obligations.

### **Recent Accounting Pronouncements**

Certain new standards, interpretations, amendments and improvements to existing standards were issued by the IASB or International Financial Reporting Interpretations Committee (IFRIC) effective for accounting periods beginning on or after January 1, 2016, or later periods. The affected standards applicable to Superior are as follows:

#### **New and revised IFRS standards not yet effective**

##### *IFRS 9 – Financial Instruments: Classification and Measurement*

IFRS 9 was issued in November 2009 and is intended to replace IAS 39 – Financial Instruments: Recognition and Measurement. IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used, replacing the multiple impairment methods in IAS 39. Requirements for financial liabilities were added in October 2010 and they largely carried forward existing requirements in IAS 39 except that fair value changes due to credit risk for liabilities designated at fair value through profit and loss would generally be recorded in other comprehensive income.

A final version of IFRS 9 was issued in July 2014 to include impairment requirements for financial assets and limited amendments to the classification and measurement requirements by introducing a fair value through other comprehensive income measurement category for certain simple debt instruments. This standard must be applied for accounting periods beginning on or after January 1, 2018, with earlier adoption permitted. Superior intends to adopt the new standard on the required effective date, and is currently assessing the effect of IFRS 9 on its financial results and financial position. Changes, if any, are not expected to be material.

##### *IFRS 15- Revenue from Contracts with Customers*

IFRS 15 was issued in May 2014, establishing a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 supersedes the current revenue recognition guidance including IAS 18 – Revenue and IAS 11 – Construction Contracts, as well as the related interpretation when it becomes effective. Under IFRS 15, an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. An entity is required to recognize revenue when the performance obligation is satisfied. Either a full or modified retrospective application is required for annual periods beginning on or after January 1, 2018 with early adoption permitted. Although Superior has made progress its implementation of IFRS 15 by analyzing revenue streams under the new standard and assessing customer contracts, it is not yet possible to make a reliable estimate of the impact of the new standard on the consolidated financial statements.

##### *IFRS 16 – Leases*

On January 13, 2016, the IASB issued IFRS 16 – Leases (IFRS 16), which replaces IAS 17 – Leases and related interpretations. IFRS 16 provides a single lessee accounting model, requiring the recognition of assets and liabilities for all leases, except those that meet limited exception criteria. IFRS 16 will be applied retrospectively for annual periods beginning on or after January 1, 2019. It is not yet possible to make a reliable estimate of the impact of the new standard on the consolidated financial statements.

### **NON-GAAP FINANCIAL MEASURES**

Throughout the MD&A, Superior has used the following terms that are not defined by GAAP, but are used by management to evaluate the performance of Superior and its business. Since non-GAAP financial measures do not have standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other companies, securities regulations require that non-GAAP financial measures are clearly defined, qualified and reconciled to their nearest GAAP financial measures. Except as otherwise indicated, these non-GAAP financial measures are calculated and disclosed on a consistent basis from period to period. Specific adjusting items may only be relevant in certain periods.

The intent of non-GAAP financial measures is to provide additional useful information to investors and analysts and the measures do not have any standardized meaning under IFRS. The measures should not, therefore, be considered in isolation or used in substitute for measures of performance prepared in accordance with IFRS. Other issuers may calculate non-GAAP financial measures differently.

Investors should be cautioned that AOCF, EBITDA from operations, adjusted EBITDA and compliance EBITDA should not be construed as alternatives to net earnings, cash flow from operating activities or other measures of financial results determined in accordance with GAAP as an indicator of Superior's performance. Non-GAAP financial measures are identified and defined as follows:

#### **Adjusted Operating Cash Flow and Adjusted Operating Cash Flow per Share**

AOCF is equal to cash flow from operating activities as defined by IFRS, adjusted for changes in non-cash working capital, other expenses, non-cash interest expense, current income taxes and finance costs. Superior may deduct or include additional items in its calculation of AOCF; these items would generally, but not necessarily, be infrequent in nature and could distort the analysis of trends in business performance. Excluding these items does not imply they are non-recurring. AOCF and AOCF per share are presented before and after transaction and other costs.

AOCF per share before transaction and other costs is calculated by dividing AOCF before transaction and other costs by the weighted average number of shares outstanding. AOCF per share is calculated by dividing AOCF by the weighted average number of shares outstanding.

AOCF is the main performance measure used by management and investors to evaluate Superior's ongoing performance of its businesses and ability to generate cash flow. AOCF represents cash flow generated by Superior that is available for, but not necessarily limited to, changes in working capital requirements, investing activities and financing activities of Superior. AOCF is also used as one component in determining short-term incentive compensation for certain management employees.

The seasonality of Superior's individual quarterly results must be assessed in the context of annualized AOCF. Adjustments recorded by Superior as part of its calculation of AOCF include, but are not limited to, the impact of the seasonality of Superior's businesses, principally the Energy Distribution segment, by adjusting for non-cash working capital items, thereby eliminating the impact of the timing between the recognition and collection/payment of Superior's revenues and expenses, which can differ significantly from quarter to quarter.

#### **Adjusted EBITDA**

Adjusted EBITDA represents earnings before taxes, depreciation, amortization, losses/(gains) on disposal of assets, finance expense, restructuring costs, transaction and other costs, and unrealized gains/(losses) on derivative financial instruments. Adjusted EBITDA is used by Superior and investors to assess its consolidated results and ability to service debt. Adjusted EBITDA is reconciled to net earnings before income taxes.

#### **EBITDA from operations**

EBITDA from operations is defined as adjusted EBITDA excluding gains/(losses) on foreign currency hedging contracts, corporate costs and transaction and other costs. For purposes of this MD&A, foreign currency hedging contract gains and losses are excluded from the results of the operating segments. EBITDA from operations is used by Superior and investors to assess the results of its operating segments. EBITDA from operations is reconciled to net earnings before income taxes.

#### **Compliance EBITDA**

Compliance EBITDA represents earnings before interest, taxes, depreciation, amortization and certain other non-cash expenses calculated on a 12-month trailing basis, giving pro forma effect to acquisitions and divestitures, and is used by Superior to calculate compliance with its debt covenants and other credit information. Compliance EBITDA is reconciled to net earnings.

## QUARTERLY FINANCIAL AND OPERATING INFORMATION

### GAAP Measures<sup>(1)</sup>

<i>(millions of dollars, except per share amounts)</i>	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015	Q3 2015
Revenues	474.9	675.7	583.1	429.0	448.1	563.5	546.0	472.2
Gross profit <sup>(1)</sup>	138.0	225.7	193.6	119.0	127.2	216.6	174.3	125.1
Net earnings (loss)	(1.6)	53.2	(22.8)	52.8	(15.7)	99.9	20.2	(48.3)
Per share, basic	\$(0.01)	\$0.37	\$(0.16)	\$0.37	\$(0.11)	\$0.71	\$0.15	\$(0.38)
Per share, diluted	\$(0.01)	\$0.34	\$(0.19)	\$0.36	\$(0.11)	\$0.66	\$0.13	\$(0.40)
Net working capital <sup>(2)</sup>	107.4	133.6	112.1	84.6	232.5	236.8	242.5	196.4

<sup>(1)</sup> During 2016, certain costs were reclassified between cost of sales and cash operating and administrative costs and prior periods were reclassified to conform to the current year presentation. See “Reclassification of Prior Periods.”

<sup>(2)</sup> Net working capital as at the quarter-end is comprised of trade and other receivables, prepaid expenses and inventories, less trade and other payables, deferred revenue, and dividends and interest payable.

### Non-GAAP Measures<sup>(1)</sup>

<i>(millions of dollars, except per share amounts)</i>	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015	Q3 2015
AOCF before transaction and other costs	27.5	109.3	77.3	8.0	16.5	88.0	57.2	11.1
Per share, basic	\$0.19	\$0.77	\$0.54	\$0.06	\$0.12	\$0.62	\$0.42	\$0.09
Per share, diluted	\$0.19	\$0.77	\$0.54	\$0.06	\$0.12	\$0.62	\$0.42	\$0.09
AOCF	20.1	107.8	68.4	(13.3)	5.0	79.5	47.2	11.1
Per share, basic	\$0.14	\$0.75	\$0.48	\$(0.09)	\$0.04	\$0.56	\$0.35	\$0.09
Per share, diluted	\$0.14	\$0.75	\$0.48	\$(0.09)	\$0.04	\$0.56	\$0.35	\$0.09

<sup>(1)</sup> AOCF before transaction and other costs, AOCF and the related per share amounts, are non-GAAP financial measures. See “Non-GAAP Financial Measures” and “Reconciliation of Net Earnings Before Income Taxes to Adjusted EBITDA”.

### Volumes

	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015	Q3 2015
Canadian propane sales volumes (millions of litres) <sup>(1)</sup>	283	478	417	234	255	429	395	280
U.S. refined fuels sales volumes (millions of litres)	298	397	373	321	353	422	390	341
Chemical sales volumes (thousands of metric tonnes)	210	212	203	209	196	205	216	217

## RECONCILIATION OF NET EARNINGS BEFORE INCOME TAXES TO ADJUSTED EBITDA

<b>For the three months ended June 30, 2017</b>	<b>Energy Distribution</b>	<b>Specialty Chemicals</b>	<b>Corporate</b>	<b>Total</b>
Net earnings before income taxes	(6.4)	16.1	(12.2)	(2.5)
Add: Depreciation and amortization				
included in selling, distribution and administrative costs	15.1	–	–	15.1
Depreciation included in cost of sales	–	12.5	–	12.5
Gains on disposal of assets	(0.2)	–	–	(0.2)
Income from Canwest	(2.8)	–	2.8	–
Depreciation and amortization –				
Canwest Propane	4.5	–	–	4.5
Finance expense	0.7	0.2	11.7	12.6
Unrealized losses (gains) on derivative financial instruments	1.5	(0.4)	(10.2)	(9.1)
Transaction and other costs	0.4	–	7.0	7.4
<b>Adjusted EBITDA</b>	<b>12.8</b>	<b>28.4</b>	<b>(0.9)</b>	<b>40.3</b>
<hr/>				
<b>For the three months ended June 30, 2016</b>	<b>Energy Distribution</b>	<b>Specialty Chemicals</b>	<b>Corporate</b>	<b>Total</b>
Net earnings before income taxes	5.8	2.9	(21.4)	(12.7)
Add: Depreciation and amortization				
included in selling, distribution and administrative costs	13.8	–	0.1	13.9
Depreciation included in cost of sales	–	13.4	–	13.4
Realized losses on foreign currency hedging contracts	–	7.7	(7.7)	–
Gains on disposal of assets	0.7	0.3	–	1.0
Finance expense	0.7	0.1	10.1	10.9
Unrealized (gains) losses on derivative financial instruments	(4.1)	(2.1)	(4.1)	(10.3)
Transaction and other costs	–	–	11.5	11.5
<b>Adjusted EBITDA</b>	<b>16.9</b>	<b>22.3</b>	<b>(11.5)</b>	<b>27.7</b>

## RECONCILIATION OF NET EARNINGS BEFORE INCOME TAXES TO ADJUSTED EBITDA

For the six months ended June 30, 2017	Energy Distribution	Specialty Chemicals	Corporate	Total
Net earnings before income taxes	62.1	35.6	(28.2)	69.5
Add: Depreciation and amortization included in selling, distribution and administrative costs	29.8	–	0.1	29.9
Depreciation included in cost of sales	–	25.7	–	25.7
Gains on disposal of assets	(0.6)	–	–	(0.6)
Income from Canwest	(9.0)	–	9.0	–
Depreciation and amortization – Canwest Propane	6.3	–	–	6.3
Finance expense	1.8	0.3	20.4	22.5
Unrealized losses (gains) on derivative financial instruments	8.1	(0.3)	(10.5)	(2.7)
Transaction and other costs	0.4	–	8.5	8.9
<b>Adjusted EBITDA</b>	<b>98.9</b>	<b>61.3</b>	<b>(0.7)</b>	<b>159.5</b>

For the six months ended June 30, 2016	Energy Distribution	Specialty Chemicals	Corporate	Total
Net earnings before income taxes	105.0	4.1	2.2	111.3
Add: Depreciation and amortization included in selling, distribution and administrative costs	28.8	–	0.2	29.0
Depreciation included in cost of sales	–	27.2	–	27.2
Realized losses on foreign currency hedging contracts	–	19.0	(19.0)	–
Loss on disposal of assets	0.5	0.3	–	0.8
Finance expense	1.5	0.2	20.9	22.6
Unrealized (gains) losses on derivative financial instruments	(32.1)	(1.2)	(50.4)	(83.7)
Transaction and other costs	–	–	20.0	20.0
<b>Adjusted EBITDA</b>	<b>103.7</b>	<b>49.6</b>	<b>(26.1)</b>	<b>127.2</b>

**RECONCILIATION OF DIVISIONAL SEGMENTED REVENUE, COST OF SALES AND CASH OPERATING AND ADMINISTRATIVE COSTS INCLUDED IN THIS MD&A**

	For the three months ended June 30, 2017		For the three months ended June 30, 2016	
(millions of dollars)	Energy Distribution	Specialty Chemicals	Energy Distribution	Specialty Chemicals
<b>Revenue per financial statements</b>	<b>317.1</b>	<b>159.4</b>	313.1	135.0
Foreign currency losses related to working capital	–	(2.0)	–	0.6
Realized losses on foreign currency hedging contracts	–	–	–	7.7
<b>Revenue per the MD&amp;A</b>	<b>317.1</b>	<b>157.4</b>	313.1	143.3
<b>Cost of sales per financial statements</b>	<b>(230.2)</b>	<b>(106.7)</b>	(219.8)	(101.1)
Depreciation included in cost of sales	–	12.5	–	13.4
<b>Cost of sales per the MD&amp;A</b>	<b>(230.2)</b>	<b>(94.2)</b>	(219.8)	(87.7)
<b>Gross profit</b>	<b>86.9</b>	<b>63.2</b>	93.3	55.6
<b>Cash selling, distribution and administrative costs per financial statements</b>	<b>(91.1)</b>	<b>(36.8)</b>	(90.9)	(33.0)
Depreciation and amortization	15.1	–	13.8	–
Gains on disposal of assets	(0.2)	–	0.7	0.3
Income from Canwest Propane	1.7	–	–	–
Restructuring	0.4	–	–	–
Reclassification of foreign currency gains(losses) related to working capital	–	2.0	–	(0.6)
<b>Cash operating and administrative costs per the MD&amp;A</b>	<b>(74.1)</b>	<b>(34.8)</b>	(76.4)	(33.3)
<b>EBITDA from operations</b>	<b>12.8</b>	<b>28.4</b>	16.9	22.3

**RECONCILIATION OF DIVISIONAL SEGMENTED REVENUE, COST OF SALES AND CASH OPERATING AND ADMINISTRATIVE COSTS INCLUDED IN THIS MD&A**

	For the six months ended June 30, 2017		For the six months ended June 30, 2016	
(millions of dollars)	Energy Distribution	Specialty Chemicals	Energy Distribution	Specialty Chemicals
<b>Revenue per financial statements</b>	<b>834.7</b>	<b>318.1</b>	726.9	284.7
Foreign currency losses related to working capital	–	(2.4)	–	(3.4)
Realized losses on foreign currency hedging contracts	–	–	–	19.0
<b>Revenue per the MD&amp;A</b>	<b>834.7</b>	<b>315.7</b>	726.9	300.3
<b>Cost of sales per financial statements</b>	<b>(576.0)</b>	<b>(210.9)</b>	(459.2)	(208.6)
Depreciation included in cost of sales	–	25.7	–	27.2
<b>Cost of sales per the MD&amp;A</b>	<b>(576.0)</b>	<b>(185.2)</b>	(459.2)	(181.4)
<b>Gross profit</b>	<b>258.7</b>	<b>130.5</b>	267.7	118.9
<b>Cash selling, distribution and administrative costs per financial statements</b>	<b>(186.7)</b>	<b>(71.6)</b>	(193.3)	(73.0)
Depreciation and amortization	29.8	–	28.8	–
Loss on disposal of assets	(0.6)	–	0.5	0.3
Income from Canwest Propane	(2.7)	–	–	–
Restructuring	0.4	–	–	–
Reclassification of foreign currency losses related to working capital	–	2.4	–	3.4
<b>Cash operating and administrative costs per the MD&amp;A</b>	<b>(159.8)</b>	<b>(69.2)</b>	(164.0)	(69.3)
<b>EBITDA from operations</b>	<b>98.9</b>	<b>61.3</b>	<b>103.7</b>	<b>49.6</b>

**RISK FACTORS TO SUPERIOR**

The risks factors and uncertainties detailed below are a summary of Superior’s assessment of its material risk factors as detailed in Superior’s 2016 Annual Information Form under “Risk Factors” which is filed on the Canadian Securities Administrators’ website, [www.sedar.com](http://www.sedar.com), and on Superior’s website, [www.superiorplus.com](http://www.superiorplus.com).

General risks to Superior are as follows:

**Cash Dividends to Shareholders are Dependent on the Performance of Superior LP**

Superior depends entirely on the operations and assets of Superior LP. Superior’s ability to make dividend payments to its shareholders depends on Superior LP’s ability to make distributions on its outstanding limited partnership units, as well as on the operations and business of Superior LP.

There is no assurance regarding the amount of cash to be distributed by Superior LP or generated by Superior LP and, therefore, there is no assurance regarding funds available for dividends to shareholders. The amount distributed in respect of the limited partnership units will depend on a variety of factors including, without limitation, the performance of Superior LP’s operating businesses, the effect of acquisitions or dispositions on Superior LP, and other factors that may be beyond the control of Superior LP or Superior. In the event significant sustaining capital expenditures are required by Superior LP or the profitability of Superior LP declines, there would be a decrease in the amount of cash available for dividends to shareholders and such decrease could be material.

Superior's dividend policy and the distribution policy of Superior LP are subject to change at the discretion of the Board of Directors of Superior or the Board of Directors of Superior General Partner Inc., the general partner of Superior LP, as applicable. Superior's dividend policy and the distribution policy of Superior LP are also limited by contractual agreements including agreements with lenders to Superior and its affiliates and by restrictions under corporate law.

### **Additional Shares**

If the Board of Directors of Superior decides to issue additional common shares, preferred shares or securities convertible into common shares, existing shareholders may suffer significant dilution.

### **Access to Capital**

The credit facilities and U.S. notes of Superior LP contain covenants that require Superior LP to meet certain financial tests and that restrict, among other things, the ability of Superior LP to incur additional debt, dispose of assets or pay dividends/distributions in certain circumstances. These restrictions may preclude Superior LP from returning capital or making distributions on the limited partnership units.

The payout by Superior LP of substantially all of its available cash flow means that capital expenditures to fund growth opportunities can only be made in the event that other sources of financing are available. Lack of access to such additional financing could limit the future growth of the business of Superior LP and, over time, have a material adverse effect on the amount of cash available for dividends to shareholders.

To the extent that external sources of capital, including public and private markets, become limited or unavailable, Superior's and Superior LP's ability to make the necessary capital investments to maintain or expand the current business and to make necessary principal payments and debenture redemptions under its term credit facilities may be impaired.

### **Interest Rates**

Superior maintains substantial floating interest rate exposure through a combination of floating interest rate borrowing and the use of derivative instruments. Demand levels for a significant portion of Energy Distribution's sales and substantially all of Specialty Chemicals' sales are affected by general economic trends. Generally speaking, when the economy is strong, interest rates increase, as does demand from Superior's customers, thereby increasing Superior's sales and its ability to pay higher interest costs, and vice-versa. In this way, there is a common relationship among economic activity levels, interest rates and Superior's ability to pay higher or lower rates. Increased interest rates, however, will affect Superior's borrowing costs, which may have an adverse effect on Superior.

### **Foreign Exchange Risk**

A portion of Superior's net cash flow is denominated in U.S. dollars. Accordingly, fluctuations in the Canadian/U.S. dollar exchange rate can impact profitability. Superior attempts to mitigate this risk with derivative financial instruments.

### **Changes in Legislation and Expected Tax Profile**

There can be no assurance that income tax laws in the numerous jurisdictions in which Superior operates will not be changed, interpreted or administered in a manner which adversely affects Superior and its shareholders. In addition, there can be no assurance that the CRA (or a provincial tax agency), the U.S. Internal Revenue Service (or a state or local tax agency), the Chilean Internal Revenue Service or the Luxembourg Tax Authorities (collectively, the "Tax Agencies") will agree with how Superior calculates its income for tax purposes or that these various tax agencies reference herein will not change their administrative practices to the detriment of Superior or its shareholders.

### **Acquisitions**

Pursuant to the terms of the agreements providing for the purchase of assets or businesses, Superior has been and will continue to be provided with certain representations, warranties and indemnities from the respective vendors subject to certain applicable limitations and thresholds and will conduct due diligence prior to completion of such acquisitions. However, if such representations and warranties are inaccurate or limited in applicability or if any



liabilities that are discovered exceed such limits or are not covered by the representations, warranties or indemnities, or the applicable vendors default in their obligations or if certain liabilities are not identified in such agreements, Superior could become liable for any such liabilities which may have an adverse effect on Superior. In addition, there may be liabilities or risks that were not discovered in such due diligence investigations which could have an adverse effect on Superior.

Acquiring complementary businesses is often required to optimally execute our business strategy. Distribution systems, technologies, key personnel or businesses of companies we acquire may not be effectively assimilated into our business, or our alliances may not be successful. There is also no assurance regarding the completion of a planned acquisition as Superior may be unable to obtain shareholder approval for a planned acquisition or Superior may be unable to obtain government and regulatory approvals required for a planned acquisition, or required government and regulatory approvals may result in delays. There may be penalties associated with not completing a planned acquisition. We also may not be able to successfully complete certain divestitures on satisfactory terms, if at all. Divestitures may reduce Superior's total revenues and net earnings by more than the sales price.

### **Canwest Acquisition**

The Acquisition is conditional upon, among other things, the receipt of all required regulatory approvals, including the Competition Act Clearance and British Columbia Utilities Commission approval. A substantial delay in obtaining satisfactory approvals or the imposition of unfavourable terms, covenants, required divestitures or other conditions in the approvals, could have a material adverse effect on Superior LP's ability to complete the Acquisition and on Superior's business, financial condition, operations, assets or future prospects.

The failure to obtain the Competition Act Clearance and British Columbia Utilities Commission approval prior to December 29, 2017 (as may be extended under certain circumstances to September 30, 2018) may result in Superior not being able to complete the Acquisition. In such circumstances, Superior may attempt to sell the rights to purchase Canwest to a third party, but may not be able to do so on favorable terms or at all.

Although the related agreements contain covenants on the part of Canwest regarding the operation of its business prior to closing the Acquisition, including to conduct the operations of Canwest in the ordinary course of business, Superior will not control Canwest until completion of the Acquisition. As a result, Canwest's business and results of operations may be adversely affected by events that are outside of Superior's control during the intervening period.

Superior will compete with other potential employers for employees, and it may not be successful in keeping the services of the executives and other employees that it needs to realize the anticipated benefits of the Acquisition. Superior LP's failure to retain key personnel to remain as part of the management team of Canwest in the period following the Acquisition could have a material adverse effect on the business and operations of Superior.

A variety of factors may adversely affect Superior's ability to achieve the anticipated benefits of the Acquisition. A failure to realize the anticipated benefits of the Acquisition, including but not limited to, the anticipated synergies associated with the Acquisition and included within the assumptions relating to expected accretion, could have a material adverse effect on Superior's business, financial condition, operations, assets or future prospects.

Integrating Canwest's operations with Superior's existing business will be a complex, time consuming and a costly process. Failure to successfully integrate Canwest and its operations in a timely manner may have a material adverse effect on Superior's business, results of operations, cash flows and financial position. The difficulties of integrating Canwest include, but are not limited to, coordinating geographically disparate organizations, systems and facilities, adapting to additional regulatory and other legal requirements, integrating corporate, technological and administrative function and employment and compensation policies and practices, and diverting management's attention from other business concerns.

## **Information Technology and Cyber Security**

Superior utilizes a number of information technology systems for the management of its business and the operation of its facilities. The reliability and security of these systems is critical. If the functionality of these systems is interrupted or fails and cannot be restored quickly, or if the technologies are no longer supported, Superior's ability to operate its facilities and conduct its business could be compromised. Superior has continued to mature its approach to technology planning. Superior continually assesses and monitors its cyber security risk. In an effort to mitigate such risks, Superior has employed a fully managed third party cyber security service that deploys industry leading technology, conducted comprehensive employee training and utilizes monitoring software to protect its systems.

Although the technology systems Superior utilizes are intended to be secure and Superior has employed various methods to mitigate cyber risks, there is still a risk that an unauthorized third party could access the systems. Such a security breach could lead to a number of adverse consequences, including but not limited to, the unavailability, disruption or loss of key functionalities within Superior's control systems and the unauthorized disclosure, corruption or loss of sensitive company, customer or personal information. Superior attempts to prevent such breaches through the implementation of various technology security measures, segregation of control systems from its general business network, engaging skilled consultants and employees to manage Superior's technology applications, conducting periodic audits and adopting policies and procedures as appropriate.

To date, Superior has not been subject to a cyber-security breach that has resulted in a material impact on its business or operations; however, there is no guarantee that the measures it takes to protect its business systems and operational control systems will be effective in protecting against a breach in the future.

## **RISKS TO SUPERIOR'S SEGMENTS**

Risks associated with the Energy Distribution business are set out below. Canwest, being in the same industry as Superior Propane, is subject to similar risks to those described below.

### ***Canadian Propane Distribution and U.S. Refined Fuels***

#### **Competition**

Propane is sold in competition with other energy sources such as fuel oil, electricity and natural gas, some of which are less costly on an energy-equivalent basis. While propane is usually more cost-effective than electricity, electricity is a major competitor in most areas. Fuel oil is also used as a residential, commercial and industrial source of heat and, in general, is less costly on an equivalent-energy basis, although operating efficiencies, environmental and air quality factors help make propane competitive with fuel oil. Except for certain industrial and commercial applications, propane is generally not competitive with natural gas in areas with natural gas service. Other alternative energy sources such as compressed natural gas, methanol and ethanol are available or could be further developed and could have an impact on the future of the propane industry in general and Canadian propane distribution in particular. The trend towards increased conservation measures and technological advances in energy efficiency may have a detrimental effect on propane demand and Canadian Propane Distribution's sales. Increases in the cost of propane encourage customers to reduce fuel consumption and to invest in more energy efficient equipment, reducing demand. Propane commodity prices are affected by crude oil and natural gas commodity prices.

Automotive propane demand depends on propane pricing, the market's acceptance of propane conversion options and the availability of infrastructure. Superior Propane has strategic partnerships with companies focused on after-market conversion technologies. This segment has been impacted by the development of more fuel efficient and complicated engines which increase the cost of converting engines to propane and reduce the savings per kilometre driven.

Competition in the U.S. refined fuels business' markets generally occurs on a local basis between large, full-service, multi-state marketers and smaller, independent local marketers. Marketers primarily compete based on price and service and tend to operate in close proximity to customers, typically within a 35-mile marketing radius from a central depot, in order to minimize delivery costs and provide prompt service.

### **Volume Variability, Weather Conditions and Economic Demand**

Weather, general economic conditions and the volatility in the cost of propane affect propane market volumes. Weather influences the demand for propane, primarily for home and facility heating uses and also for agricultural applications, such as crop drying.

Harsh weather can create conditions that exacerbate demand for propane, impede the transportation and delivery of propane, or restrict the ability for Superior to obtain propane from its suppliers. Such conditions may also increase Superior's operating costs and may reduce customers' demand for propane, any of which may have an adverse effect on Superior. Conversely, low prices tend to make customers less price sensitive and less focused on their amount of consumption.

Spikes in demand caused by weather or other factors can stress the supply chain and hamper Superior's ability to obtain additional quantities of propane. Transportation providers (rail and truck) have limited ability to provide resources in times of extreme peak demand. Changes in propane supply costs are normally passed through to customers, but timing lags (between when Superior purchases the propane and when the customer purchases the propane) may result in positive or negative gross margin fluctuations.

For USRF, demand from end-use heating applications is predictable. However, weather and general economic conditions affect distillates and propane market volumes. Weather influences the immediate demand, primarily for heating, while longer-term demand declines due to economic conditions as customers' trend towards conservation and supplement heating with alternative sources such as wood pellets.

### **Demand, Supply and Pricing**

Superior offers its customers various fixed-price propane and heating oil programs. In order to mitigate the price risk from offering these services, Superior uses its physical inventory position, supplemented by forward commodity transactions with various third parties having terms and volumes substantially the same as its customers' contracts. In periods of high propane price volatility the fixed-price programs create exposure to over or under-supply positions as the demand from customers may significantly exceed or fall short of supply procured. In addition, if propane prices decline significantly subsequent to customers signing up for a fixed-price program, there is a risk that customers will default on their commitments.

### **Health, Safety and Environment**

Superior's operations are subject to the risks associated with handling, storing and transporting propane in bulk. To mitigate risks, Superior has established a comprehensive environmental, health and safety protection program. It consists of an environmental policy, codes of practice, periodic self-audits, employee training, quarterly and annual reporting and emergency prevention and response.

The U.S. refined fuels business, through a centralized safety and environment management system, ensures that safety practices and regulatory compliance are an important part of its business. The storage and delivery of refined fuels pose the risk of spills which could adversely affect the soil and water of storage facilities and customer properties.

Superior's fuel distribution businesses are based and operate in Canada and the United States and, as a result, such operations could be affected by changes to laws, rules or policies which could either be more favourable to competing energy sources or increase compliance costs or otherwise negatively affect the operations of Energy Distribution in comparison with such competing energy sources. Any such changes could have an adverse effect on the operations of Energy Distribution.

### **Employee and Labour Relations**

Approximately 19% of Superior's Canadian propane distribution business employees and 4% of U.S. refined fuels distribution business employees are unionized. Collective bargaining agreements are renegotiated in the normal course of business. While labour disruptions are not expected, there is always risk associated with the renegotiation process that could have an adverse impact on Superior.

## ***Specialty Chemicals***

Risks associated with the Specialty Chemicals business are as follows:

### **Competition**

Specialty Chemicals competes with sodium chlorate, chlor-alkali and potassium producers on a worldwide basis. Key competitive factors include price, product quality, logistics capability, reliability of supply, technical capability and service. The end-use markets for products are correlated to the general economic environment and the competitiveness of customers, all of which are outside of the segment's control, along with market pricing for pulp.

### **Supply Arrangements**

Specialty Chemicals has long-term electricity contracts or electricity contracts that renew automatically with power producers in each of the jurisdictions where its plants are located. There is no assurance that Specialty Chemicals will remain able to secure adequate supplies of electricity at reasonable prices or on acceptable terms.

Potassium chloride (KCl) is a major raw material used in the production of potassium hydroxide at the Port Edwards, Wisconsin facility. Substantially all of Specialty Chemicals' KCl is received from Potash Corporation of Saskatchewan. Specialty Chemicals has limited ability to source KCl from additional suppliers.

### **Foreign Currency Exchange**

Specialty Chemicals is exposed to fluctuations in the U.S. dollar and the euro versus the Canadian dollar. Specialty Chemicals manages its exposure to fluctuations between the U.S. dollar and Canadian dollar by entering into hedge contracts with external third parties and internally with other Superior businesses.

### **Health, Safety and Environment**

Specialty Chemicals' operations involve the handling, production, transportation, treatment and disposal of materials that are classified as hazardous and are regulated by environmental, health and safety laws, regulations and requirements. There is potential for the release of highly toxic and lethal substances, including chlorine from a facility or transportation equipment. Equipment failure could result in damage to facilities, death or injury and liabilities to third parties. If at any time the appropriate regulatory authorities deem any of the segment's facilities unsafe, they may order that such facilities be shut down.

### **Regulatory**

Specialty Chemicals' operations and activities in various jurisdictions require regulatory approval for the handling, production, transportation and disposal of chemical products and waste substances. The failure to obtain or comply fully with such applicable regulatory approval may materially adversely affect Specialty Chemicals.

### **Manufacturing and Production**

Specialty Chemicals' production facilities maintain complex process and electrical equipment. The facilities have existed for many years and undergone upgrades and improvements. Routine maintenance is regularly completed to ensure equipment is operated within appropriate engineering and technical requirements. Notwithstanding Specialty Chemicals' operating standards and history of limited downtime, breakdown of electrical transformer or rectifier equipment would temporarily reduce production at the affected facility. Although the segment has insurance to mitigate substantial loss due to equipment outage, Specialty Chemicals' reputation and its ability to meet customer requirements could be harmed by a major electrical equipment failure.

### **Employee and Labour Relations**

Approximately 28% of Specialty Chemicals' employees are unionized. Collective bargaining agreements are renegotiated in the normal course of business. While labour disruptions are not expected, there is always risk associated with the negotiation process that could have an adverse impact on Superior.

**Superior Plus Corp.**  
**Condensed Consolidated Balance Sheets**

(unaudited, millions of Canadian dollars)	Note	June 30 2017	December 31 2016
<b>Assets</b>			
<b>Current Assets</b>			
Cash and cash equivalents		29.9	5.0
Trade and other receivables	7	175.6	243.2
Prepaid expenses		51.1	52.1
Inventories	8	88.1	101.1
Unrealized gains on derivative financial instruments	15	7.2	15.4
Assets held by discontinued operations		–	0.3
Option to purchase Canwest Propane	6	434.8	–
<b>Total Current Assets</b>		<b>786.7</b>	417.1
<b>Non-Current Assets</b>			
Property, plant and equipment	9	899.9	933.7
Intangible assets		35.8	32.0
Goodwill		199.7	199.2
Notes and finance lease receivables		3.3	3.4
Employee future benefits		5.7	6.1
Deferred tax	16	243.9	254.2
Unrealized gains on derivative financial instruments	15	6.7	1.8
<b>Total Non-Current Assets</b>		<b>1,395.0</b>	1,430.4
<b>Total Assets</b>		<b>2,181.7</b>	1,847.5
<b>Liabilities and Equity</b>			
<b>Current Liabilities</b>			
Trade and other payables	11	190.5	261.7
Deferred revenue		8.7	8.5
Borrowing	13	16.4	18.3
Dividends and interest payable		8.5	11.5
Unrealized losses on derivative financial instruments	15	14.5	9.0
Liabilities held by discontinued operations		–	2.9
<b>Total Current Liabilities</b>		<b>238.6</b>	311.9
<b>Non-Current Liabilities</b>			
Borrowing	13	842.5	420.7
Convertible unsecured subordinated debentures	14	91.2	89.8
Other liabilities	12	12.0	11.4
Provisions	10	20.3	20.5
Employee future benefits		22.9	22.1
Deferred tax	16	27.5	22.4
Unrealized losses on derivative financial instruments	15	12.6	20.1
<b>Total Non-Current Liabilities</b>		<b>1,029.0</b>	607.0
<b>Total Liabilities</b>		<b>1,267.6</b>	918.9
<b>Equity</b>			
Capital		1,953.5	1,953.5
Deficit		(1,136.0)	(1,136.2)
Accumulated other comprehensive income		96.6	111.3
<b>Total Equity</b>	17	<b>914.1</b>	928.6
<b>Total Liabilities and Equity</b>		<b>2,181.7</b>	1,847.5

*See accompanying Notes to the Condensed Financial Statements.*

**Superior Plus Corp.**  
**Condensed Consolidated Statement of Changes in Equity**

(unaudited, millions of Canadian dollars)	Share capital	Contributed surplus <sup>(1)</sup>	Total capital <sup>(1)</sup>	Deficit	Accumulated other comprehensive income	Total
<b>December 31, 2016</b>	1,952.3	1.2	<b>1,953.5</b>	<b>(1,136.2)</b>	<b>111.3</b>	<b>928.6</b>
Net earnings	–	–	–	<b>51.6</b>	–	<b>51.6</b>
Unrealized foreign currency loss on translation of foreign operations	–	–	–	–	<b>(13.9)</b>	<b>(13.9)</b>
Actuarial defined benefit loss	–	–	–	–	<b>(1.0)</b>	<b>(1.0)</b>
Income tax recovery on other comprehensive income	–	–	–	–	<b>0.2</b>	<b>0.2</b>
<b>Total comprehensive income (loss)</b>				<b>51.6</b>	<b>(14.7)</b>	<b>36.9</b>
Dividends declared to shareholders				<b>(51.4)</b>		<b>(51.4)</b>
<b>June 30, 2017</b>	1,952.3	1.2	<b>1,953.5</b>	<b>(1,136.0)</b>	<b>96.6</b>	<b>914.1</b>
<b>December 31, 2015</b>	1,929.5	1.2	1,930.7	(1,328.3)	111.3	713.7
Net earnings	–	–	–	97.6	–	97.6
Unrealized foreign currency gain on translation of foreign operations	–	–	–	–	(34.2)	(34.2)
Actuarial defined benefit loss	–	–	–	–	(7.9)	(7.9)
Income tax recovery on other comprehensive income	–	–	–	–	2.2	2.2
<b>Total comprehensive income</b>				97.6	(39.9)	57.7
Dividends declared to shareholders	–	–	–	(51.2)	–	(51.2)
Common shares issued under dividend reinvestment plan	15.4	–	15.4	–	–	15.4
<b>June 30, 2016</b>	1,944.9	1.2	1,946.1	(1,281.9)	71.4	735.6

<sup>(1)</sup> Contributed surplus represents Superior's equity reserve for the option value associated with the issuance of convertible unsecured subordinated debentures and warrants.

See accompanying Notes to the Condensed Consolidated Financial Statements.

**Superior Plus Corp.**
**Condensed Consolidated Statement of Net (Loss) Earnings and Total Comprehensive (Loss) Income**

<i>(unaudited, millions of Canadian dollars)</i>	Note	Three months ended		Six months ended	
		2017	2016 restated	2017	2016 restated
			<b>June 30</b>		<b>June 30</b>
<b>Revenues</b>	<b>20</b>	<b>474.9</b>	448.1	<b>1,150.6</b>	1,011.6
Cost of sales (includes products & services)	<b>20</b>	<b>(336.9)</b>	(320.9)	<b>(786.9)</b>	(667.8)
Gross profit		<b>138.0</b>	127.2	<b>363.7</b>	343.8
<b>Expenses</b>					
Selling, distribution and administrative costs	<b>20</b>	<b>(137.0)</b>	(139.3)	<b>(274.4)</b>	(293.6)
Finance expense	<b>20</b>	<b>(12.6)</b>	(10.9)	<b>(22.5)</b>	(22.6)
Unrealized gains on derivative financial instruments	<b>15</b>	<b>9.1</b>	10.3	<b>2.7</b>	83.7
		<b>(140.5)</b>	(139.9)	<b>(294.2)</b>	(232.5)
Net (loss) earnings before income taxes from continuing operations		<b>(2.5)</b>	(12.7)	<b>69.5</b>	111.3
Income tax recovery (expense)	<b>16</b>	<b>0.9</b>	(3.0)	<b>(17.9)</b>	(27.1)
Net (loss) earnings from continuing operations		<b>(1.6)</b>	(15.7)	<b>51.6</b>	84.2
Net earnings from discontinued operations	<b>4</b>	–	8.2	–	13.4
<b>Net (loss) earnings</b>		<b>(1.6)</b>	(7.5)	<b>51.6</b>	97.6
<b>Other comprehensive (loss) income:</b>					
Items that may be reclassified subsequently to net earnings					
Unrealized foreign currency (losses) gains on translation of foreign operations		<b>(11.0)</b>	1.1	<b>(13.9)</b>	(29.8)
Other comprehensive income (losses) gains from discontinued operations		–	0.1	–	(4.4)
		<b>(11.0)</b>	1.2	<b>(13.9)</b>	(34.2)
Items that will not be reclassified to net earnings					
Actuarial defined benefit losses		<b>(1.4)</b>	(5.6)	<b>(1.0)</b>	(7.9)
Income tax recovery on other comprehensive income		<b>0.1</b>	1.6	<b>0.2</b>	2.2
		<b>(1.3)</b>	(4.0)	<b>(0.8)</b>	(5.7)
Other comprehensive (loss) income for the period		<b>(12.3)</b>	(2.8)	<b>(14.7)</b>	(39.9)
<b>Total comprehensive (loss) income for the period</b>		<b>(13.9)</b>	(10.3)	<b>36.9</b>	57.7
<b>Net (loss) earnings per share</b>					
From continuing operations:					
Basic	<b>18</b>	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.36</b>	\$0.60
Diluted	<b>18</b>	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.35</b>	\$0.56
From discontinued operations:					
Basic	<b>18</b>	–	\$0.06	–	\$0.09
Diluted	<b>18</b>	–	\$0.06	–	\$0.09

See accompanying Notes to the Condensed Consolidated Financial Statements.

**Superior Plus Corp.**  
**Condensed Consolidated Statement of Cash Flows**

(unaudited, millions of Canadian dollars)	Notes	Three months ended June 30 2017	2016	Six months ended June 30 2017	2016
<b>Operating Activities</b>					
Net (loss) earnings for the period		(1.6)	(7.5)	51.6	97.6
Adjustments for:					
Depreciation included in selling, distributions and administrative costs	9	13.4	14.7	26.7	30.8
Amortization of intangible assets	20	1.7	1.2	3.2	5.0
Depreciation included in cost of sales	9	12.5	13.4	25.7	27.2
Gain on sale of discontinued operations	4	–	(0.1)	–	(3.1)
(Gain) loss on disposal of assets		(0.2)	0.9	(0.6)	0.7
Unrealized gains on derivative financial instruments		(9.1)	(10.3)	(2.7)	(83.7)
Finance expense recognized in net earnings		12.6	11.2	22.5	23.2
Income tax (recovery) expense recognized in net earnings		(0.9)	3.0	17.9	27.1
Changes in non-cash operating working capital	19	23.0	12.6	4.3	4.0
Net cash flows from operating activities		51.4	39.1	148.6	128.8
Income tax paid (received)		0.3	(2.8)	(1.4)	(3.0)
Interest paid		(12.5)	(17.1)	(18.5)	(20.2)
Cash flows from operating activities		39.2	19.2	128.7	105.6
<b>Investing Activities</b>					
Purchase of property plant and equipment	22	(14.2)	(19.7)	(24.4)	(53.7)
Proceeds from sale of discontinued operations		–	0.7	–	3.6
Proceeds from disposal of property, plant and equipment and intangible assets		1.0	0.1	2.2	0.5
Purchase of Canwest Option	6	–	–	(434.8)	–
Acquisitions, net of cash acquired	5	(10.2)	(8.1)	(10.2)	(8.1)
Cash flows used in investing activities		(23.4)	(27.0)	(467.2)	(57.7)
<b>Financing Activities</b>					
Net proceeds of revolving term bank credits and other debt		39.9	33.7	181.4	6.4
Repayment of finance lease obligations		(6.7)	(4.3)	(10.6)	(8.8)
Proceeds from issuance of 5.25% senior unsecured notes		–	–	250.0	–
Debt issue costs		(1.2)	–	(6.7)	–
Proceeds from dividend reinvestment program		–	7.8	–	15.4
Dividends paid to shareholders		(25.7)	(25.9)	(51.4)	(51.2)
Cash flows from (used in) financing activities		6.3	11.3	362.7	(38.2)
<b>Net increase (decrease) in cash and cash equivalents</b>					
Cash and cash equivalents, beginning of period		22.1	3.5	24.2	9.7
Effect of translation of foreign currency-denominated cash and cash equivalents		7.0	5.4	5.0	–
Cash and cash equivalents, end of period		0.8	–	0.7	(0.8)
<b>Cash and cash equivalents, end of period</b>		<b>29.9</b>	<b>8.9</b>	<b>29.9</b>	<b>8.9</b>

See accompanying Notes to the Condensed Consolidated Financial Statements.



## NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited, tabular amounts in millions of Canadian dollars, except per share amounts)

### 1. ORGANIZATION

Superior Plus Corp. (Superior) is a diversified business corporation, incorporated under the Canada Business Corporations Act. The registered office is at suite 401, 200 Wellington Street West, Toronto, Ontario. Superior holds 99.9% of Superior Plus LP (Superior LP), a limited partnership formed between Superior General Partner Inc. (Superior GP) as general partner and Superior as limited partner. Superior owns 100% of the shares of Superior GP and Superior GP holds 0.1% of Superior LP. Superior does not conduct active business operations but rather distributes to shareholders a portion of the income it receives from Superior Plus LP in the form of partnership allocations, net of expenses and interest payable on the convertible unsecured subordinated debentures (the debentures). Superior's investments in Superior Plus LP are financed by share capital and debentures. Superior is a publicly traded company with its common shares trading on the Toronto Stock Exchange (TSX) under the exchange symbol SPB.

The accompanying unaudited condensed consolidated financial statements (consolidated financial statements) of Superior as at June 30, 2017 and for the three and six months ended June 30, 2017 and 2016 were authorized for issuance by the Board of Directors on August 9, 2017.

#### Reportable Operating Segments

Superior currently operates two distinct reportable operating segments: Energy Distribution and Specialty Chemicals. Superior's Energy Distribution operating segment provides distribution, wholesale procurement and related services in relation to propane, heating oil and other refined fuels under the following: Canadian propane division and U.S. refined fuels division. Specialty Chemicals is a leading supplier of sodium chlorate and technology to the pulp and paper industry and a regional supplier of potassium and chlor-alkali products in the U.S. Midwest and Western Canada.

During the year ended December 31, 2016, Superior divested one of its previously reportable operating segments, Construction Products Distribution. Construction Products Distribution was a distributor of commercial and industrial insulation in North America and a distributor of specialty construction products to the walls and ceilings industry in Canada.

### 2. BASIS OF PRESENTATION

#### (a) Preparation of Financial Statements

The accompanying consolidated financial statements were prepared in accordance with International Accounting Standard 34 Interim Financial Reporting (IAS 34) as issued by the International Accounting Standards Board (IASB) using the accounting policies Superior adopted in its annual consolidated financial statements as at and for the year ended December 31, 2016. The accounting policies are based on the International Financial Reporting Standards (IFRS) and International Financial Reporting Interpretations Committee (IFRIC) interpretations that were applicable at that time. These accounting policies have been applied consistently to all periods presented in these consolidated financial statements, and have been applied consistently throughout the consolidated entities.

The consolidated financial statements are presented in Canadian dollars. All financial information presented in Canadian dollars has been rounded to the nearest hundred-thousand. These consolidated financial statements should be read in conjunction with Superior's 2016 annual consolidated financial statements.

The consolidated financial statements were prepared on the historical cost basis except for the revaluation of certain financial instruments and incorporate the accounts of Superior and its subsidiaries. Subsidiaries are all entities over which Superior has the power to govern the financial and operating policies generally accompanying a shareholding of more than one-half of the voting rights. The results of subsidiaries are included in Superior's

statement of net earnings from date of acquisition or, in the case of disposals, up to the effective date of disposal. Superior disposed of its Construction Products Distribution business in August, 2016. Superior also sold assets of its Fixed-Price Energy Services business in the first quarter of 2016. For comparability, Superior has restated its June 30, 2016 financial results to present results from continuing operations and discontinued operations, had the businesses been disposed of January 1, 2016.

All transactions and balances between Superior and Superior's subsidiaries are eliminated upon consolidation. Superior's subsidiaries are all wholly owned directly or indirectly by Superior Plus Corp.

### **(b) Reclassification of Comparative Figures and Restatement**

During 2016, Superior reviewed the classification of operating expenses in its Specialty Chemicals business and has reclassified certain costs that were classified as cost of sales or selling, distribution, and administrative costs. For the six months ended June 30, 2016, this resulted in an increase to selling, distribution and administrative costs of \$4.7 million, and a corresponding decrease in cost of sales. As a result of this reclassification, there was no change to previously reported net earnings, operating, financing, or investing cash flows, or the amounts presented in the consolidated balance sheet.

As disclosed in Note 4, certain comparative figures have been restated as a result of classifying a business segment as a discontinued operation.

### **Significant Accounting Policies**

#### **(a) Significant Accounting Judgments, Estimates and Assumptions**

The preparation of Superior's consolidated financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, net earnings and related disclosure. The estimates and associated assumptions are based on historical experience and various other factors deemed reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The areas involving a higher degree of judgment or complexity, or where assumptions and estimates are significant to the financial statements are consistent with those disclosed in Superior's 2016 annual consolidated financial statements.

### **Recent Accounting Pronouncements**

Certain new standards, interpretations, amendments and improvements to existing standards were issued by the IASB or IFRIC that are mandatory for accounting periods beginning January 1, 2017 or later periods.

### **New and revised IFRS standards issued but not yet effective**

#### *IFRS 9 – Financial Instruments: Classification and Measurement*

IFRS 9 was issued in November 2009 and is intended to replace IAS 39 – Financial Instruments: Recognition and Measurement. IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used, replacing the multiple impairment methods in IAS 39. Requirements for financial liabilities were added in October 2010 and they largely carried forward existing requirements in IAS 39 except that fair value changes due to credit risk for liabilities designated at fair value through profit and loss would generally be recorded in other comprehensive income.

A finalized version of IFRS 9 was issued in July 2014 to include impairment requirements for financial assets and limited amendments to the classification and measurement requirements by introducing a fair value through other comprehensive income measurement category for certain simple debt instruments. This standard must be applied for accounting periods beginning on or after January 1, 2018, with earlier adoption permitted. Superior intends to

adopt the new standard on the required effective date, and is currently assessing the effect of IFRS 9 on its financial results and financial position. Changes, if any, are not expected to be material.

#### *IFRS 15- Revenue from Contracts with Customers*

IFRS 15 was issued in May 2014, establishing a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 supersedes the current revenue recognition guidance including IAS 18 – *Revenue* and IAS 11 – *Construction Contracts*, as well as the related interpretation when it becomes effective. Under IFRS 15, an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. An entity is required to recognize revenue when the performance obligation is satisfied. Either a full or modified retrospective application is required for annual periods beginning on or after January 1, 2018 with early adoption permitted. Although Superior has made progress in its implementation of IFRS 15 by analyzing revenue streams under the new standard and assessing customer contracts, management is still assessing the impact of the new standard on the consolidated financial statements.

#### *IFRS 16 – Leases*

On January 13, 2016, the IASB issued IFRS 16 – *Leases* (IFRS 16), which replaces IAS 17 – *Leases* and related interpretations. IFRS 16 provides a single lessee accounting model, requiring the recognition of assets and liabilities for all leases, except those that meet limited exception criteria. IFRS 16 will be applied retrospectively for annual periods beginning on or after January 1, 2019. Management is currently evaluating the impact of IFRS 16 on the consolidated financial statements.

### **3. SEASONALITY OF OPERATIONS**

#### **Energy Distribution**

Sales typically peak in the first quarter when approximately one-third of annual propane and other refined fuels sales volumes and gross profits are generated due to the demand from heating end-use customers. They then decline through the second and third quarters, rising seasonally again in the fourth quarter with heating demand. Similarly, net working capital is typically at seasonal highs during the first and fourth quarters, and normally declines to seasonal lows in the second and third quarters. Net working capital is also significantly influenced by wholesale propane prices and other refined fuels.

### **4. DISCONTINUED OPERATIONS**

In 2015, Fixed-Price Energy Services ceased marketing efforts and allowed existing customer contracts to expire with the intention to exit the business. The Fixed-Price Energy Services assets were divested during Q1 2016, and substantially all of the intangible assets, consisting mainly of customer contracts, were sold for total consideration of \$4.3 million, which includes contingent consideration. Certain assets divested were disposed of with an effective date of January 1, 2016 and the earnings related to these assets were collected by Superior and remitted to the purchaser.

A gain of \$3.1 million was recorded within discontinued operations during the six months ended June 30, 2016 based on the excess of the proceeds net of contingent consideration over the carrying value of the intangible assets.

On August 9, 2016, Superior completed the sale of its Construction Products Distribution business (CPD) to Foundation Building Materials, LLC for total cash consideration of US \$325.0 million, less a working capital adjustment of US \$20.3 million. The disposal is consistent with Superior's long-term strategy to focus its activities on the Energy Distribution and Specialty Chemicals businesses. The transaction took place in the form of a share sale, and effectively included all assets Superior held in its CPD operating segment. With CPD classified as a discontinued operation, the CPD segment is no longer presented in the Reportable Segment Information note. Results for the comparative six-month period ended June 30, 2016 have been restated to present results from CPD as results from discontinued operations.

Net earnings reported in the consolidated financial statements has been restated to separately present results from those operations classified as discontinued operations. Net earnings from discontinued operations reported in the consolidated financial statements for the three and six months ended June 30, 2016 are as follows:

	<b>Three months ended June 30 2016 restated</b>	<b>Six months ended June 30 2016 restated</b>
<b>Revenues</b>		
Revenue from products	258.7	524.4
Realized losses on derivative financial instruments	(1.2)	(3.1)
	<u>257.5</u>	<u>521.3</u>
<b>Cost of sales (includes products and services)</b>		
Cost of products and services	(194.3)	(390.5)
Realized losses on derivative financial instruments	(0.1)	(6.1)
	<u>(194.4)</u>	<u>(396.6)</u>
<b>Selling, distribution and administrative costs</b>		
Selling, general and administrative costs	(12.5)	(25.9)
Employee costs	(35.3)	(71.2)
Facilities maintenance expense	(0.7)	(1.5)
Depreciation of property, plant, and equipment	(2.0)	(4.1)
Vehicle operating expense	(4.3)	(8.4)
Amortization of intangible assets	–	(2.7)
Gain on disposal of assets	0.2	3.1
	<u>(54.6)</u>	<u>(110.7)</u>
<b>Finance expenses</b>		
Finance lease obligation interest	(0.3)	(0.6)
<b>Net earnings from discontinued operations<sup>(1)</sup></b>	<u>8.2</u>	<u>13.4</u>

- (1) For the three and six months ended June 30, 2016 Fixed-Price Energy Services and CPD respectively contributed \$(0.6) and \$8.8 to net earnings from discontinued operations for three months ended and \$(0.4) and \$13.8 for six months ended.

Cash flows from discontinued operations reported in the condensed consolidated statement of cash flows are as follows:

	<b>Three months ended June 30 2016 restated</b>	<b>Six months ended June 30 2016 restated</b>
Cash flows from operating activities	14.7	15.9
Cash flows used in investing activities	(4.2)	(7.1)
Cash flows used in financing activities	(1.0)	(2.1)
Net increase in cash and cash equivalents from discontinued operations	<u>9.5</u>	<u>6.7</u>
Change in cash from continuing operations	(6.0)	3.0
Effect of translation of foreign denominated cash and cash equivalents	–	(0.8)
Cash, beginning of period	5.4	–
<b>Cash, end of period</b>	<u>8.9</u>	<u>8.9</u>

## 5. ACQUISITIONS

On April 20, 2017, Superior acquired the shares of Pomerleau Gaz Propane Inc. (Pomerleau), a propane distributor serving residential and commercial customers in south eastern Québec for cash consideration of \$10.7 million excluding taxes.

<b>Pomerleau Acquisition</b>	Fair Value Recognized on Acquisition
Current assets (includes cash of \$0.5)	2.2
Property, plant and equipment	5.1
Customer list	5.8
Accounts payable and accrued liabilities	(0.8)
Long term debt	(1.3)
Deferred tax liability	(1.1)
Net identifiable assets and liabilities	9.9
Goodwill arising on acquisition	0.8
<b>Total Consideration</b>	<b>10.7</b>

Revenue and net earnings for the three months ended March 31, 2017 would have been \$2.3 million and \$0.4 million, respectively, if the acquisition had occurred on January 1, 2017. Revenue and net earnings for the six months ended June 30, 2017 would have been \$3.5 million and \$0.2 million, respectively, if the acquisition had occurred on January 1, 2017. Subsequent to the acquisition date on April 20, 2017, the acquisition contributed revenue and net earnings of \$0.9 million and \$0.0 million, respectively, to Energy Distribution for the period ended June 30, 2017.

## 6. OPTION TO PURCHASE SHARES OF CANWEST PROPANE

On March 1, 2017, Superior entered into certain agreements to purchase the entities that carry on the industrial propane business of Canwest from Gibson Energy ULC for \$412 million. The acquisition of Canwest is subject to the satisfaction of certain conditions, including the receipt of customary regulatory approvals. The acquisition of the Option occurred on March 1, 2017 for cash consideration of \$412.0 million, plus \$22.8 million of working capital adjustments. Superior anticipates the acquisition will close in the second half of 2017.

As of March 1, 2017, Superior is entitled to the benefit of the net profits of Canwest. As a result, Superior recorded a net loss before tax of \$1.7 million, and net earnings before tax of \$2.7 million for the three and six months ended June 30, 2017 respectively.

## 7. TRADE AND OTHER RECEIVABLES

A summary of trade and other receivables is as follows:

	<b>June 30</b>	December 31
	<b>2017</b>	2016
Trade receivables, net of allowances	<b>161.3</b>	235.3
Accounts receivable – other	<b>14.3</b>	7.9
Trade and other receivables	<b>175.6</b>	243.2

Pursuant to their respective terms, trade receivables, before deducting an allowance for doubtful accounts, are aged as follows:

	<b>June 30</b>	December 31
	<b>2017</b>	2016
Current	<b>123.0</b>	183.0
Past due less than 90 days	<b>33.6</b>	51.5
Past due over 90 days	<b>9.1</b>	5.1
Total receivables	<b>165.7</b>	239.6

The current portion of Superior's trade receivables is neither impaired nor past due and there are no indications as of the reporting date that the debtors will not make payment.

Superior's trade receivables are stated after deducting a provision of \$4.4 million as at June 30, 2017 (December 31, 2016 – \$4.3 million). The movement in the provision for doubtful accounts is as follows:

	<b>June 30</b>	December 31
	<b>2017</b>	2016
Allowance for doubtful accounts, at the beginning of the period	<b>(4.3)</b>	(7.3)
Derecognized on sale of CPD receivables	–	1.9
Additions	<b>(2.3)</b>	(4.2)
Amounts written off during the year as uncollectible	<b>1.2</b>	1.4
Amounts recovered	<b>1.0</b>	3.9
Allowance for doubtful accounts at the end of the period	<b>(4.4)</b>	(4.3)

## 8. INVENTORIES

	June 30 2017	December 31 2016
Propane, heating oil and other refined fuels	44.3	54.0
Propane retailing materials, supplies, appliances and other	7.4	7.7
Chemical finished goods and raw materials	22.5	25.6
Chemical stores, supplies and other	13.9	13.8
	<b>88.1</b>	101.1

Continuing Operations	Three months ended June 30		Six months ended June 30	
	2017	2016 restated	2017	2016 restated
Cost of inventories recognized as an expense	288.9	267.5	689.0	560.3
Inventory write-downs	0.6	0.8	0.8	1.4
Write-down reversals	0.2	0.1	0.3	0.2

  

Discontinued Operations	Three months ended June 30		Six months ended June 30	
	2017	2016 restated	2017	2016 restated
Cost of inventories recognized as an expense	–	188.4	–	368.3
Inventory write-downs	–	–	–	0.1

## 9. PROPERTY, PLANT AND EQUIPMENT

Cost	Land	Buildings	Specialty Chemicals Plant & Equipment	Energy Distribution Retailing Equipment	Leasehold Improvements	Total
Balance at December 31, 2016	31.6	206.3	964.1	797.4	6.0	2,005.4
<b>Balance at June 30, 2017</b>	<b>31.2</b>	<b>203.9</b>	<b>958.0</b>	<b>805.1</b>	<b>7.3</b>	<b>2,005.5</b>

  

Accumulated Depreciation						
	Land	Buildings	Specialty Chemicals Plant & Equipment	Energy Distribution Retailing Equipment	Leasehold Improvements	Total
Balance at December 31, 2016	–	80.0	541.9	446.6	3.2	1,071.7
<b>Balance at June 30, 2017</b>	–	<b>82.9</b>	<b>556.3</b>	<b>463.0</b>	<b>3.4</b>	<b>1,105.6</b>

  

Carrying Amount						
	Land	Buildings	Specialty Chemicals Plant & Equipment	Energy Distribution Retailing Equipment	Leasehold Improvements	Total
Balance at December 31, 2016	31.6	126.3	422.2	350.8	2.8	933.7
<b>Balance at June 30, 2017</b>	<b>31.2</b>	<b>121.0</b>	<b>401.7</b>	<b>342.1</b>	<b>3.9</b>	<b>899.9</b>

Depreciation per cost category:

	Three months ended June 30		Six months ended June 30	
	2017	2016 restated	2017	2016 restated
Cost of sales	12.5	13.4	25.7	27.2
Selling, distribution and administrative costs	13.4	12.7	26.7	26.7
<b>Total</b>	<b>25.9</b>	26.1	<b>52.4</b>	53.9

The carrying amount of Superior's property, plant, and equipment includes \$68.5 million of leased assets as at June 30, 2017 (December 31, 2016 – \$64.9 million).

## 10. PROVISIONS

	Restructuring	Decommissioning	Environmental	Total
Balance at December 31, 2016	4.8	20.4	0.1	25.3
Utilizations	(2.6)	–	–	(2.6)
Additions	–	–	–	–
Amounts reversed during the year	(0.1)	(0.6)	–	(0.7)
Unwinding of discount	–	0.3	–	0.3
Impact of change in discount rate	–	0.5	–	0.5
Net foreign currency exchange difference	0.1	(0.4)	–	(0.3)
<b>Balance at June 30, 2017</b>	<b>2.2</b>	<b>20.2</b>	<b>0.1</b>	<b>22.5</b>

	June 30 2017	December 31 2016
<b>Current</b>	<b>2.2</b>	4.8
<b>Non-current</b>	<b>20.3</b>	20.5
	<b>22.5</b>	25.3

### *Restructuring*

Provisions for restructuring are recorded in provisions, except for the current portion, which is recorded in trade and other payables. As at June 30, 2017, the current portion of restructuring costs was \$2.2 million (December 31, 2016 – \$4.8 million). As at June 30, 2017, the long term portion of restructuring costs was nil (December 31, 2016 – nil). The provision is primarily for severance, lease costs and consulting fees.

### *Decommissioning*

The provisions are on a discounted basis and are based on existing technologies at current prices or long-term price assumptions, depending on the activities expected timing.

### *Specialty Chemicals*

Superior makes full provision for the future cost of decommissioning Specialty Chemicals' chemical facilities. As at June 30, 2017, the discount rate used in Superior's calculation was 2.13% (December 31, 2016 – 2.31%). Superior estimates the total undiscounted expenditures required to settle its decommissioning liabilities to be approximately \$22.4 million (December 31, 2016 – \$22.7 million) which will be paid over the next 15 to 23 years. While Superior's provision for decommissioning costs is based on the best estimate of future costs and the economic lives of the chemical facilities, the amount and timing of these costs is uncertain.

### *Energy Distribution*

Superior records a provision for the future costs of decommissioning certain assets associated with the Energy Distribution segment. Superior estimates the total undiscounted expenditures required to settle its decommissioning liabilities to be approximately \$8.8 million at June 30, 2017 (December 31, 2016 – \$10.2 million) which will be paid over the next 16 years. The discount rate of 2.13% at June 30, 2017 (December 31, 2016 – 2.31%) was used to calculate the present value of the estimated cash flows.

### *Environmental*

Provisions for environmental remediation are made when a clean-up is probable and the amount of the obligation can be reliably estimated. Generally, this coincides with commitment to a formal plan or, if earlier, on divestment or closure of inactive sites. Superior estimates the total undiscounted expenditures required to settle its environmental expenditures to be approximately \$0.1 million at June 30, 2017 (December 31, 2016 – \$0.1 million) which will be paid over the next year. The extent and cost of future remediation programs are inherently difficult to estimate and depend on the scale of any possible contamination, the timing and extent of corrective actions, and Superior's share of the liability.



## 11. TRADE AND OTHER PAYABLES

A summary of trade and other payables is as follows:

	<b>June 30</b>	December 31
	<b>2017</b>	2016
Trade payables	<b>128.0</b>	182.6
Restructuring provisions	<b>2.2</b>	4.8
Other payables	<b>50.4</b>	59.2
Share-based payments	<b>9.9</b>	15.1
Trade and other payables	<b>190.5</b>	261.7

## 12. OTHER LIABILITIES

	<b>June 30</b>	December 31
	<b>2017</b>	2016
Supply agreement	<b>3.8</b>	5.2
Québec cap and trade payable	<b>7.5</b>	6.2
Ontario cap and trade payable	<b>0.7</b>	-
	<b>12.0</b>	11.4

The supply agreement above relates to the Specialty Chemicals purchase and supply agreements with Tronox LLC (Tronox) whereby Superior agreed to purchase up to 130,000 metric tonnes (MT) of sodium chlorate per year from Tronox's Hamilton, Mississippi facility as nominated annually by Specialty Chemicals. Specialty Chemicals also agreed to supply Tronox with certain products to service Tronox requirements in North America. Tronox commenced decommissioning of the facility upon completion of Superior's 2015 sodium chlorate requirements. However, Specialty Chemicals' supply portion of the agreement will continue to 2019.

Superior transports propane to and from Québec and Ontario and therefore must purchase compliance instruments to comply with the Québec Cap and Trade regulations (Québec) and Ontario Cap and Trade regulations (Ontario). Intangible assets are recorded when purchased, and cap and trade liabilities are recorded upon the import of propane. The liability at June 30, 2017 is \$7.5 million for Québec (December 31, 2016 - \$6.2 million) and \$0.7 million (December 31, 2016 - \$nil) for Ontario. Superior is required to settle the compliance instruments with the Québec and Ontario provincial governments at the end of each compliance period

### 13. BORROWING

	Year of Maturity	Effective Interest Rate	June 30 2017	December 31 2016
<b>Revolving Term Bank Credit Facilities <sup>(1)</sup></b>				
Bankers' Acceptances (BA)	2022	Floating BA rate plus applicable credit spread	20.0	20.0
Canadian Prime Rate Loan	2022	Prime rate plus applicable credit spread	25.6	10.7
LIBOR Loans (U.S. \$228.0 million; 2016 – U.S. \$104.0 million)	2022	Floating LIBOR rate plus applicable credit spread	295.6	139.7
US Base Rate Loans (U.S. \$7.0 million; 2016 – U.S. \$8.6 million)	2022	US Prime rate plus credit spread	11.7	11.5
			<b>352.9</b>	181.9
<b>Other Debt</b>				
Accounts Receivable factoring program <sup>(2)</sup>		Floating BA Plus	3.0	1.7
Deferred Consideration	2017 – 2018	Non-interest-bearing	3.6	4.4
			<b>6.6</b>	6.1
<b>Senior Unsecured Notes</b>				
Senior unsecured notes	2021	6.50%	200.0	200.0
Senior unsecured notes <sup>(3)</sup>	2024	5.25%	250.0	–
<b>Finance Lease Obligations</b>				
Finance lease obligation			61.2	56.7
Total borrowing before deferred financing fees			870.7	444.7
Deferred financing fees			(11.8)	(5.7)
Borrowing			858.9	439.0
Current maturities			(16.4)	(18.3)
Borrowing			842.5	420.7

(1) As at June 30, 2017, Superior had \$20.3 million of outstanding letters of credit (December 31, 2016 – \$21.7 million) and \$159.5 million of outstanding financial guarantees on behalf of its businesses (December 31, 2016 – \$148.7 million). The fair value of Superior's revolving term bank credit facilities, other debt, letters of credit, financial guarantees, and senior unsecured notes approximates their carrying value as a result of the market-based interest rates, the short-term nature of the underlying debt instruments and other related factors. On May 1, 2017, Superior extended its syndicated credit facility with ten lenders, increasing the size of the facility to \$620 million from \$570 million, with no changes to the financial covenants. The facility matures on April 28, 2022 and can be expanded up to \$800 million.

(2) Superior has entered into a Master Receivables Purchase Agreement with a financial institution by which it may purchase from time to time, on an uncommitted revolving basis, a 100% interest in receivables from Superior. The maximum aggregate amount of purchased receivables purchased by the financial institution under this agreement and outstanding at any time is limited to \$15.0 million. As at June 30, 2017, the accounts receivable factoring program totaled CDN \$3.0 million (December 31, 2016 – CDN \$1.7 million).

(3) On February 27, 2017, Superior completed an offering of \$250.0 million 5.25% senior unsecured notes (the Notes). The Notes were issued at par value and mature on February 27, 2024. The Notes contain certain early redemption options under which Superior has the option to redeem all or a portion of the Notes at various redemption prices, which include the principal amount plus accrued and unpaid interest, if any, to the application redemption date. Interest is payable semi-annually on February 27 and August 27, and commences August 27, 2017.

Repayment requirements of borrowing before deferred financing fees are as follows:

Current maturities	16.4
Due in 2018	15.9
Due in 2019	363.5
Due in 2020	9.7
Due in 2021	205.2
Due in 2022	9.9
Subsequent to 2022	250.1
<b>Total</b>	<b>870.7</b>

## 14. CONVERTIBLE UNSECURED SUBORDINATED DEBENTURES

Superior's debentures are as follows:

Maturity	<b>June 2019</b>
Interest Rate	<b>6.00%</b>
Conversion price per share	<b>\$16.75</b>
<hr/>	
<b>Debentures outstanding as at June 30, 2017</b>	<b>91.2</b>
Debentures outstanding as at December 31, 2016	89.8
<hr/>	
<b>Quoted market value as at June 30, 2017</b>	<b>100.2</b>
Quoted market value as at December 31, 2016	99.5
<hr/>	

Superior's convertible debentures due in June 2019 carry multiple settlement options at conversion. The debentures may be converted into shares at the option of the holder, at the conversion price, at any time prior to the earlier of redemption by Superior or maturity. Superior may elect to pay interest and principal upon maturity or redemption by issuing shares to a trustee in the case of interest payments, and to the debenture holders in the case of payment of principal. The number of any shares issued to the debenture holders will be determined based on the market price per share at the time of issuance. Superior may elect to pay the debenture holders cash in lieu of delivering common shares upon conversion.

The principal amount of all convertible debentures as at June 30, 2017 was \$97.0 million (December 31, 2016 - \$97.0 million).

## 15. FINANCIAL INSTRUMENTS

IFRS requires disclosure around fair value and specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect Superior's market assumptions. These two types of input create the following fair-value hierarchy:

- *Level 1* – Quoted prices in active markets for identical instruments.
- *Level 2* – Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which all significant inputs and significant value drivers are observable in active markets.
- *Level 3* – Valuations derived from valuation techniques in which one or more significant inputs or significant value drivers are unobservable.

The fair value of a financial instrument is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair values are determined by reference to quoted bid or asking prices, as appropriate, in the most advantageous active market for that instrument to which Superior has immediate access (Level 1). Where bid and ask prices are unavailable, Superior uses the closing price of the instrument's most recent transaction. In the absence of an active market, Superior estimates fair values based on prevailing market rates (bid and ask prices, as appropriate) for instruments with similar characteristics and risk profiles or internal or external valuation models, such as discounted cash flow analysis using, to the extent possible, observable market-based inputs (Level 2). Superior uses internally developed methodologies and unobservable inputs to determine the fair value of some financial instruments when required (Level 3).

Fair values determined using valuation models require assumptions concerning the amount and timing of estimated future cash flows and discount rates. In determining those assumptions, Superior looks primarily to available readily observable external market inputs including forecast commodity price curves, interest rate yield curves, currency rates, and price and rate volatilities as applicable.

All financial and non-financial derivatives are designated as held-for-trading upon their initial recognition.

As at	June 30, 2017			
	Level 1	Level 2	Level 3	Total
<b>Assets</b>				
Foreign currency forward contracts, net sale	5.4	–	–	5.4
Natural gas financial swaps – AECO	–	3.5	–	3.5
Electricity swaps – Energy Distribution	–	0.3	–	0.3
Propane wholesale purchase and sale contracts, net sale – Energy Distribution	–	4.4	–	4.4
Fixed-price electricity purchase agreements – Specialty Chemicals	–	–	0.3	0.3
<b>Total assets</b>	<b>5.4</b>	<b>8.2</b>	<b>0.3</b>	<b>13.9</b>
<b>Liabilities</b>				
Natural gas financial swaps – AECO	–	3.5	–	3.5
Electricity swaps – Energy Distribution	–	0.3	–	0.3
Foreign currency forward contracts, net sale	13.4	–	–	13.4
Cross currency interest rate exchange agreements	4.4	–	–	4.4
Interest rate swaps	–	1.0	–	1.0
Debenture-embedded derivative	–	–	0.6	0.6
Propane wholesale purchase and sale contracts, net sale – Energy Distribution	–	3.9	–	3.9
<b>Total liabilities</b>	<b>17.8</b>	<b>8.7</b>	<b>0.6</b>	<b>27.1</b>
<b>Total net (liability) asset</b>	<b>(12.4)</b>	<b>(0.5)</b>	<b>(0.3)</b>	<b>(13.2)</b>
Current portion of assets	2.2	4.7	0.3	7.2
Current portion of liabilities	9.1	5.4	–	14.5

As at	December 31, 2016			
	Level 1	Level 2	Level 3	Total
<b>Assets</b>				
Foreign currency forward contracts, net sale	0.8	–	–	0.8
Debenture – embedded derivative	–	–	3.9	3.9
Natural gas financial swaps - AECO	–	2.5	–	2.5
Electricity swaps – Energy Distribution	–	0.7	–	0.7
Propane, diesel, butane and heating oil wholesale purchase and sale contracts, net sale – Energy Distribution	–	9.3	–	9.3
<b>Total assets</b>	<b>0.8</b>	<b>12.5</b>	<b>3.9</b>	<b>17.2</b>
<b>Liabilities</b>				
Natural gas financial swaps - AECO	–	2.8	–	2.8
Electricity swaps – Energy Distribution	–	0.7	–	0.7
Foreign currency forward contracts, net sale	24.5	–	–	24.5
Cross-currency interest rate exchange agreements	0.2	–	–	0.2
Propane and butane wholesale purchase and sale contracts, net sale – Energy Distribution	–	0.9	–	0.9
<b>Total liabilities</b>	<b>24.7</b>	<b>4.4</b>	<b>–</b>	<b>29.1</b>
<b>Total net (liability) asset</b>	<b>(23.9)</b>	<b>8.1</b>	<b>3.9</b>	<b>(11.9)</b>
Current portion of assets	0.5	11.0	3.9	15.4
Current portion of liabilities	6.2	2.8	–	9.0

The following table outlines quantitative information about how the fair values of these financial and non-financial assets and liabilities are determined, including valuation techniques and inputs used:

<b>Description</b>	<b>Notional</b>	<b>Term</b>	<b>Effective Rate</b>	<b>Valuation Technique(s) and Key Input(s)</b>
<b><i>Level 1 fair value hierarchy:</i></b>				
Foreign currency forward contracts, net sale	US\$352.5	2017 – 2020	1.27	Quoted bid prices in the active market.
Cross currency interest rate exchange agreements	US\$199	2017	1.34	Quoted bid prices in the active market.
<b><i>Level 2 fair value hierarchy:</i></b>				
Natural gas financial swaps –AECO	–	2017 – 2020	–	Discounted cash flow – Future cash flows are estimated based on forward market prices (from observable yield curves at the end of the reporting period) applied to contract volumes, discounted at a rate that reflects the credit risk of various counterparties. Impact of sleeve transactions entered into in 2016 result in a notional amount and effective rate of \$nil.
Equity derivative contracts	\$8.6	2018	\$12.85	Discounted cash flow – Future cash flows are estimated based on equity derivative contracts.
Heating oil, diesel and propane wholesale purchase and sale contracts, net sale – Energy Distribution	28.7 USG <sup>(1)</sup>	2017 – 2019	\$0.58 - \$1.56	Quoted bid prices for similar products in the active market.
Electricity swaps – Energy Distribution	–	2017 – 2018	–	Discounted cash flow – Future cash flows are estimated based on forward market prices (from observable yield curves at the end of the reporting period) applied to contract volumes, discounted at a rate that reflects the credit risk of various counterparties. Impact of sleeve transactions entered into in 2016 result in a notional amount and effective rate of \$nil.
<b><i>Level 3 fair value hierarchy:</i></b>				
Debenture-embedded derivative	\$97.0	2019	–	Black-Scholes model – see “Valuation techniques and significant unobservable inputs” for further details.
Fixed-price electricity purchase agreements – Specialty Chemicals	15 MW <sup>(2)</sup>	2017	\$25.75	Discounted cash flow – see “Valuation techniques and significant unobservable inputs” for further details.

<sup>(1)</sup> Millions of United States gallons (USG) purchased.

<sup>(2)</sup> Megawatts (MW) on a 24/7 continual basis per year purchased.

*Valuation techniques and significant unobservable inputs*

<b>Financial Instrument</b>	<b>Valuation Technique</b>	<b>Significant Unobservable Inputs</b>	<b>Sensitivity of Input to Fair Value</b>
Debenture – embedded derivative	Black-Scholes model	Volatility – 28.34% (2016 – 27.90%)	The estimated fair value would increase (decrease) if: – Volatility decreased (increased)
Fixed-price electricity purchase agreements	Discounted cash flow	Forward electricity prices – \$25.75 WACC – 9%	The estimated fair value would increase (decrease) if: – Forward prices increased (decreased) – WACC decreased (increased)

<b>Description</b>	<b>For the three months ended June 30, 2017</b>		<b>For the three months ended June 30, 2016</b>	
	<b>Realized Gain (Loss)</b>	<b>Unrealized Gain (Loss)</b>	<b>Realized Gain (Loss)</b>	<b>Unrealized Gain (Loss)</b>
Natural gas financial swaps – AECO	–	<b>0.5</b>	(0.1)	0.1
Energy Distribution electricity swaps	–	–	0.1	–
Foreign currency forward contracts, net sale	<b>(1.1)</b>	<b>11.3</b>	(9.0)	11.2
Cross currency interest rate swaps	–	<b>2.0</b>	–	0.8
Interest rate swaps	–	–	0.4	(0.4)
Equity derivative contracts	–	<b>(1.0)</b>	–	1.7
Energy Distribution propane wholesale purchase and sale contracts	–	<b>(1.0)</b>	(0.2)	1.4
Energy Distribution WTI wholesale purchase and sale contracts	–	–	–	–
Energy Distribution butane wholesale purchase and sale contracts	–	<b>0.1</b>	(0.1)	(0.4)
Energy Distribution heating oil purchase and sale contracts	<b>1.8</b>	<b>(0.8)</b>	(2.6)	2.9
Energy Distribution diesel wholesale purchase and sale contracts	–	<b>(0.1)</b>	–	–
Specialty Chemicals fixed-price electricity purchase agreements	<b>(0.2)</b>	<b>0.4</b>	(1.1)	2.1
Total gains (losses) on financial and non-financial derivatives	<b>0.5</b>	<b>11.4</b>	(12.6)	19.4
Foreign currency translation on borrowings	–	<b>(2.5)</b>	–	(6.7)
Gain on debenture redemption	–	–	–	–
Unrealized change in fair value of debenture-embedded derivative	–	<b>0.2</b>	–	(2.4)
<b>Total gains (losses)</b>	<b>0.5</b>	<b>9.1</b>	(12.6)	10.3
Total gains (losses) attributed to continuing operations - restated	<b>0.5</b>	<b>9.1</b>	(11.4)	10.3
Total losses attributed to discontinued operations - restated	–	–	(1.2)	–
<b>Total gains (losses)</b>	<b>0.5</b>	<b>9.1</b>	(12.6)	10.3

Description	For the six months ended June 30, 2017		For the six months ended June 30, 2016	
	Realized Gain (Loss)	Unrealized Gain (Loss)	Realized Gain (Loss)	Unrealized Gain (Loss)
Natural gas financial swaps – AECO	–	0.4	(4.4)	17.9
Electricity swaps – Energy Distribution	–	–	(1.7)	3.2
Foreign currency forward contracts, net sale	(1.8)	16.0	(21.0)	57.3
Cross currency interest rate swaps	–	4.4	–	(1.5)
Interest rate swaps	–	–	0.4	(0.4)
Equity derivative contracts	0.2	(1.0)	(0.2)	1.2
Propane wholesale purchase and sale contracts – Energy Distribution	5.4	(7.3)	(2.7)	5.4
Butane wholesale purchase and sale contracts – Energy Distribution	(0.5)	0.6	(0.1)	(0.4)
Diesel wholesale purchase and sale contracts – Energy Distribution	–	(0.3)	–	–
Heating oil purchase and sale contracts – Energy Distribution	5.3	(1.5)	(6.2)	6.0
Fixed-price electricity purchase agreements – Specialty Chemicals	(0.3)	0.3	(2.7)	1.2
Total gains (losses) on financial and non-financial derivatives	8.3	11.6	(38.6)	(89.9)
Gain on debenture redemption	–	–	–	–
Foreign currency translation of borrowings	–	(4.4)	–	(3.9)
Unrealized change in fair value of debenture-embedded derivative	–	(4.5)	–	(2.3)
Total gains (losses)	8.3	2.7	(38.6)	83.7
Total gains (losses) attributed to continuing operations - restated	8.3	2.7	(29.4)	83.7
Total losses attributed to discontinued operations -restated	–	–	(9.2)	–
Total gains (losses)	8.3	2.7	(38.6)	83.7

Realized gains or losses on financial and non-financial derivatives and foreign currency translation gains or losses on the revaluation of Canadian domiciled U.S.-denominated working capital have been classified on the condensed statement of net (loss) earnings based on the underlying nature of the financial statement line item and/or the economic exposure being managed.

#### *Offsetting of financial instruments*

Financial assets and liabilities are offset and the net amount reported on the consolidated balance sheets when Superior currently has a legally enforceable right to set-off the recognized amounts and there is an intention to settle on a net basis or realize the asset and settle the liability simultaneously. In the normal course of business, Superior enters into various master netting agreements or other similar arrangements that do not meet the criteria for offsetting, but that do, however, still allow for the related amount to be set-off in certain circumstances, such as bankruptcy or the termination of contracts.



## **Financial Instruments – Risk Management**

### ***Market Risk***

Derivative and non-financial derivatives are used by Superior to manage its exposure to fluctuations in foreign currency exchange rates, interest rates and commodity prices. Superior assesses the inherent risks of these instruments by grouping financial and non-financial derivatives related to the exposures these instruments mitigate. Superior's policy is not to use derivative or non-financial derivative instruments for speculative purposes. Superior does not formally designate its derivatives as hedges and, as a result, Superior does not apply hedge accounting and is required to designate its derivatives and non-financial derivatives as held-for-trading.

Specialty Chemicals has entered into a fixed-price electricity purchase agreement to manage the economic exposure of certain chemical facilities to changes in the market price of electricity, in a market where the price of electricity is not fixed.

Energy Distribution enters into various propane forward purchase and sale agreements to manage the economic exposure of its wholesale customer supply contracts. Energy Distribution maintains a substantially balanced fixed-price propane position in relation to its wholesale customer supply commitments.

Superior, on behalf of its operating divisions, enters into foreign currency forward contracts to manage the economic exposure of its operations to movements in foreign currency exchange rates.

### ***Credit Risk***

Superior utilizes a variety of counterparties in relation to its derivative and non-financial derivative instruments in order to mitigate its counterparty risk. Superior assesses the credit-worthiness of its significant counterparties at the inception and throughout the term of a contract. Superior is also exposed to customer credit risk. Energy Distribution deals with a large number of small customers, thereby reducing this risk. Specialty Chemicals, due to the nature of its operations, sells its products to a relatively small number of customers. Specialty Chemicals mitigates its customer credit risk by actively monitoring the overall credit-worthiness of its customers. Energy Distribution actively monitors the credit-worthiness of its commercial customers. Overall, Superior's credit quality is enhanced by its portfolio of customers, which is diversified across geographical (primarily Canada and the United States) and end-use (primarily commercial, residential and industrial) markets.

Allowances for doubtful accounts and past due receivables are reviewed by Superior at each balance sheet date. Superior updates its estimate of the allowance for doubtful accounts based on the evaluation of the recoverability of trade receivables with each customer, taking into account historical collection trends of past due accounts and current economic conditions. Trade receivables are written-off once it is determined they are uncollectible.

### ***Liquidity Risk***

Liquidity risk is the risk that Superior cannot meet a demand for cash or fund an obligation as it comes due. Liquidity risk also includes the risk of not being able to liquidate assets in a timely manner at a reasonable price.

To ensure it is able to react to contingencies and investment opportunities quickly, Superior maintains sources of liquidity at the corporate and subsidiary levels. The main sources of liquidity are cash and other financial assets, the undrawn committed revolving-term bank credit facility, equity markets and debenture markets.

Superior is subject to the risks associated with debt financing, including the ability to refinance indebtedness at maturity. Superior believes these risks are mitigated through the use of long-term debt secured by high-quality assets, maintaining debt levels that in management's opinion are appropriate, and by diversifying maturities over an extended period. Superior also seeks to include in its agreements terms that protect it from liquidity issues of counterparties that might otherwise impact liquidity.

Superior's contractual obligations associated with its financial liabilities are as follows:

	Current	2018	2019	2020	2021	2022 and thereafter	Total
Borrowing	16.4	15.9	363.5	9.7	205.2	260.0	870.7
Convertible unsecured subordinated debentures	–	–	–	97.0	–	–	97.0
US\$ foreign currency forward sales contracts	161.9	109.6	45.5	35.5	–	–	352.5
Natural gas, butane, propane, heating oil and diesel purchases	16.3	17.3	5.2	–	–	–	38.8
Fixed-price electricity purchase commitments	2.8	–	–	–	–	–	2.8

Superior's contractual obligations are considered normal-course operating commitments and do not include the impact of mark-to-market fair values on financial and non-financial derivatives. Superior expects to fund these obligations through a combination of cash flow from operations, proceeds on revolving term bank credit facilities and proceeds on the issuance of share capital. Superior's financial instruments' sensitivities as at June 30, 2017 are consistent with those disclosed in Superior's 2016 annual consolidated financial statements.

## 16. INCOME TAXES

Consistent with prior periods, Superior recognizes a provision for income taxes for its subsidiaries that are subject to current and deferred income taxes, including United States income tax, United States non-resident withholding tax and Chilean income tax.

Total income tax recovery (expense), comprised of current taxes and deferred taxes for the three and six months ended June 30, 2017 was \$0.9 million and (\$17.9) million respectively, compared to (\$3.0) million and (\$27.1) million in the comparative period. For the three and six months ended June 30, 2017, deferred income tax (expense) recovery from operations in Canada, the United States and Chile was \$2.5 million and (\$15.1) million, respectively, which resulted in a corresponding total net deferred income tax asset of \$216.4 million at June 30, 2017.

Subsequent to the second quarter, as announced on August 1, 2017, Superior entered into an agreement with the Canada Revenue Agency ("CRA") regarding their objection to the tax consequences of the Superiors corporate conversion transaction, which occurred on December 31, 2008. Superior elected to enter into the agreement with the CRA to avoid further legal proceedings and allow management to focus on its Evolution 2020 strategic initiatives and enhance shareholder value. The agreement with the CRA will not give rise to any cash outlay by Superior for prior tax years. The payment of approximately \$33 million to the CRA and related provincial agencies for 50% of the estimated tax liabilities for prior taxation years will be refunded. The agreement with the CRA will result in a non-cash charge of \$119 million in Superior's third quarter consolidated statement of income related to the write-off of a portion of Superior's deferred tax assets. The tax pools impacted by the agreement have been restated at December 31, 2016 as follows:

Carry forward available	2016	2016(restated)
Canadian non-capital losses <sup>(1)</sup>	\$ 62.2	\$ 14.3
Canadian scientific research expenditures	\$625.8	\$349.9
Canadian capital losses	\$541.2	\$ 6.6
Canadian federal and provincial investment tax credits <sup>(2)</sup>	\$145.7	\$ 92.2

<sup>(1)</sup> Expiring beyond 2019

<sup>(2)</sup> \$4.6 million expired in 2017, the remainder expires beyond 2020

## 17. TOTAL EQUITY

Superior is authorized to issue an unlimited number of common shares and an unlimited number of preferred shares. The holders of common shares are entitled to dividends if, as and when, declared by the Board of Directors; to one vote per share at shareholders' meetings; and upon liquidation, dissolution or winding up of Superior to receive pro rata the remaining property and assets of Superior, subject to the rights of any shares having priority over the common shares, of which none is outstanding.

Preferred shares are issuable in series with each class of preferred share having such rights as the Board of Directors may determine. Holders of preferred shares are entitled, in priority over holders of common shares, to be paid ratably with holders of each other series of preferred shares the amount of accumulated dividends, if any, specified to be payable preferentially to the holders of such series upon liquidation, dissolution or winding up of Superior. Superior has no preferred shares outstanding.

	<b>Issued Number of Common Shares (millions)</b>	<b>Total Equity</b>
Total Equity, December 31, 2016	<b>142.8</b>	<b>928.6</b>
Net earnings	–	<b>51.6</b>
Other comprehensive loss	–	<b>(14.7)</b>
Dividends declared to shareholders <sup>(1)</sup>	–	<b>(51.4)</b>
<b>Total Equity, June 30, 2017</b>	<b>142.8</b>	<b>914.1</b>

<sup>(1)</sup> Dividends to shareholders are declared at the discretion of Superior's Board of Directors. During the six months ended June 30, 2017, Superior paid cash dividends of \$51.4 million or \$0.36 per share (June 30, 2016 – \$35.8 million or \$0.36 per share) and made distributions through its dividend reinvestment program of \$nil (June 30, 2016 – \$15.4 million).

	<b>June 30 2017</b>	December 31 2016
<b>Accumulated other comprehensive income before reclassification</b>		
<b>Currency translation adjustment</b>		
Balance at the beginning of the period	<b>123.6</b>	126.5
Other comprehensive income from discontinued operations	–	23.4
Unrealized foreign currency losses on translation of foreign operations	<b>(13.9)</b>	(26.3)
Balance at the end of the period	<b>109.7</b>	123.6
<b>Actuarial defined benefits</b>		
Balance at the beginning of the period	<b>(5.2)</b>	(8.1)
Actuarial defined benefit (loss) gains	<b>(1.0)</b>	4.0
Income tax recovery (expense) on actuarial gains	<b>0.2</b>	(1.1)
Balance at the end of the period	<b>(6.0)</b>	(5.2)
<b>Total accumulated other comprehensive income before reclassification</b>	<b>103.7</b>	118.4
<b>Amounts reclassified from accumulated other comprehensive income</b>		
<b>Accumulated derivative losses</b>		
Balance at the beginning of the period	<b>(7.1)</b>	(7.1)
Balance at the end of the period	<b>(7.1)</b>	(7.1)
<b>Total amounts reclassified from accumulated other comprehensive income</b>	<b>(7.1)</b>	(7.1)
<b>Accumulated other comprehensive income at the end of the period</b>	<b>96.6</b>	111.3

## Other Capital Disclosures

### Additional Capital Disclosure

Superior's objectives when managing capital are: (i) to maintain a flexible capital structure to preserve its ability to meet its financial obligations, including potential obligations from acquisitions; and (ii) to safeguard its assets while maximizing the growth of its businesses and returns to its shareholders.

In the management of capital, Superior includes shareholders' equity (excluding accumulated other comprehensive (loss) income), current and long-term borrowing, convertible unsecured subordinated debentures. Superior manages its capital structure and makes adjustments in light of changes in economic conditions and the nature of the underlying assets. In order to maintain or adjust the capital structure, Superior may adjust the amount of dividends to shareholders, issue additional share capital, conduct additional borrowing or issue convertible unsecured subordinated debentures, or conduct new borrowing or issue convertible unsecured subordinated debentures with different characteristics.

Superior monitors its capital based on the ratio of senior and total debt outstanding to net earnings before interest, taxes, depreciation, amortization and other non-cash expenses (EBITDA), as defined by its revolving term credit facility, and the ratio of total debt outstanding to EBITDA. Superior's reference to EBITDA as defined by its revolving term credit facility may be referred to as compliance EBITDA in its other public reports.

In accordance with the credit facility, Superior must maintain a consolidated secured debt to compliance EBITDA ratio of not more than 3.0 to 1.0 and not more than 3.5 to 1.0 as a result of acquisitions. In addition, Superior must maintain a consolidated debt to compliance EBITDA ratio of not more than 5.0 to 1.0, excluding convertible debentures.

As at June 30, 2017 and December 31, 2016, these ratios are within the requirements of Superior's debt covenants. The consolidated secured debt to compliance EBITDA ratio and consolidated debt to compliance EBITDA ratio are as follows:

	Twelve months ended	
	June 30, 2017	December 31, 2016
Consolidated secured debt to compliance EBITDA	1.7	1.3
Consolidated debt to compliance EBITDA	3.5	2.3

Also, Superior is subject to certain distribution tests and the most restrictive stipulates that distributions (including distributions to debenture holders and related payments) cannot exceed compliance EBITDA less cash income taxes, plus \$35.0 million on a trailing 12-month rolling basis. On a 12-month rolling basis as at June 30, 2017, Superior was in compliance with the above noted distribution test.

Under the terms of the agreement related to Superior's \$200.0 million 6.50% and \$250.0 million 5.25% senior unsecured notes, Superior must maintain a fixed-charge coverage ratio of no less than 2.0 to 1.0. As at June 30, 2017, the fixed-charge coverage ratio for purposes of these agreements was 5.6 to 1.0.

Superior's financial objectives and strategy related to managing its capital as described above remained unchanged from the prior fiscal year. Superior believes that its debt to EBITDA ratios are within reasonable limits, in light of Superior's size, the nature of its businesses and its capital management objectives.

## 18. NET EARNINGS PER SHARE

	Three months ended		Six months ended	
	2017	June 30 2016 restated	2017	June 30 2016 restated
Net (loss) earnings per share computation, basic, from continuing operations				
Net (loss) earnings for the period	<b>\$(1.6)</b>	\$(15.7)	<b>\$51.6</b>	\$84.2
Weighted average shares outstanding (millions)	<b>142.8</b>	141.9	<b>142.8</b>	141.5
Net (loss) earnings per share, basic, from continuing operations	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.36</b>	\$0.60

	Three months ended		Six months ended	
	2017	June 30 2016 restated	2017	June 30 2016 restated
Net (loss) earnings per share computation, diluted, from continuing operations				
Net (loss) earnings for the period	<b>\$(1.6)</b>	\$(15.7)	<b>\$51.3</b>	\$88.5
Weighted average shares outstanding (millions)	<b>142.8</b>	141.9	<b>148.6</b>	157.2
Net (loss) earnings per share, diluted, from continuing operations	<b>\$(0.01)</b>	\$(0.11)	<b>\$0.35</b>	\$0.56

	Three months ended		Six months ended	
	2017	June 30 2016 restated	2017	June 30 2016 restated
Net loss per share computation, basic from discontinued operations				
Net loss for the period	<b>\$-</b>	\$8.20	<b>\$-</b>	\$13.40
Weighted average shares outstanding (millions)	<b>142.8</b>	141.9	<b>142.8</b>	141.5
Net loss per share, basic and diluted from discontinued operations	<b>\$-</b>	\$0.06	<b>\$-</b>	\$0.09

## 19. SUPPLEMENTAL DISCLOSURE OF CHANGES IN NON-CASH OPERATING WORKING CAPITAL CHANGES

	Three months ended June 30		Six months ended June 30	
	2017	2016 restated	2017	2016 restated
<b>Changes in non-cash operating working capital:</b>				
Trade receivables and other	<b>53.4</b>	11.0	<b>69.0</b>	50.8
Inventories	<b>(7.5)</b>	(8.1)	<b>13.0</b>	5.8
Trade and other payables	<b>(16.7)</b>	16.6	<b>(72.9)</b>	(35.9)
Other	<b>(6.2)</b>	(6.9)	<b>(4.8)</b>	(16.7)
	<b>23.0</b>	12.6	<b>4.3</b>	4.0
Changes in non-cash operating working capital attributed to continuing operations	<b>23.0</b>	8.2	<b>4.3</b>	(0.5)
Changes in non-cash operating working capital attributed to discontinued operations	–	4.4	–	4.5
	<b>23.0</b>	12.6	<b>4.3</b>	4.0

**20. SUPPLEMENTAL DISCLOSURE OF CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FROM CONTINUING OPERATIONS**

	<b>Three months ended</b>		<b>Six months ended</b>	
	<b>June 30</b>		<b>June 30</b>	
	<b>2017</b>	2016 restated <sup>(1)</sup>	<b>2017</b>	2016 restated <sup>(1)</sup>
<b>Revenues</b>				
Revenue from products	<b>458.5</b>	439.0	<b>1,114.6</b>	998.4
Revenue from the rendering of services	<b>11.4</b>	12.1	<b>24.1</b>	25.7
Rental revenue	<b>5.1</b>	5.0	<b>9.3</b>	9.3
Construction contract revenue	–	–	–	–
Realized (losses) gains on derivative financial instruments	<b>(0.1)</b>	(8.0)	<b>2.6</b>	(21.8)
	<b>474.9</b>	448.1	<b>1,150.6</b>	1,011.6
<b>Cost of Sales (includes products and services)</b>				
Cost of products and services	<b>(326.3)</b>	(303.8)	<b>(766.5)</b>	(632.8)
Depreciation included in cost of sales	<b>(12.5)</b>	(13.4)	<b>(25.7)</b>	(27.2)
Realized gains (losses) on derivative financial instruments	<b>1.9</b>	(3.7)	<b>5.3</b>	(7.8)
	<b>(336.9)</b>	(320.9)	<b>(786.9)</b>	(667.8)
<b>Selling, Distribution and Administrative Costs</b>				
Selling, general and administrative costs	<b>(55.8)</b>	(54.9)	<b>(107.5)</b>	(118.0)
Employee costs	<b>(50.7)</b>	(58.8)	<b>(112.8)</b>	(118.0)
Employee future benefit expense	<b>(0.7)</b>	(1.1)	<b>(1.4)</b>	(1.9)
Vehicle operating expense	<b>(10.1)</b>	(9.4)	<b>(21.4)</b>	(20.4)
Facilities maintenance expense	<b>(1.1)</b>	(1.1)	<b>(2.4)</b>	(2.6)
Depreciation included in selling, distribution and administrative costs	<b>(13.4)</b>	(12.7)	<b>(26.7)</b>	(26.7)
Amortization of intangible assets	<b>(1.7)</b>	(1.2)	<b>(3.2)</b>	(2.3)
Net (loss) earnings from Canwest Propane	<b>(1.7)</b>	–	<b>2.7</b>	–
Gains (losses) on disposal of assets	<b>0.3</b>	(1.0)	<b>0.6</b>	(0.7)
Realized gains on LTIP	–	0.4	<b>0.2</b>	0.4
Realized (losses) gains on the translation of U.S. denominated net working capital	<b>(2.1)</b>	0.5	<b>(2.5)</b>	(3.4)
	<b>(137.0)</b>	(139.3)	<b>(274.4)</b>	(293.6)
<b>Finance Expense</b>				
Interest on borrowing	<b>(9.1)</b>	(5.5)	<b>(15.3)</b>	(11.4)
Interest on convertible unsecured subordinated debentures	<b>(1.5)</b>	(3.7)	<b>(2.9)</b>	(7.4)
Interest on obligations under finance leases	<b>(0.8)</b>	(0.7)	<b>(1.8)</b>	(1.4)
Unwinding of discount on debentures, borrowing and decommissioning liabilities	<b>(1.2)</b>	(1.4)	<b>(2.5)</b>	(2.8)
Realized gains recorded to finance expense	–	0.4	–	0.4
	<b>(12.6)</b>	(10.9)	<b>(22.5)</b>	(22.6)
Unrealized gains (losses) on derivative financial instruments	<b>9.1</b>	10.3	<b>2.7</b>	83.7
<b>Net earnings (loss) from continuing operations before income taxes</b>	<b>(2.5)</b>	(12.7)	<b>69.5</b>	111.3
Income tax recovery (expense)	<b>0.9</b>	(3.0)	<b>(17.9)</b>	(27.1)
<b>Net (loss) earnings from continuing operations</b>	<b>(1.6)</b>	(15.7)	<b>51.6</b>	84.2

<sup>(1)</sup> Superior has restated its June 30, 2016 financial results to present results from continuing operations as if the dispositions of its Construction Products Distribution and Fixed-Price Energy Services businesses had been disposed on January 1, 2016. Specialty Chemicals includes a \$4.7 million reclassification of Selling, distribution and administrative costs to Cost of sales. See Note 2.

## 21. REPORTABLE SEGMENT INFORMATION

Superior operates two distinct businesses, being Energy Distribution and Specialty Chemicals. Superior's Energy Distribution operating segment provides distribution, wholesale procurement and related services in relation to propane, heating oil and other refined fuels under the following: Canadian propane division and U.S. refined fuels division. Due to the nature of the product sold and methods of distribution, these divisions are aggregated under the Energy Distribution operating segment.

Specialty Chemicals is a leading supplier of sodium chlorate and technology to the pulp and paper industries and a regional supplier of potassium and chlor-alkali products in the U.S. Midwest and Western Canada.

Superior's Chief Operating Decision Maker ("CODM"), the President, reviews the operating results, assesses performance, and makes capital allocation decisions with respect to the Energy Distribution and Specialty Chemicals businesses and the corporate office. Therefore, Superior has presented these as operating segments for financial reporting purposes in accordance with IFRS 8 – *Operating Segments*.

<b>For the three months ended June 30, 2017</b>	<b>Energy Distribution</b>	<b>Specialty Chemicals</b>	<b>Corporate</b>	<b>Total From Continuing Operations</b>
<b>Revenue</b>	<b>317.1</b>	<b>159.4</b>	<b>(1.6)</b>	<b>474.9</b>
Cost of sales (includes products & services)	<b>(230.2)</b>	<b>(106.7)</b>	–	<b>(336.9)</b>
<b>Gross Profit</b>	<b>86.9</b>	<b>52.7</b>	<b>(1.6)</b>	<b>138.0</b>
<b>Expenses</b>				
Depreciation included in selling, distribution and administrative costs	<b>(13.4)</b>	–		<b>(13.4)</b>
Amortization of intangible assets	<b>(1.7)</b>	–	–	<b>(1.7)</b>
Selling, distribution and administrative costs	<b>(76.0)</b>	<b>(36.8)</b>	<b>(9.1)</b>	<b>(121.9)</b>
Finance expense	<b>(0.7)</b>	<b>(0.2)</b>	<b>(11.7)</b>	<b>(12.6)</b>
Unrealized (loss) gain on derivative financial instruments	<b>(1.5)</b>	<b>0.4</b>	<b>10.2</b>	<b>9.1</b>
	<b>(93.3)</b>	<b>(36.6)</b>	<b>(10.6)</b>	<b>140.5</b>
Net (loss) earnings before income taxes	<b>(6.4)</b>	<b>16.1</b>	<b>(12.2)</b>	<b>(2.5)</b>
Income tax recovery	–	–	<b>0.9</b>	<b>0.9</b>
<b>Net (loss) earnings</b>	<b>(6.4)</b>	<b>16.1</b>	<b>(11.3)</b>	<b>(1.6)</b>



For the three months ended June 30, 2016 (restated) <sup>(1)</sup>	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
<b>Revenue</b>	313.1	135.0	–	448.1
Cost of sales (includes products & services)	(219.8)	(101.1)	–	(320.9)
<b>Gross Profit</b>	93.3	33.9		127.2
<b>Expenses</b>				
Depreciation included in selling, distribution and administrative costs	(12.7)	–	–	(12.7)
Amortization of intangible assets	(1.1)	–	(0.1)	(1.2)
Selling, distribution and administrative costs	(77.1)	(33.0)	(15.3)	(125.4)
Finance expense	(0.7)	(0.1)	(10.1)	(10.9)
Unrealized loss on derivative financial instruments	4.1	2.1	4.1	10.3
	(87.5)	(31.0)	(21.4)	(139.9)
Net earnings before income taxes	5.8	2.9	(21.4)	(12.7)
Income tax expense			(3.0)	(3.0)
<b>Net earnings (loss)</b>	5.8	2.9	(24.4)	(15.7)

<sup>(1)</sup> Specialty Chemicals includes a \$4.9 million reclassification of Selling, distribution and administrative costs to Cost of sales.

For the six months ended June 30, 2017	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
<b>Revenue</b>	834.7	318.1	(2.2)	1,150.6
Cost of sales (includes products & services)	(576.0)	(210.9)	–	(786.9)
<b>Gross Profit</b>	258.7	107.2	(2.2)	363.7
<b>Expenses</b>				
Depreciation included in selling, distribution and administrative costs	(26.6)	–	(0.1)	(26.7)
Amortization of intangible assets	(3.2)	–	–	(3.2)
Selling, distribution and administrative costs	(156.9)	(71.6)	(16.0)	(244.5)
Finance expense	(1.8)	(0.3)	(20.4)	(22.5)
Unrealized (loss) gain on derivative financial instruments	(8.1)	0.3	10.5	2.7
	(196.6)	(71.6)	(26.0)	(294.2)
Net earnings (loss) before income taxes	62.1	35.6	(28.2)	69.5
Income tax expense	–	–	(17.9)	(17.9)
<b>Net earnings (loss)</b>	62.1	35.6	(46.1)	51.6

For the six months ended June 30, 2016 (restated) <sup>(1)</sup>	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
<b>Revenue</b>	726.9	284.7	–	1,011.6
Cost of sales (includes products & services)	(459.2)	(208.6)	–	(667.8)
<b>Gross Profit</b>	267.7	76.1	–	343.8
<b>Expenses</b>				
Depreciation included in selling, distribution and administrative costs	(26.6)	–	(0.1)	(26.7)
Amortization of intangible assets	(2.2)	–	(0.1)	(2.3)
Selling, distribution and administrative costs	(164.5)	(73.0)	(27.1)	(264.6)
Finance expense	(1.5)	(0.2)	(20.9)	(22.6)
Unrealized gain on derivative financial instruments	32.1	1.2	50.4	83.7
	(162.7)	(72.0)	2.2	(232.5)
Net earnings before income taxes	105.0	4.1	2.2	111.3
Income tax expense	–	–	(27.1)	(27.1)
<b>Net earnings (loss)</b>	105.0	4.1	(24.9)	84.2

<sup>(1)</sup> Specialty Chemicals includes a \$4.7 million reclassification of Selling, distribution and administrative costs to Cost of sales.

### Net Working Capital, Total Assets, Total Liabilities, and Purchase of Property, Plant and Equipment

	Energy Distribution	Specialty Chemicals	Corporate	Total from Continuing Operations	Total from Discontinued Operations
<b>As at June 30, 2017</b>					
Net working capital <sup>(1)</sup>	46.8	46.5	14.1	107.4	–
Total assets	613.1	626.3	942.3	2,181.7	–
Total liabilities	227.8	160.3	879.5	1,267.6	–
<b>As at December 31, 2016</b>					
Net working capital <sup>(1)</sup>	63.7	53.8	(2.8)	114.7	(2.6)
Total assets	696.5	662.5	488.2	1,847.2	0.3
Total liabilities	276.7	170.3	469.0	916.0	2.9
<b>For the three months ended June 30, 2017</b>					
Purchase of property, plant and equipment	8.4	5.0	0.8	14.2	–
<b>For the three months ended June 30, 2016</b>					
Purchase of property, plant and equipment	11.7	2.6	0.4	14.7	5.0
<b>For the six months ended June 30, 2017</b>					
Purchase of property, plant and equipment (restated)	14.9	8.7	0.8	24.4	–
<b>For the six months ended June 30, 2016</b>					
Purchase of property, plant and equipment (restated)	20.6	21.9	0.4	42.9	10.8

<sup>(1)</sup> Net working capital reflects amounts as at the period end and is comprised of trade and other receivables, prepaid expenses and inventories less trade and other payables, deferred revenue, and distributions payable.

## 22. GEOGRAPHICAL INFORMATION

	Canada	United States	Other	Total Consolidated
<b>Revenues from continuing operations for the three months ended June 30, 2017</b>	<b>154.6</b>	<b>295.7</b>	<b>24.6</b>	<b>474.9</b>
<b>Revenues from continuing operations for the six months ended June 30, 2017</b>	<b>436.2</b>	<b>663.1</b>	<b>51.3</b>	<b>1,150.6</b>
<b>Property, plant and equipment held by continuing operations as at June 30, 2017</b>	<b>454.6</b>	<b>402.1</b>	<b>43.2</b>	<b>899.9</b>
<b>Intangible assets held by continuing operations as at June 30, 2017</b>	<b>25.0</b>	<b>10.8</b>	<b>–</b>	<b>35.8</b>
<b>Goodwill as at June 30, 2017</b>	<b>192.2</b>	<b>7.5</b>	<b>–</b>	<b>199.7</b>
<b>Total assets held by continuing operations as at June 30, 2017</b>	<b>1,610.4</b>	<b>521.2</b>	<b>50.1</b>	<b>2,181.7</b>
Revenues from continuing operations for the three months ended June 30, 2016 (restated) <sup>(1)</sup>	136.5	289.5	22.1	448.1
Revenues from continuing operations for the six months ended June 30, 2016 (restated) <sup>(1)</sup>	343.1	622.1	46.4	1,011.6
Revenues from discontinued operations for the three months ended June 30, 2016 (restated) <sup>(1)</sup>	75.6	181.9	–	257.5
Revenues from discontinued operations for the six months ended June 30, 2016 (restated) <sup>(1)</sup>	165.4	355.9	–	521.3
Property, plant and equipment as at December 31, 2016	458.7	428.9	46.1	933.7
Intangible assets as at December 31, 2016	19.6	12.4	–	32.0
Goodwill as at December 31, 2016	191.5	7.7	–	199.2
Total assets as at December 31, 2016	1,202.9	590.1	54.2	1,847.2
Total assets held by discontinued operations as at December 31, 2016	0.3	–	–	0.3

<sup>(1)</sup> Superior has restated its June 30, 2016 financial results to present results from continuing operations as if the dispositions of its Construction Products Distribution and Fixed-Price Energy Services businesses had been disposed on January 1, 2016.

## 23. SUBSEQUENT EVENTS

### Acquisition of Yankee Propane Inc. and Virginia Propane Inc. (together “Yankee”)

On August 1, 2017, Superior General Partner Inc., a subsidiary of Superior, acquired all of the assets of Yankee, a propane distributor serving residential and commercial customers in New York and New Jersey for cash consideration of US\$31.5 million.

The above acquisitions complement Superior’s existing operations and is consistent with management’s strategy to grow the Energy Distribution business through tuck-in acquisitions of propane companies and leverage Superior’s solid operating platform to achieve operational cost efficiencies.