



Q3 For the three months
ended September 30, 2017



Superior Plus

TSX: SPB

November 8, 2017

Superior Plus Corp. Announces 2017 Third Quarter Results, Confirms 2017 Financial Outlook and Introduces 2018 Financial Outlook

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

“Superior has made significant progress in 2017 towards achieving our *Evolution 2020* goal of increasing 2016 EBITDA from operations in the range of \$50 million to \$150 million by the end of 2020. The anticipated EBITDA contribution from the acquisition of Canwest Propane, including synergies, the five tuck-in acquisitions completed in our Energy Distribution and Specialty Chemicals businesses and the improvement in the chlor-alkali markets experienced in 2017 moves us solidly towards the higher end of the range,” said Luc Desjardins, Superior’s President and Chief Executive Officer. “We were pleased to complete the acquisition of Canwest Propane during the third quarter with a favourable outcome from the Competition Bureau review and the ability to deliver on the estimated run-rate synergies of \$20 million within 20 months of closing.”

Financial Highlights

- Achieved Adjusted Operating Cash Flow (“AOCF”) per share before transaction and other costs of \$0.11, an 83% increase over the prior year quarter of \$0.06 per share due to higher Adjusted EBITDA, offset in part by higher interest expense.
- Adjusted EBITDA increased \$11.4 million or 65% over the prior year quarter due to realized gains on foreign exchange hedging contracts compared to realized losses in the prior year quarter, 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.
- EBITDA from operations for the Specialty Chemicals business increased \$4.3 million 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 \$3.7 million compared to the prior year quarter primarily due to lower gross profit in the supply portfolio management segment of Canadian propane distribution related to weaker market fundamentals and modestly lower gross profit in the U.S. refined fuels (“USRF”) business related to the impact of the stronger Canadian dollar on U.S. denominated gross profit.
- 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. Following the quarter end, Superior received approximately \$26 million in refunds from the CRA and the remaining \$7 million from provincial tax agencies is anticipated to be refunded in the fourth quarter of 2017.

Strategic Growth and Evolution 2020 Initiatives

- On August 1, 2017, Superior Plus Energy Services Inc., a subsidiary of Superior closed the 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.
- On September 27, 2017 Superior received Competition Bureau approval for the acquisition of Canwest Propane (“Canwest”) and closed on the acquisition of Canwest. As part of the consent agreement with the Competition Bureau, Superior agreed to divest 14 locations from the combined Superior Propane and Canwest footprint. The estimated impact from the required divestitures is less than 5% of the Canwest Adjusted EBITDA based on the trailing twelve months ended June 30, 2017.
- On October 2, 2017, Superior Plus Energy Services Inc., closed the acquisition of the propane distribution assets of R.W. Earhart for an aggregate purchase price of US \$38.0 million. The acquisition of R.W. Earhart is anticipated to add approximately 12,600 residential and commercial customers and 47.3 million litres of retail propane sales in Ohio, a new region for Superior’s Energy Distribution business.
- On October 31, 2017, Superior Plus U.S. Holding Inc., a subsidiary of Superior Plus LP, closed the acquisition of International Dioxide. Inc. (“IDI”) from the LANXESS Corporation. The IDI acquisition was Superior’s fifth tuck-in during 2017, exceeding Superior’s *Evolution 2020* goal of 2 – 4 tuck-ins per year.

2017 and 2018 Financial Outlook

- 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 and 2018 Financial Outlook” for further details.
- Superior is introducing its 2018 Financial Outlook of AOCF per share of \$1.65 to \$1.95, an 11% increase compared to the 2017 Financial Outlook based on the midpoint of the respective financial outlooks. Superior is also introducing 2018 Adjusted EBITDA guidance of \$295 million to \$335 million. See “2017 and 2018 Financial Outlook” for further details.

Financial Overview

<i>(millions of dollars, except per share amounts)</i>	Three Months Ended September 30		Nine Months Ended September 30	
	2017	2016	2017	2016
Revenue ⁽¹⁾	465.5	429.0	1,616.1	1,440.6
Gross Profit ⁽¹⁾	133.6	119.1	497.3	462.8
Net earnings (loss)	(124.8)	52.8	(73.2)	137.0
Net earnings (loss) per share, basic	\$(0.87)	\$0.37	\$(0.51)	\$0.97
Net earnings (loss) per share, diluted	\$(0.87)	\$0.36	\$(0.51)	\$0.94
EBITDA from operations ⁽¹⁾⁽²⁾	29.8	29.2	190.0	182.5
Adjusted EBITDA ⁽¹⁾⁽²⁾	29.0	17.6	188.5	144.8
Net cash flows from operating activities	4.9	32.1	153.6	160.9
Net cash flows from operating activities per share – basic	\$0.03	\$0.23	\$1.08	\$1.13
Net cash flows from operating activities per share – diluted	\$0.03	\$0.22	\$1.03	\$1.09
AOCF before transaction and other costs ⁽²⁾⁽³⁾⁽⁴⁾	15.0	8.0	151.8	112.5
AOCF before transaction and other costs per share – basic ⁽²⁾⁽³⁾⁽⁴⁾	\$0.11	\$0.06	\$1.06	\$0.79
AOCF before transaction and other costs per share –diluted ⁽²⁾⁽³⁾⁽⁴⁾	\$0.11	\$0.06	\$1.05	\$0.79
AOCF ⁽²⁾	(4.5)	(13.3)	123.4	71.2
AOCF per share– basic and diluted ⁽²⁾⁽⁴⁾	\$(0.03)	\$(0.09)	\$0.86	\$0.50
Cash dividends declared	25.7	25.5	77.1	76.7
Cash dividends declared per share	\$0.18	\$0.18	\$0.54	\$0.54

(1) 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 third quarter Management Discussion and Analysis (“MD&A”) for further details.

(2) 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.

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

(4) The weighted average number of shares outstanding for the three and nine months ended September 30, 2017 is 142.8 million (September 30, 2016 – 142.6 and 141.9 million respectively). The diluted weighted average number of shares outstanding for the three and nine months ended September 30, 2017, is 148.6 million (September 30, 2016 – 148.4 and 147.7 million respectively).

Segmented Information

<i>(millions of dollars)</i>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
EBITDA from operations ⁽¹⁾				
Energy Distribution	0.2	3.9	99.1	107.6
Specialty Chemicals	29.6	25.3	90.9	74.9
	29.8	29.2	190.0	182.5

(1) See “Non-GAAP Financial Measures”.

Operational and Business Highlights

Energy Distribution

- Gross profit for the third quarter decreased \$3.8 million to \$77.0 million from the prior year quarter primarily due to lower gross profits for the Canadian propane distribution business.
- Gross profit for the Canadian propane distribution business of \$51.4 million was \$2.0 million or 4% lower than the prior year quarter due to a decrease in average margins, partially offset by an increase in sales volumes. Sales volumes increased 59 million litres or 25% primarily due to higher wholesale volumes. Average margins for the

third quarter were 17.5 cents per litre compared to 22.8 cents per litre in the prior year. The decrease in average margins was primarily due to the impact of weaker basis differentials and market fundamentals on the supply portfolio management business and sales mix. Average retail margins were consistent with the prior year quarter. Average margins for the first nine months of 2017 were 19.1 cents per litre compared to 23.0 cents per litre in the prior comparable period.

- Gross profit for the USRF business of \$19.5 million was \$0.3 million or 2% lower than the prior year quarter primarily due to the impact of the stronger Canadian dollar on U.S. denominated gross profit and a decrease in sales volumes, partially offset by an increase in average unit margins. Sales volumes decreased 48 million litres or 15% primarily due to lower wholesale volumes related to sales initiatives focused on reducing low margin sales exposure. Average margins were 7.1 cents per litre compared to 6.2 cents per litre in the prior year quarter. The increase in average margins was due to sales mix, and sales and marketing initiatives in the retail heating oil, commercial and wholesale, partially offset by the impact of the stronger Canadian dollar.
- Due to the seasonal nature of heating related volumes weather in the third quarter did not have a material impact on Energy Distribution results.
- Other services gross profit of \$6.1 million was \$1.5 million or 20% lower than the prior year quarter related to work on a large-scale project in the prior year.
- Cash operating and administrative costs of \$76.8 million were consistent with the prior year quarter.

Specialty Chemicals

- Chemical revenue was \$155.9 million in the third quarter, \$4.0 million or 3% higher than the prior year quarter primarily due to an increase in chlor-alkali sales volumes and pricing.
- Gross profit was \$64.5 million in the third quarter, \$6.6 million or 11% higher than the prior year quarter primarily due 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 9% higher than the prior year quarter primarily due 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 17% compared to the prior year quarter due to strong demand in North America and for exports from the U.S. Gulf Coast, and hydrochloric acid netbacks increased 19% due to strong demand from the oil and gas sector. Sodium chlorate gross profits were modestly higher than the prior year quarter primarily due to a decrease in production costs.
- Cash operating and administrative expenses were \$34.9 million in the third quarter, an increase of \$2.3 million or 7% compared to the prior year primarily due to higher distribution costs.

Income from Canwest Propane

Canwest contributed \$2.9 million in Adjusted EBITDA for the third quarter. Canwest Adjusted EBITDA will be reported as part of the Canadian propane distribution results in the fourth quarter of 2017.

Corporate Related

- Corporate costs were \$5.5 million, a decrease of \$0.6 million compared to the prior year quarter primarily due to lower professional fees, partially offset by higher long-term incentive costs related to the increase in the share price. Corporate costs exclude one-time transaction and other costs of \$19.5 million related to the acquisition of Canwest Propane and tuck-in acquisitions.
- Interest expense was \$12.4 million, an increase of \$3.7 million compared to the prior year quarter due to higher average debt levels and higher average effective interest rates.
- Superior had realized gains on foreign currency hedging contracts of \$1.8 million compared to realized losses of \$5.5 million in the prior year quarter due to the increase in Superior's effective average hedge rate.

2017 and 2018 Financial Outlook

Superior expects 2017 AOCF per share to \$1.50 to \$1.75, consistent with the financial outlook provided at the end of the second quarter of 2017.

Superior is introducing its 2018 financial outlook of AOCF per share of \$1.65 to \$1.95, an 11% increase compared to the 2017 financing outlook using the midpoint of the respective financial outlooks. Superior is also introducing 2018 Adjusted EBITDA guidance of \$295 million to \$335 million. Superior's key assumptions related to the updated financial outlook are:

- EBITDA from operations for Energy Distribution is anticipated to be higher than 2017. The increase in anticipated EBITDA is primarily due to the results from Canwest and anticipated synergies of \$5 to \$10 million realized in 2018 and the results from the tuck-in acquisitions completed in 2017. Supply market fundamentals in the Canadian propane distribution business are anticipated to be consistent with 2017. Average weather, as measured by degree days, for 2018 is anticipated to be consistent with the five-year average.
- EBITDA from operations for Specialty Chemicals is anticipated to be consistent to modestly lower than 2017. Sodium chlorate EBITDA is anticipated to be lower than 2017 as modest improvements in sodium chlorate pricing are expected to be offset by increases in electricity mill rates and the impact of a weaker U.S. dollar compared to 2017. Chlor-alkali EBITDA is anticipated to be higher than 2017 due to an increase in sales volumes and pricing.
- Corporate costs are anticipated to be consistent with 2017.
- Interest expense is anticipated to increase due to higher average debt levels related to the Canwest acquisition and tuck-in acquisitions.

Total Debt and Leverage

- Total debt as at September 30, 2017 was \$1,019.5 million, an increase of \$477.8 million compared to total debt of \$541.7 million as at December 31, 2016. Total debt was higher primarily due to the Canwest acquisition and tuck-in acquisitions completed in the first nine months, partially offset by cash flows from operating activities.
- Total debt to adjusted EBITDA⁽¹⁾ for the trailing twelve months as at September 30, 2017 was 3.4x, 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.
- Superior anticipates total debt to Adjusted EBITDA will be in the range of 3.0x to 3.4x at December 31, 2018. See "Debt Management Update" in the MD&A.

⁽¹⁾ Pro forma including the trailing twelve months results of Canwest.

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 nine months ended September 30, 2017 provide a detailed explanation of Superior's operating results. These documents are available online at Superior's website at www.superiorplus.com under the Investor Relations section and on SEDAR under Superior's profile at www.sedar.com.

2017 Third Quarter Conference Call

Superior will be conducting a conference call and webcast for investors, analysts, brokers and media representatives to discuss the 2017 Third Quarter Results at 10:30 a.m. EST on Thursday, November 9, 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 under the Events section.

Non-GAAP Measures

Throughout the third 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 third quarter MD&A.

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 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, trading data, cost estimates, our ability to obtain financing on acceptable terms, the assumptions set forth under the "Financial Outlook" sections of our third 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 or contact:

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF 2017 THIRD QUARTER RESULTS

November 8, 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 nine month's ended September 30, 2017, as well as forward-looking information about future periods. The information in this MD&A is current to November 8, 2017, and should be read in conjunction with Superior's third quarter 2017 unaudited condensed interim consolidated financial statements and notes thereto as at and for the three and nine months ended September 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 nine months ended September 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: 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; and the Specialty Chemicals segment, 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.

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 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, 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 September 30		Nine months ended September 30	
	2017	2016	2017	2016
Revenue	465.5	429.0	1,616.1	1,440.6
Gross profit	133.6	119.1	497.3	462.8
EBITDA from operations ⁽¹⁾	29.8	29.2	190.0	182.5
Income from Canwest Propane	2.9	–	11.9	–
Corporate costs	(5.5)	(6.1)	(12.9)	(13.2)
Realized gains (losses) on foreign currency hedging contracts	1.8	(5.5)	(0.5)	(24.5)
Adjusted EBITDA ⁽¹⁾	29.0	17.6	188.5	144.8
Interest expense	(12.4)	(8.7)	(32.3)	(28.5)
Cash income tax expense	(1.6)	(0.9)	(4.4)	(3.8)
Adjusted operating cash flow before transaction and other costs ⁽¹⁾	15.0	8.0	151.8	112.5
Transaction and other costs ⁽²⁾	(19.5)	(21.3)	(28.4)	(41.3)
Adjusted operating cash flow ⁽¹⁾	(4.5)	(13.3)	123.4	71.2
Adjusted operating cash flow per share before transaction and other costs, basic ⁽¹⁾⁽³⁾	\$0.11	\$0.06	\$1.06	\$0.79
Adjusted operating cash flow per share before transaction and other costs, diluted ⁽¹⁾⁽³⁾	\$0.11	\$0.06	\$1.05	\$0.79
Adjusted operating cash flow per share, basic ⁽¹⁾⁽³⁾	\$(0.03)	\$(0.09)	\$0.86	\$0.50
Adjusted operating cash flow per share, diluted ⁽¹⁾⁽³⁾	\$(0.03)	\$(0.09)	\$0.86	\$0.50
Dividends paid per share	\$0.18	\$0.18	\$0.54	\$0.54

⁽¹⁾ 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”.

⁽²⁾ Transaction and other costs for the three and nine months ended September 30, 2017 are related primarily to the acquisition and integration of Canwest and other tuck-in acquisitions. Transaction and other costs for the three and nine months ended September 30, 2016 relate to the terminated acquisition of Canexus Corporation and the divestiture of CPD. See “Transaction and Other Costs” for further details.

⁽³⁾ The weighted average number of shares outstanding for the three and nine months ended September 30, 2017, is 142.8 million (September 30, 2016 – 142.6 and 141.9 million respectively). The diluted weighted average number of shares outstanding for the three and nine months ended September 30, 2017, is 148.6 million (September 30, 2016 – 148.4 and 147.7 million respectively).

Comparable GAAP Financial Information

<i>(millions of dollars except per share amounts)</i>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Net earnings (loss) from continuing operations	\$(124.8)	\$52.8	\$(73.2)	\$137.0
Net earnings (loss) per share from continuing operations, basic	\$(0.87)	\$0.37	\$(0.51)	\$0.97
Net earnings (loss) per share from continuing operations, diluted	\$(0.87)	\$0.36	\$(0.51)	\$0.94
Net cash flows from operating activities	\$4.9	\$32.1	\$153.6	\$160.9
Net cash flows from operating activities per share, basic	\$0.03	\$0.23	\$1.08	\$1.13
Net cash flows from operating activities per share, diluted	\$0.03	\$0.22	\$1.03	\$1.09

Segmented Information

<i>(millions of dollars)</i>	Three months ended		Nine months ended	
	September 30		September 30	
	2017	2016	2017	2016
EBITDA from operations ⁽¹⁾				
Energy Distribution	0.2	3.9	99.1	107.6
Specialty Chemicals	29.6	25.3	90.9	74.9
	29.8	29.2	190.0	182.5

⁽¹⁾ 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⁽¹⁾

<i>(millions of dollars)</i>	Three months ended		Nine months ended	
	September 30		September 30	
	2017	2016	2017	2016
Net cash flow from operating activities	\$4.9	\$32.1	\$153.6	\$160.9
Add (Deduct):				
Non-cash interest expense	1.2	3.5	3.8	6.3
Discontinued operations	–	8.3	–	(9.3)
Increase in non-cash working capital	0.1	(9.5)	(4.3)	(13.5)
Depreciation and amortization – Canwest Propane	4.5	–	10.8	–
Cash income tax expense	(1.6)	(0.9)	(4.4)	(3.8)
Finance expense recognized in net earnings	(13.6)	(46.8)	(36.1)	(69.4)
Adjusted Operating Cash Flow	(4.5)	(13.3)	123.4	71.2

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

Acquisition of Canwest Propane (Canwest)

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 (Canwest Option) for cash consideration of \$412.0 million plus \$20.4 million, of working capital adjustments. The acquisition was subject to the satisfaction of certain conditions, including the receipt of customary regulatory approvals.

On September 27, 2017, Superior received regulatory approval from the Competition Bureau and closed the acquisition of Canwest subject to certain conditions. As outlined in a consent agreement registered with the Competition Bureau, Superior agreed to divest 5 local branches and 9 satellite locations from the combined Superior Propane and Canwest organization. The required divestiture is less than 5% of the Canwest retail propane volumes and Adjusted EBITDA based on the trailing twelve months ended June 30, 2017.

As of March 1, 2017 and up to September 27, 2017, Superior was entitled to the benefit of the net profits of Canwest. As a result, Superior recorded net profits of \$1.2 million and Adjusted EBITDA of \$11.9 million during this period. The results of Canwest from September 27, 2017 to September 30, 2017 have been consolidated.

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 Stitcco. Canwest has established long-term relationships with a customer base that includes international, national and large regional companies.

Acquisition of Pomerleau Propane Gaz Inc. (Pomerleau)

On April 20, 2017, Superior GP, a subsidiary of Superior, acquired Pomerleau, 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 LP, 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 (CDN \$38.7 million).

Acquisition of the Propane Distribution Assets of R.W. Earhart Company

On October 2, 2017, Superior Plus Energy Services Inc., a subsidiary of Superior, acquired all of the propane distribution assets of R.W. Earhart Company, a propane distributor serving residential and commercial customers in Ohio for total consideration of U.S. \$38.0 million.

Acquisition of International Dioxide, Inc. (IDI)

On October 31, 2017, Superior Plus US Holdings Inc., a subsidiary of Superior, acquired all of the issued and outstanding shares of IDI, a provider of sodium chlorite based solutions for total consideration of U.S. \$11.1 million.

The above acquisitions complement Superior's existing operations and are consistent with management's strategy to grow the Energy Distribution business and the Specialty Chemicals business through acquisitions and leverage Superior's solid operating platform to achieve operational cost efficiencies.

Consolidated Statement of Net Earnings

	Three months ended		Nine months ended	
	September 30		September 30	
<i>(millions of dollars except per share amounts)</i>	2017	2016	2017	2016
Revenues	465.5	429.0	1,616.1	1,440.6
Cost of sales (includes products and services)	(331.9)	(309.9)	(1,118.8)	(977.8)
Gross profit	133.6	119.1	497.3	462.8
Expenses				
Selling, distribution and administrative costs	(156.2)	(128.5)	(430.6)	(422.0)
Finance expense	(13.6)	(46.8)	(36.1)	(69.4)
Unrealized gains on derivative financial instruments	25.2	41.8	27.9	125.5
	(144.6)	(133.5)	(438.8)	(365.9)
Net earnings (loss) from continuing operations before income taxes	(11.0)	(14.4)	58.5	96.9
Income tax recovery (expense)	(113.8)	67.2	(131.7)	40.1
Net earnings (loss) from continuing operations	(124.8)	52.8	(73.2)	137.0
Net earnings from discontinued operations, net of tax	–	176.7	–	190.1
Net earnings (loss)	(124.8)	229.5	(73.2)	327.1
Net earnings (loss) per share from continuing operations, basic	\$(0.87)	\$0.37	\$(0.51)	\$0.97
Net earnings (loss) per share from continuing operations, diluted	\$(0.87)	\$0.36	\$(0.51)	\$0.94

Third Quarter Comparison to Prior Year Quarter

Third quarter AOCF before transaction and other costs was \$15.0 million, an increase of \$7.0 million or 88% from the prior year quarter AOCF before transaction and other costs of \$8.0 million. AOCF per share before transaction and other costs was \$0.11 per share, an increase of \$0.05 per share or 83% from the prior comparable period of \$0.06 per share. The increase from the prior comparable period is primarily due to higher results from Specialty Chemicals, income from Canwest, a realized gain on foreign exchange currency hedging contracts versus a loss in the prior comparable period and was partially offset by higher interest expense.

AOCF for the third quarter was \$(4.5) million, an increase of \$8.8 million from the prior year quarter AOCF of \$(13.3) million due to the \$7.0 million increase in AOCF before transaction costs noted above and transaction and other costs were \$1.8 million lower. The transaction costs in the current year relate to acquisition, integration and restructuring provisions related to Canwest and other acquisitions, and in the prior year were legal expenses related to the disposal of CPD. AOCF per share for the third quarter was \$(0.03) per share, a \$0.06 per share increase from the prior comparable quarter of \$(0.09) per share.

Revenue of \$465.5 million was \$36.5 million higher than the prior comparable quarter due to increased revenue in both Energy Distribution and Specialty Chemicals. Energy Distribution revenue was \$305.1 million for the third quarter, an increase of \$22.0 million or 8% from the prior comparable quarter due to higher commodity prices partially offset by the impact of the stronger Canadian dollar on U.S. denominated revenues. Specialty Chemicals revenue was \$158.7 million, an increase of \$12.8 million or 9% from the prior comparable quarter due to higher chlor-alkali sales volumes and higher average sales prices for chlorine, hydrochloric acid and caustic soda partially offset by lower average selling prices for caustic potash and the impact of the stronger Canadian dollar. Revenues include a realized gain of \$1.7 million foreign related to foreign currency hedging contracts allocated to the corporate segment. Gross profit was \$133.6 million for the third quarter, an increase of \$14.5 million or 12% from \$119.1 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 \$156.2 million for the three months ended September 30, 2017, an increase of \$27.7 million or 22% from \$128.5 million in the prior comparable period. Energy Distribution costs includes a \$1.5 million net loss from recording the results of Canwest for the three months ended September 30, 2017. For the three months ended September 30, 2017 Energy Distribution costs were \$104.8 million excluding the Canwest loss, \$14.5 million higher than the prior comparable quarter. Specialty Chemical costs were \$37.7 million, an increase of \$5.3 million from the prior comparable period of \$32.4 million. Corporate costs were \$12.2 million, an increase of \$6.4 million compared to the prior comparable period of \$5.8 million. The increase in selling, distribution and administrative costs is due to an accrued restructuring provision related to Canwest, foreign exchange losses on U.S. denominated working capital, and higher long-term incentive plan costs as a result of increases in Superior's share price.

Finance expense was \$13.6 million, compared to \$46.8 million in the prior year. The decrease of \$33.2 million is primarily related to a \$33.4 million loss from the settlement of foreign exchange hedging contracts in the prior year partially offset by higher interest expense due to higher debt levels and higher interest rates in the U.S. The increased debt levels are primarily due to debt incurred to fund the acquisition of Canwest.

Unrealized gains on derivative financial instruments were \$25.2 million in the third quarter, compared to a gain of \$41.8 million in the prior year quarter. The gain in the prior year is a result of reversing the unrealized loss associated with foreign currency forward contracts in place during the prior year. The current year gain is primarily due to rising commodity prices and the impact of the stronger Canadian dollar on foreign currency forward contracts.

The net loss from continuing operations for the quarter ended September 30, 2017 was \$124.8 million, compared to a net income of \$52.8 million in the prior year. The decreased earnings is mainly due to an income tax recovery in the prior comparable period compared to an income tax expense in the current period and higher selling, distribution and administrative costs.

Net earnings from discontinued operations for the three months ended September 30, 2017 was \$nil, compared to \$176.7 million in the prior comparable quarter. The decrease in net earnings from discontinued operations is the result of the sale of CPD on August 9, 2016. Basic net earnings per share from discontinued operations was \$nil, compared to \$1.24 in the prior year quarter. For additional details, refer to Note 4 of the Q3 2017 unaudited condensed interim consolidated financial statements.

Year-to-Date Comparison to Prior Year-to-Date

For the nine months ended September 30, 2017, AOCF before transaction and other costs was \$151.8 million, an increase of \$39.3 million or 35% from the prior year AOCF before transaction and other costs of \$112.5 million. AOCF per share before transaction and other costs was \$1.06 per share, an increase of \$0.27 per share or a 34% increase from the prior comparable period of \$0.79 per share. The increase from the prior year is due to higher EBITDA from operations, income from Canwest and lower realized losses on foreign exchange currency hedging contracts. AOCF for the same period was \$123.4 million, an increase from \$52.2 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 \$190.0 million, an increase of \$7.5 million primarily due to a \$16.0 million increase in Specialty Chemicals, partially offset by an \$8.5 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 chlorine and caustic soda from the prior period partially offset by lower average net back sales prices for caustic potash and the impact of the stronger Canadian dollar. EBITDA from operations at Energy Distribution decreased primarily due to the impact of weakened basis differentials and market fundamentals on the supply portfolio management business within the Canadian Propane Distribution business.

Revenue of \$1,616.1 million was \$175.5 million or 12% higher than the prior year of \$1,440.6 million. Energy Distribution revenues increased by \$129.8 million due to higher commodity prices over the prior year and revenue from the Specialty Chemical segment increased \$46.2 million due to higher chlor-alkali sales volumes and higher average prices for chlorine and caustic soda.

Selling, distribution and administration costs increased from \$422.0 million in the prior comparable period to \$430.6 million for the current period. The increase of \$8.6 million or 2% is primarily related to a restructuring provision related to Canwest, foreign exchange losses on U.S. denominated working capital, and higher long-term incentive plan costs as a result of increases in Superior's share price.

Finance expense was \$36.1 million, a decrease of \$33.3 million from the prior year of \$69.4 million. The decrease of is primarily due to a \$33.8 million loss from the settlement of foreign exchange hedging contracts in the prior year partially offset by an higher interest expense due to higher debt levels and higher interest rates in the U.S. The increased debt levels are primarily due to debt incurred to fund the purchase of Canwest.

The net loss from continuing operations for the nine months ended September 30, 2017 was \$73.2 million, compared to net earnings of \$137.0 million in the prior year. The decrease in net earnings was mainly due to the increased income tax provision and was partially offset by changes in unrealized gains on derivative financial instruments resulting from fluctuations in market prices of commodities and timing of maturities of the underlying financial instruments and higher gross profits.

Net earnings from discontinued operations for the nine months ended September 30, 2017 was \$nil, compared to \$190.1 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 \$1.34 in the prior year quarter. For additional details, refer to Note 4 of the Q3 2017 unaudited condensed interim consolidated financial statements.

OPERATING RESULTS

ENERGY DISTRIBUTION

Energy Distributions' condensed operating results for 2017 and 2016⁽¹⁾:

<i>(millions of dollars)</i>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Revenue	305.1	283.1	1,139.8	1,010.0
Cost of sales ⁽¹⁾	(228.1)	(202.3)	(804.1)	(661.5)
Gross profit ⁽¹⁾	77.0	80.8	335.7	348.5
Less: Cash operating and administrative costs ⁽¹⁾	(76.8)	(76.9)	(236.6)	(240.9)
EBITDA from operations ⁽¹⁾⁽²⁾	0.2	3.9	99.1	107.6
Net earnings (loss)	(18.6)	(10.1)	43.5	94.9

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

⁽²⁾ 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 third quarter of 2017 were \$305.1 million, an increase of \$22.0 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 and the impact of the stronger Canadian dollar on U.S. denominated revenues. Total gross profit for the third quarter of 2017 was \$77.0 million, a decrease of \$3.8 million or 5% 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 September 30		Nine months ended September 30	
	2017	2016	2017	2016
Canadian propane distribution	51.4	53.4	201.3	211.0
U.S. refined fuels distribution	19.5	19.8	116.0	116.5
Other services	6.1	7.6	18.4	21.0
Total gross profit	77.0	80.8	335.7	348.5

Canadian Propane Distribution

Canadian propane distribution gross profit for the third quarter was \$51.4 million, a decrease of \$2.0 million or 4% 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 56 million litres or 74%, due to higher third-party sales activity related to sales and marketing initiatives in the supply portfolio business.

Average propane sales margins for the third quarter decreased to 17.5 cents per litre from 22.8 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⁽¹⁾

<i>(millions of litres)</i>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Residential	16	15	88	83
Commercial	34	35	182	167
Agricultural	8	7	32	29
Industrial	84	81	261	282
Wholesale	132	76	438	300
Automotive	19	20	53	57
Total	293	234	1,054	918

Volumes by Region⁽¹⁾

<i>(millions of litres)</i>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Western Canada	137	112	465	448
Eastern Canada	93	81	351	318
Atlantic Canada	21	19	82	75
United States	42	22	156	77
Total	293	234	1,054	918

⁽¹⁾ 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 third quarter was \$19.5 million, a decrease of \$0.3 million or 2% compared to the prior year quarter. The impact of lower sales volumes and the stronger Canadian dollar were partially offset by higher sales margins. Sales volumes of 273 million litres decreased by 48 million litres or 15% from the prior year quarter. Average weather across Northeast U.S. for the third quarter, as measured by degree days, was 16% colder than the prior year. Wholesale volumes decreased 48 million litres or 15% as the business shifts focus to more profitable deliveries.

Average U.S. Refined Fuels sales margins were 7.1 cents per litre compared to 6.2 cents per litre in the prior year quarter. Sales and marketing initiatives focused on higher margin business, including retail propane growth.

U.S. Refined Fuels Distribution Sales Volumes

Volumes by End-Use Application

<i>(millions of litres)</i>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Residential	17	17	164	175
Commercial	80	80	256	263
Wholesale	176	224	548	658
Total	273	321	968	1,096

Other services

Other services primarily include equipment installation, maintenance and repair. Gross profit was \$6.1 million in the three months ended September 30, 2017, a decrease of \$1.5 million or 20% from the prior year. The decrease in other services is due to a one-time project in the prior year.

Cash Operating and Administrative Costs

Energy Distribution cash operating and administrative costs were \$76.8 million in the third quarter of 2017, consistent with the prior year quarter. Lower wages and vehicle operating costs related to reduced sales volumes in U.S. refined fuels distribution offset by the impact of the stronger Canadian dollar on U.S. denominated expenses.

Financial Outlook

EBITDA from operations in 2017 for Energy Distribution is anticipated to be consistent to modestly lower than 2016. 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 in 2018 for Energy Distribution is anticipated to be higher than 2017. The increase in anticipated EBITDA is primarily due to the full year of results from Canwest and anticipated synergies of \$5 to \$10 million realized in 2018 and the full year results from the tuck-in acquisitions completed in 2017. Supply market fundamentals in the Canadian propane distribution business are anticipated to be consistent with 2017. Average weather, as measured by degree days, for 2018 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 and up to the acquisition closing, Superior was entitled to the benefit of the net profits of Canwest. As a result, Superior recorded \$2.9 million of adjusted EBITDA in the third quarter of 2017 and \$11.9 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>	Three months ended September 30				Nine months ended September 30			
	2017		2016		2017		2016	
	\$ per MT		\$ per MT		\$ per MT		\$ per MT	
Revenue	155.9	718	151.9	727	471.6	738	452.2	741
Cost of sales	(91.4)	(421)	(94.0)	(450)	(276.6)	(433)	(275.5)	(452)
Gross profit ⁽³⁾	64.5	297	57.9	277	195.0	305	176.7	289
Less: Cash operating and administrative costs	(34.9)	(161)	(32.6)	(156)	(104.1)	(163)	(101.8)	(167)
EBITDA from operations ⁽¹⁾⁽²⁾	29.6	136	25.3	121	90.9	142	74.9	122
Net earnings ⁽²⁾	16.8	-	5.0	-	52.4	-	9.1	-

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

⁽²⁾ 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".

⁽³⁾ 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>	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Sodium chlorate	128	127	375	374
Chlor-alkali	87	80	258	231
Chlorite	2	2	6	5
Total	217	209	639	610

Chemical revenue for the third quarter of \$155.9 million was \$4.0 million or 3% higher than in the prior year. Gross profit was \$64.5 million, an increase of \$6.6 million from \$57.9 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 average sales prices, partially offset by lower caustic potash prices and the impact of the stronger Canadian dollar.

Sodium chlorate sales volumes increased by 1 thousand MTs or 1%. The average sales price decreased by 2% due to customer mix and the impact of the stronger Canadian dollar on U.S. denominated sales in the third quarter compared to the prior year.

Chlor-alkali sales volumes in the third quarter increased by 7 thousand MTs or 9% 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 \$34.9 million were \$2.3 million or 7% higher than in the prior year quarter due higher distribution costs.

Net earnings for the third quarter have benefited from increased chlor-alkali volumes, a 17% increase in Caustic soda net back prices and a 19% increase in hydrochloric acid net back prices compared to the prior comparable period. This has been offset by an 11% decrease in caustic potash net back prices.

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 nine months ended September 30, 2016, this resulted in a decrease to selling, distribution and administrative costs of \$4.4 million and \$9.2 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 in 2017 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.

EBITDA from operations for Specialty Chemicals in 2018 is anticipated to be consistent to modestly lower than 2017. Sodium chlorate EBITDA is anticipated to be lower than 2017 as modest improvements in sodium chlorate pricing are expected to be offset by increases in electricity mill rates and the impact of a weaker U.S. dollar compared to 2017. Chlor-alkali EBITDA is anticipated to be higher than 2017 due to an increase in sales volumes and pricing.

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 includes 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		Nine months ended	
	September 30	September 30	September 30	September 30
	2017	2016	2017	2016
Efficiency, process improvement and growth-related	4.1	3.5	9.1	11.4
Maintenance capital	17.5	13.5	36.9	48.6
	21.6	17.0	46.0	60.0
Proceeds on disposition of capital and intangible assets	(1.1)	(1.7)	(3.3)	(2.1)
Property, plant and equipment acquired through acquisition	126.6	–	131.7	4.2
Total net capital expenditures	147.1	15.3	174.4	62.1
Investment in finance leases	3.7	4.5	19.3	8.8
Total expenditures including finance leases	150.8	19.8	193.7	70.9

Efficiency, process improvement and growth related expenditures were \$4.1 million in the third quarter compared to \$3.5 million in the prior year quarter and are primarily related to the purchase of tanks for customer growth. The decrease of \$2.3 million for the nine months ended September 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 \$17.5 million in the third quarter, an increase from \$13.5 million in the prior year quarter. Maintenance capital expenditures for the nine months ended September 30, 2017 were \$36.9

million a decrease of \$11.7 million from the prior year primarily due to an investment in chlorine railcars in the prior year.

Acquisition capital relates to the acquired assets of Pomerleau, Canwest and Yankee.

Superior entered into new leases with capital-equivalent value of \$3.7 million in the third quarter compared to \$4.5 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 third quarter were \$5.5 million, compared to \$6.1 million in the prior year quarter. The \$0.6 million decrease was primarily due to timing of professional fees partially offset by higher long-term incentive plan costs as a result of increases in Superior's share price compared to the prior year quarter.

Interest expense on borrowing and finance lease obligations for the third quarter was \$12.4 million, compared to \$8.7 million in the prior year quarter. The increase was mainly due to higher average debt levels due to acquisitions and higher average effective interest rates.

Transaction and Other 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		Nine months ended	
	September 30		September 30	
	2017	2016	2017	2016
Transaction costs	7.1	(0.3)	15.5	19.7
CPD disposal costs	-	21.6	-	21.6
Integration and restructuring costs	12.4	-	12.9	-
	19.5	21.3	28.4	41.3

For the three months ended September 30, 2017, Superior incurred \$7.1 million in costs related to legal and regulatory proceedings associated with the Canwest acquisition and other acquisition related activities. In addition, Superior recorded \$12.4 million primarily related to the restructuring and integration planning of Canwest.

Income Taxes

Total income tax expense for the third quarter was \$113.8 million and consists of \$1.6 million in cash income tax expense and \$112.2 million deferred income tax expense, compared to a total income tax recovery of \$67.2 million in the prior comparable period, which consisted of \$0.9 million in cash income tax expense and a \$68.1 million deferred income tax recovery.

Cash income tax expense for the third quarter was \$1.6 million and consisted of income tax expense in the U.S. of \$0.8 million (2016 – \$0.4 million), income tax expense in Canada of \$0.3 million (2016 - \$nil) and income tax expense of \$0.5 million in Chile (2016 – \$0.5 million). Deferred income tax expense for the third quarter was \$112.2 million (2016 - \$54.7 million recovery), resulting in a corresponding net deferred income tax asset of \$77.0 million as at September 30, 2017.

Canada Revenue Agency (CRA) Income Tax Update

As announced on August 1, 2017, Superior entered into an agreement with the CRA regarding its objection to the tax consequences of Superior's 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, of which \$26 million was received subsequent to the quarter end. The agreement with the CRA resulted

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 ⁽¹⁾	\$ 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 ⁽²⁾	\$ 145.7	\$ 92.2

⁽¹⁾ Expiring beyond 2019

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

FINANCIAL OUTLOOK

Superior has confirmed its 2017 financial outlook of AOCF per share of \$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 occurred on September 27, 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 and the add-on issuance of \$150 million in the third quarter.
- The foreign currency exchange rate between the Canadian dollar and U.S. dollar is expected to average 0.80 for the remainder of 2017 on all unhedged foreign currency transactions;
- Realized losses on foreign currency hedging contracts are anticipated to be lower than 2016 due to the increase in the average hedge rate.
- 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.

Superior is introducing its 2018 financial outlook of AOCF per share of \$1.65 to \$1.95, an 11% increase compared to the 2017 financing outlook using the midpoint of the respective financial outlooks. Superior is also introducing 2018 Adjusted EBITDA guidance of \$295 million to \$335 million.

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 2018 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 2018 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 2018, and due to the hedge position, a change in the Canadian to U.S. dollar exchange rate for 2018 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 0.80 for 2018 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 modestly increase compared to 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 higher than 2017 due to the decrease 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 2018 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 related to integrating Canwest and realizing synergies.

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 3.4x as at September 30, 2017, compared to 2.1X at December 31, 2016. The debt levels and the total leverage ratio as at September 30, 2017 were higher than December 31, 2016, due to increased borrowings on credit facilities related to the acquisition of Canwest. The trailing twelve months adjusted EBITDA includes pro forma trailing twelve month adjusted EBITDA for Canwest.

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 as management completed two additional tuck-in acquisitions subsequent to September 30, 2017, and to fund additional working capital requirements in the fourth quarter.

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 \$922.5 million as at September 30, 2017, an increase of \$477.8 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 and other acquisitions.

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 September 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 13 to the unaudited condensed interim consolidated financial statements for additional details on Superior's convertible debentures.

Subsequent to the quarter, Superior issued \$150 million 5.25% senior unsecured notes (the Issuance). Superior will use the proceeds of the Issuance to fund the redemption of the convertible debentures. Superior provided a redemption notice to the holders of the convertible debentures on October 12, 2017. In accordance with the notice, the redemption will occur on November 15, 2017. The holders of the convertible debentures have the right until the last business day prior to redemption to convert their debentures into common shares of Superior at a conversion price of \$16.75.

Net Working Capital

Consolidated net working capital was \$85.3 million as at September 30, 2017, a decrease of \$26.8 million from net working capital of \$112.1 million as at December 31, 2016 primarily due to lower trade and other receivables. Superior's net working capital requirements are financed from its credit facility.

Compliance

Superior is subject to certain covenants on its credit facilities and its unsecured notes, which include a debt and secured debt to compliance EBITDA ratio (as defined in the credit agreements), a distribution test and a fixed-charge ratio. Superior monitors these ratios and reports them to its lenders on a quarterly basis. As at September 30, 2017, Superior is in compliance with its debt covenants.

Pension Plans

As at September 30, 2017, Superior had an estimated defined benefit going concern surplus of approximately \$20.4 million (December 31, 2016 –\$33.4 million) and a pension solvency surplus of approximately \$0.9 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 third 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 September 30, 2017 and December 31, 2016, the following common shares and securities convertible into common shares were issued and outstanding:

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

⁽¹⁾ 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 third quarter of 2017 were \$25.7 million or \$0.18 per share compared to \$25.5 million (before proceeds from the DRIP of \$7.4 million) or \$0.18 per share in the third quarter of 2016. Dividends paid to shareholders increased 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 September 30		Nine months ended September 30	
	2017	2016	2017	2016
Cash flow (used in) from operating activities	(4.9)	28.4	123.9	134.0
Investing activities:				
Purchase of property, plant and equipment	(21.6)	(19.1)	(46.0)	(72.8)
Proceeds from sale of discontinued operations	-	390.5	-	394.1
Proceeds from disposal of property, plant and equipment and intangible assets	1.1	1.7	3.3	2.2
Acquisitions, net of cash acquired	6.9	(0.1)	(438.1)	(8.2)
Cash flow (used in) from investing activities	(13.6)	373.0	(480.8)	315.3
Financing activities:				
Net proceeds of revolving term bank credits and other debt	65.7	(186.1)	247.1	(179.7)
Proceeds from issuance of senior unsecured notes (redemption of convertible debentures)	-	(150.0)	250.0	(150.0)
Repayment of finance lease obligations	(1.8)	(9.1)	(12.4)	(17.9)
Debt issuance costs	-	(34.6)	(6.7)	(34.6)
Proceeds from the dividend reinvestment plan	-	7.4	-	22.8
Dividends paid to shareholders	(25.7)	(25.5)	(77.1)	(76.7)
Cash flow (used in) from financing activities	38.2	(397.9)	400.9	(436.1)
Net increase in cash and cash equivalents	19.7	3.5	44.0	13.2
Cash and cash equivalents, beginning of period	29.9	8.9	5.0	-
Effect of translation of foreign currency-denominated cash and cash equivalents	0.7	(0.2)	1.3	(1.0)
Cash and cash equivalents, end of period	50.3	12.2	50.3	12.2

Cash flows from operating activities for the three and nine months ended September 30, 2017 were \$(4.9) and \$123.9 million respectively, a decrease increase of \$33.3 and \$10.1 million from the prior comparable periods.

Cash flows used in investing activities for the three months ended September 30, 2017 were \$13.6 million a decrease of \$386.6 million from the prior comparable quarter. Cash flows used in investing activities for the nine months ended September 30, 2017 was \$480.8 million, a decrease of \$796.1 million from the prior comparable period. The decrease in cash used in investing activities is mainly due to \$434.8 million used for the acquisition of the Canwest option and the proceeds received on the sale of CPD in the third quarter of 2016.

Cash flows from financing activities for the three months ended September 30, 2017 were \$38.2 million a decrease of \$436.1 million from the prior comparable quarter. Cash flows from financing activities for the nine months ended September 30, 2017 was \$400.9 million, an increase of \$837 million from the prior comparable period. The increase in cash flows from financing activities is due to proceeds from credit facilities, proceeds from the issuance of \$250.0 million of 5.25% senior unsecured notes and the redemption of the 6.0% convertible debenture in the third quarter of the prior year.

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 September 30, 2017, Superior has substantively hedged its estimated U.S. dollar exposure for 2017 and 76% 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	49.0	144.1	71.2	37.0	18.0	319.2
Net average external U.S.\$/CDN\$ exchange rate	1.30	1.24	1.24	1.32	1.31	1.26

For additional details on Superior's financial instruments, including the amount and classification of gains and losses recorded in Superior's third 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 nine months ended September 30, 2017, Superior incurred \$nil million (September 30, 2016 – \$0.3 million) and \$0.5 million (September 30, 2016 – \$1.6 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 third 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, except for the following limitation:

Section 3.3(1) of National Instrument 52-109, Certification of Disclosure in Issuer's Annual and Interim Filings, states that the Company may limit its design of disclosure controls and procedures and internal controls over financial reporting for a business that it acquired not more than 365 days before the end of the financial period to which the certificate relates. Under this section, the Company's CEO and CFO have limited the scope of the design, and subsequent evaluation, of disclosure controls and procedures and internal controls over financial reporting to exclude controls, policies and procedures of Canwest and Yankee, acquired effective September 27, 2017 and

August 1, 2017, respectively. Summary financial information pertaining to these acquisitions that was included in the consolidated financial statements of Superior as at September 30, 2017, is as follows:

	Three months ended		Nine months ended	
	Canwest	Yankee	Canwest	Yankee
Sales	1.7	1.6	1.7	1.6
Net earnings (loss) for the period	–	(0.4)	–	(0.4)
Current assets	75.5	1.8	75.5	1.8
Non-current assets	403.7	30.3	403.7	30.3
Current liabilities	16.1	2.7	16.1	2.7
Non-current liabilities	30.7	30.9	30.7	30.9

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 September 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⁽¹⁾

<i>(millions of dollars, except per share amounts)</i>	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Revenues	465.5	474.9	675.7	583.1	429.0	448.1	563.5	546.0
Gross profit ⁽¹⁾	133.6	138.0	225.7	193.6	119.1	127.2	216.6	174.3
Net earnings (loss)	(124.8)	(1.6)	53.2	(22.8)	52.8	(15.7)	99.9	20.2
Per share, basic	\$(0.87)	\$(0.01)	\$0.37	\$(0.16)	\$0.37	\$(0.11)	\$0.71	\$0.15
Per share, diluted	\$(0.87)	\$(0.01)	\$0.34	\$(0.19)	\$0.36	\$(0.11)	\$0.66	\$0.13
Net working capital ⁽²⁾	85.3	107.4	133.6	112.1	84.6	232.5	236.8	242.5

⁽¹⁾ 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.”

⁽²⁾ 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⁽¹⁾

<i>(millions of dollars, except per share amounts)</i>	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
AOCF before transaction and other costs	15.0	27.5	109.3	77.3	8.0	16.5	88.0	57.2
Per share, basic	\$0.11	\$0.19	\$0.77	\$0.54	\$0.06	\$0.12	\$0.62	\$0.42
Per share, diluted	\$0.11	\$0.19	\$0.77	\$0.54	\$0.06	\$0.12	\$0.62	\$0.42
AOCF	(4.5)	20.1	107.8	68.4	(13.3)	5.0	79.5	47.2
Per share, basic	\$(0.03)	\$0.14	\$0.75	\$0.48	\$(0.09)	\$0.04	\$0.56	\$0.35
Per share, diluted	\$(0.03)	\$0.14	\$0.75	\$0.48	\$(0.09)	\$0.04	\$0.56	\$0.35

⁽¹⁾ 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

	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016	Q4 2015
Canadian propane sales volumes (millions of litres)	293	283	478	417	234	255	429	395
U.S. refined fuels sales volumes (millions of litres)	273	298	397	373	321	353	422	390
Chemical sales volumes (thousands of metric tonnes)	217	210	212	203	209	196	205	216

RECONCILIATION OF NET EARNINGS BEFORE INCOME TAXES TO ADJUSTED EBITDA

For the three months ended September 30, 2017	Energy Distribution	Specialty Chemicals	Corporate	Total
Net earnings before income taxes	(18.6)	16.8	(9.2)	(11.0)
Add: Depreciation and amortization included in selling, distribution and administrative costs	15.1	–	0.4	15.5
Depreciation included in cost of sales	–	12.4	–	12.4
Gains on disposal of assets	(0.3)	–	–	(0.3)
Income from Canwest	(3.0)	–	3.0	–
Depreciation and amortization – Canwest Propane	4.5	–	–	4.5
Finance expense	0.8	0.1	12.7	13.6
Unrealized losses (gains) on derivative financial instruments	(11.5)	0.3	(14.0)	(25.2)
Transaction and other costs	13.2	–	6.3	19.5
Adjusted EBITDA	0.2	29.6	(0.8)	29.0

For the three months ended September 30, 2016	Energy Distribution	Specialty Chemicals	Corporate	Total
Net earnings before income taxes	(10.1)	5.0	(9.3)	(14.4)
Add: Depreciation and amortization included in selling, distribution and administrative costs	14.4	–	0.1	14.5
Depreciation included in cost of sales	–	13.7	–	13.7
Realized losses on foreign currency hedging contracts	(0.1)	5.6	(5.5)	–
Gain on disposal of assets	(1.0)	0.2	–	(0.8)
Finance expense	0.7	0.1	46.0	46.8
Unrealized (gains) losses on derivative financial instruments	–	0.7	(42.5)	(41.8)
Transaction and other costs	–	–	(0.4)	(0.4)
Adjusted EBITDA	3.9	25.3	(11.6)	17.6

RECONCILIATION OF NET EARNINGS BEFORE INCOME TAXES TO ADJUSTED EBITDA

For the nine months ended September 30, 2017	Energy Distribution	Specialty Chemicals	Corporate	Total
Net earnings before income taxes	43.5	52.4	(37.4)	58.5
Add: Depreciation and amortization included in selling, distribution and administrative costs	44.9	–	0.5	45.4
Depreciation included in cost of sales	–	38.1	–	38.1
Gains on disposal of assets	(0.9)	–	–	(0.9)
Income from Canwest	(12.0)	–	12.0	–
Depreciation and amortization – Canwest Propane	10.8	–	–	10.8
Finance expense	2.6	0.4	33.1	36.1
Unrealized losses (gains) on derivative financial instruments	(3.4)	–	(24.5)	(27.9)
Transaction and other costs	13.6	–	14.8	28.4
Adjusted EBITDA	99.1	90.9	(1.5)	188.5

For the nine months ended September 30, 2016	Energy Distribution	Specialty Chemicals	Corporate	Total
Net earnings before income taxes	94.9	9.1	(7.1)	96.9
Add: Depreciation and amortization included in selling, distribution and administrative costs	43.2	–	0.3	43.5
Depreciation included in cost of sales	–	40.9	–	40.9
Realized losses on foreign currency hedging contracts	(0.1)	24.6	(24.5)	–
Loss on disposal of assets	(0.5)	0.5	–	–
Finance expense	2.2	0.3	66.9	69.4
Unrealized (gains) losses on derivative financial instruments	(32.1)	(0.5)	(92.9)	(125.5)
Transaction and other costs	–	–	19.6	19.6
Adjusted EBITDA	107.6	74.9	(37.7)	144.8

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

(millions of dollars)	For the three months ended September 30, 2017		For the three months ended September 30, 2016	
	Energy Distribution	Specialty Chemicals	Energy Distribution	Specialty Chemicals
Revenue per financial statements	305.1	158.7	283.1	145.9
Foreign currency losses related to working capital	–	(2.8)	–	0.4
Realized losses on foreign currency hedging contracts	–	–	–	5.6
Revenue per the MD&A	305.1	155.9	283.1	151.9
Cost of sales per financial statements	(228.1)	(103.8)	(202.2)	(107.7)
Depreciation included in cost of sales	–	12.4	–	13.7
Realized losses (gains) on foreign currency hedging contracts	–	–	(0.1)	–
Cost of sales per the MD&A	(228.1)	(91.4)	(202.3)	(94.0)
Gross profit	77.0	64.5	80.8	57.9
Cash selling, distribution and administrative costs per financial statements	(106.3)	(37.7)	(90.3)	(32.4)
Depreciation and amortization	15.1	–	14.4	–
Gain/(loss) on disposal of assets	(0.3)	–	(1.0)	0.2
Income from Canwest Propane	1.5	–	–	–
Restructuring	13.2	–	–	–
Reclassification of foreign currency gains(losses) related to working capital	–	2.8	–	(0.4)
Cash operating and administrative costs per the MD&A	(76.8)	(34.9)	(76.9)	(32.6)
EBITDA from operations	0.2	29.6	3.9	25.3

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

	For the nine months ended September 30, 2017		For the nine months ended September 30, 2016	
(millions of dollars)	Energy Distribution	Specialty Chemicals	Energy Distribution	Specialty Chemicals
Revenue per financial statements	1,139.8	476.8	1,010.0	430.6
Foreign currency losses related to working capital	–	(5.2)	–	(3.0)
Realized losses on foreign currency hedging contracts	–	–	–	24.6
Revenue per the MD&A	1,139.8	471.6	1,010.0	452.2
Cost of sales per financial statements	(804.1)	(314.7)	(661.4)	(316.4)
Depreciation included in cost of sales	–	38.1	–	40.9
Realized losses (gains) on foreign currency hedging contracts	–	–	(0.1)	–
Cost of sales per the MD&A	(804.1)	(276.6)	(661.5)	(275.5)
Gross profit	335.7	195.0	348.5	176.7
Cash selling, distribution and administrative costs per financial statements	(293.0)	(109.3)	(283.6)	(105.3)
Depreciation and amortization	44.9	–	43.2	–
(Gain)/loss on disposal of assets	(0.9)	–	(0.5)	0.5
Income from Canwest Propane	(1.2)	–	–	–
Transaction and restructuring costs	13.6	–	–	–
Reclassification of foreign currency losses related to working capital	–	5.2	–	3.0
Cash operating and administrative costs per the MD&A	(236.6)	(104.1)	(240.9)	(101.8)
EBITDA from operations	99.1	90.9	107.6	74.9

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, and on Superior’s website, 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

On September 27, 2017, Superior achieved regulatory approval receiving a no-action letter from the Competition Bureau. In a consent agreement registered September 27, 2017, Superior agreed to divest 5 local branches and 9 satellite locations from the combined Superior Propane and Canwest Propane footprint. The estimated impact from the required divestitures is less than 5% of the Canwest retail propane volumes and Adjusted EBITDA based on the trailing twelve months ended June 30, 2017.

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.

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.

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 15% 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	September 30 2017	December 31 2016
Assets			
Current Assets			
Cash and cash equivalents		50.3	5.0
Trade and other receivables	6	206.8	243.2
Prepaid expenses		52.2	52.1
Inventories	7	115.3	101.1
Other current financial assets	14	35.4	15.4
Assets held for sale	5(ii)	15.3	0.3
Total Current Assets		475.3	417.1
Non-Current Assets			
Property, plant and equipment	8	1,003.8	933.7
Intangible assets		59.6	32.0
Goodwill		486.4	199.2
Notes and finance lease receivables		3.0	3.4
Employee future benefits		8.4	6.1
Deferred tax	15	97.6	254.2
Other non-current financial assets	14	10.2	1.8
Total Non-Current Assets		1,669.0	1,430.4
Total Assets		2,144.3	1,847.5
Liabilities and Equity			
Current Liabilities			
Trade and other payables	10	266.2	261.7
Deferred revenue		12.8	8.5
Borrowing	12	18.3	18.3
Dividends and interest payable		10.0	11.5
Other current financial liabilities	14	20.5	9.0
Liabilities held by discontinued operations		–	2.9
Total Current Liabilities		327.8	311.9
Non-Current Liabilities			
Borrowing	12	893.4	420.7
Convertible unsecured subordinated debentures	13	91.8	89.8
Other liabilities	11	11.9	11.4
Provisions	9	18.4	20.5
Employee future benefits		21.9	22.1
Deferred tax	15	20.6	22.4
Other non-current financial liabilities	14	6.4	20.1
Total Non-Current Liabilities		1,064.4	607.0
Total Liabilities		1,392.2	918.9
Equity			
Capital		1,953.5	1,953.5
Deficit		(1,291.1)	(1,136.2)
Accumulated other comprehensive income		89.7	111.3
Total Equity	16	752.1	928.6
Total Liabilities and Equity		2,144.3	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 ⁽¹⁾	Total capital ⁽¹⁾	Deficit	Accumulated other comprehensive income	Total
December 31, 2016	1,952.3	1.2	1,953.5	(1,136.2)	111.3	928.6
Net earnings	–	–	–	(73.2)	–	(73.2)
Unrealized foreign currency loss on translation of foreign operations	–	–	–	(4.6)	(24.1)	(28.7)
Actuarial defined benefit gains	–	–	–	–	2.3	2.3
Income tax recovery on other comprehensive income	–	–	–	–	0.2	0.2
Total comprehensive loss				(77.8)	(21.6)	(99.4)
Dividends declared to shareholders				(77.1)		(77.1)
September 30, 2017	1,952.3	1.2	1,953.5	(1,291.1)	89.7	752.1
December 31, 2015	1,929.5	1.2	1,930.7	(1,328.3)	111.3	713.7
Net earnings	–	–	–	327.1	–	327.1
Unrealized foreign currency gain on translation of foreign operations	–	–	–	–	(11.8)	(11.8)
Actuarial defined benefit loss	–	–	–	–	(10.2)	(10.2)
Income tax recovery on other comprehensive income	–	–	–	–	2.8	2.8
Total comprehensive income				327.1	(19.2)	307.9
Dividends declared to shareholders	–	–	–	(76.7)	–	(76.7)
Common shares issued under dividend reinvestment plan	22.8	–	22.8	–	–	22.8
September 30, 2016	1,952.3	1.2	1,953.5	(1,077.9)	92.1	967.7

⁽¹⁾ 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		Nine months ended	
		2017	2016 restated	2017	2016 restated
			September 30		September 30
Revenues	19	465.5	429.0	1,616.1	1,440.6
Cost of sales (includes products & services)	19	(331.9)	(309.9)	(1,118.8)	(977.8)
Gross profit		133.6	119.1	497.3	462.8
Expenses					
Selling, distribution and administrative costs	19	(156.2)	(128.5)	(430.6)	(422.0)
Finance expense	19	(13.6)	(46.8)	(36.1)	(69.4)
Unrealized gains on derivative financial instruments	14	25.2	41.8	27.9	125.5
		(144.6)	(133.5)	(438.8)	(365.9)
Net (loss) earnings before income taxes from continuing operations		(11.0)	(14.4)	58.5	96.9
Income tax (expense) recovery	15	(113.8)	67.2	(131.7)	40.1
Net (loss) earnings from continuing operations		(124.8)	52.8	(73.2)	137.0
Net earnings from discontinued operations	4	–	176.7	–	190.1
Net (loss) earnings		(124.8)	229.5	(73.2)	327.1
Other comprehensive (loss) income:					
Items that may be reclassified subsequently to net earnings					
Unrealized foreign currency (losses) gains on translation of foreign operations		(10.3)	3.4	(24.1)	(35.2)
Other comprehensive income gains from discontinued operations		–	19.0	–	23.4
		(10.3)	22.4	(24.1)	(11.8)
Items that will not be reclassified to net earnings					
Actuarial defined benefit gains (losses)		3.3	(2.3)	2.3	(10.2)
Income tax recovery on other comprehensive income		–	0.6	0.2	2.8
		3.3	(1.7)	2.5	(7.4)
Other comprehensive (loss) income for the period		(7.0)	20.7	(21.6)	(19.2)
Total comprehensive (loss) income for the period		(131.8)	250.2	(94.8)	307.9
Net (loss) earnings per share					
From continuing operations:					
Basic	17	\$(0.87)	\$0.37	\$(0.51)	\$0.97
Diluted	17	\$(0.87)	\$0.36	\$(0.51)	\$0.94
From discontinued operations:					
Basic	17	–	\$1.24	–	\$1.34
Diluted	17	–	\$1.19	–	\$1.30

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 September 30		Nine months ended September 30	
		2017	2016	2017	2016
Operating Activities					
Net (loss) earnings for the period		(124.8)	229.5	(73.2)	327.1
Adjustments for:					
Depreciation included in selling, distributions and administrative costs	8	13.1	14.0	39.8	44.8
Amortization of intangible assets	19	2.4	1.2	5.6	6.2
Depreciation included in cost of sales	8	12.4	13.7	38.1	40.9
Gain on sale of discontinued operations	4	–	(186.5)	–	(189.6)
(Gain) loss on disposal of assets		(0.3)	(0.7)	(0.9)	–
Unrealized gains on derivative financial instruments	19	(25.2)	(41.8)	(27.9)	(125.5)
Customer contract-related costs		–	0.1	–	0.1
Finance expense recognized in net earnings	19	13.6	46.9	36.1	70.1
Income tax expense (recovery) recognized in net earnings		113.8	(53.8)	131.7	(26.7)
Changes in non-cash operating working capital	18	(0.1)	9.5	4.3	13.5
Net cash flows from operating activities		4.9	32.1	153.6	160.9
Income tax (received) paid		0.4	(0.1)	(1.0)	(3.1)
Interest paid		(10.2)	(3.6)	(28.7)	(23.8)
Cash flows (used in) from operating activities		(4.9)	28.4	123.9	134.0
Investing Activities					
Purchase of property plant and equipment	20	(21.6)	(19.1)	(46.0)	(72.8)
Proceeds from sale of discontinued operations		–	390.5	–	394.1
Proceeds from disposal of property, plant and equipment and intangible assets		1.1	1.7	3.3	2.2
Acquisitions, net of cash acquired		6.9	(0.1)	(438.1)	(8.2)
Cash flows (used in) from investing activities		(13.6)	373.0	(480.8)	315.3
Financing Activities					
Net proceeds (repayment) of revolving term bank credits and other debt		65.7	(186.1)	247.1	(179.7)
Redemption of 6.0% convertible debenture		–	(150.0)	–	(150.0)
Repayment of finance lease obligations		(1.8)	(9.1)	(12.4)	(17.9)
Settlement of foreign currency forward contracts		–	(34.6)	–	(34.6)
Proceeds from issuance of 5.25% senior unsecured notes		–	–	250.0	–
Debt issue costs		–	–	(6.7)	–
Proceeds from dividend reinvestment program		–	7.4	–	22.8
Dividends paid to shareholders		(25.7)	(25.5)	(77.1)	(76.7)
Cash flows from (used in) financing activities		38.2	(397.9)	400.9	(436.1)
Net increase in cash and cash equivalents		19.7	3.5	44.0	13.2
Cash and cash equivalents, beginning of period		29.9	8.9	5.0	–
Effect of translation of foreign currency-denominated cash and cash equivalents		0.7	(0.2)	1.3	(1.0)
Cash and cash equivalents, end of period		50.3	12.2	50.3	12.2

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 September 30, 2017 and for the three and nine months ended September 30, 2017 and 2016 were authorized for issuance by the Board of Directors on November 7, 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 prior year, 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 September 30, 2016 financial results to present results from continuing operations and discontinued operations, had the businesses been disposed on 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 nine months ended September 30, 2016, this resulted in an increase to selling, distribution and administrative costs of \$4.5 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. Superior has made significant progress in its assessment of any changes from the new standard and does not expect any material impacts to the Financial Statements.

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. Superior will apply full retrospective application for annual periods beginning on January 1, 2018. Superior has made significant progress in its implementation of IFRS 15 by analyzing revenue streams and assessing customer contracts under the new standard and does not expect any material impacts to the 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 nine months ended September 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 not presented in the Reportable Segment Information note. Net earnings from discontinued operations reported in the consolidated financial statements for the three and nine months ended September 30, 2016 are as follows:

	Three months ended September 30 2016	Nine months ended September 30 2016
Revenues		
Revenue from products	113.1	637.6
Realized losses on derivative financial instruments	(0.4)	(3.6)
	112.7	634.0
Cost of sales (includes products and services)		
Cost of products and services	(84.2)	(474.7)
Realized losses on derivative financial instruments	(0.2)	(6.3)
	(84.4)	(481.0)
Selling, distribution and administrative costs		
Selling, general and administrative costs	(8.9)	(34.8)
Employee costs	(12.8)	(84.0)
Depreciation of property, plant, and equipment	(0.7)	(1.9)
Facilities maintenance expense	(0.4)	(4.8)
Vehicle operating expense	(1.7)	(10.2)
Amortization of intangible assets	–	(2.7)
Gain on disposal of assets	(0.1)	–
	(24.6)	(138.4)
Finance expenses		
Finance lease obligation interest	(0.1)	(0.7)
Net earnings from discontinued operations before income taxes		
	3.6	13.9
Gain on disposal of discontinued operations including a cumulative exchange loss of \$18.5 million reclassified from other comprehensive income, and tax expense of \$13.4 million	173.1	176.2
Net earnings from discontinued operations		
	176.7	190.1

- (1) For the three and nine months ended September 30, 2016 Fixed-Price Energy Services and CPD respectively contributed \$(0.6) million and \$177.3 million to net earnings from discontinued operations for three months ended and \$(1.0) million and \$191.1 million for nine months ended.

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

	Three months ended September 30 2016	Nine months ended September 30 2016
Cash flows from operating activities	3.4	25.9
Cash flows from investing activities	388.0	381.2
Cash flows used in financing activities	(0.9)	(2.6)
Net increase in cash and cash equivalents from discontinued operations	390.5	404.5
Change in cash from continuing operations	(387.0)	(391.3)
Effect of translation of foreign denominated cash and cash equivalents	(0.2)	(1.0)
Cash, beginning of period	8.9	–
Cash, end of period	12.2	12.2

5. ACQUISITIONS

(i) **Pomerleau Gaz Propane Inc. (Pomerleau)**

On April 20, 2017, Superior acquired 100% of the shares of Pomerleau, a propane distributor serving residential and commercial customers in south eastern Québec for cash consideration of \$10.7 million excluding taxes.

<u>Pomerleau Acquisition</u>	<u>Fair Value Recognized on Acquisition</u>
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
Total Consideration	10.7

Revenue and net earnings for the nine months ended September 30, 2017 would have been \$4.7 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 \$2.1 million and nil, respectively, to the Energy Distribution segment for the nine months ended September 30, 2017.

(ii) **Canwest Propane (Canwest)**

On March 1, 2017, Superior entered into certain agreements to purchase 100% of the entities that carry on the industrial propane business of Canwest from Gibson Energy ULC (the “Canwest Option”) for cash consideration of \$412.0 million plus \$20.4 million excluding taxes, of working capital adjustments. The acquisition was subject to the satisfaction of certain conditions, including the receipt of customary regulatory approvals.

On September 27, 2017, Superior received regulatory approval from the Competition Bureau and closed the acquisition of Canwest subject to certain conditions. As outlined in a consent agreement registered with the Competition Bureau, Superior agreed to divest 5 local branches and 9 satellite locations from the combined Superior Propane and Canwest Propane organization. The assets associated with the consent agreement have been separated and treated as assets held for sale on the balance sheet. This included \$13.1 million in assets from Canwest and \$2.2 million in assets from Superior.

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

The purchase price allocation is considered preliminary, and as a result, will be adjusted during the 12 month period following the acquisition once all the required information is obtained and assessed. Superior has allocated the purchase price to the identified assets and liabilities acquired based on their current book value as an estimated fair value at the time of acquisition as follows:

Current assets (includes cash of \$39.2)	62.4
Property, plant and equipment	116.5
Other assets	3.9
Intangibles	7.1
Assets held for sale	13.1
Accounts payable and accrued liabilities	(16.1)
Other liabilities	(2.5)
Deferred tax liability	(28.2)
Net identifiable assets and liabilities	156.2
Goodwill arising on acquisition	276.2
Total Consideration	432.4

As of March 1, 2017 and up to September 27, 2017, Superior is entitled to the benefit of the net profits of Canwest. As a result, Superior recorded a net loss of \$1.5 million and a net income of \$1.2 million for the three and nine months ended September 30, 2017, respectively. These results were recorded as part of Selling, distribution and administrative costs. The results since the acquisition closed to September 30, 2017 have been consolidated.

Revenue and net earnings for the three months ended September 30, 2017 would have been \$28.3 million and \$(2.0) million, respectively, if the acquisition had occurred on January 1, 2017. Revenue and net earnings for the nine months ended September 30, 2017 would have been \$134.6 million and \$10.8 million, respectively, if the acquisition had occurred on January 1, 2017. Subsequent to the acquisition date, the acquisition contributed revenue and net earnings of \$1.7 million and nil, respectively, to the Energy Distribution segment for the three and nine months ended September 30, 2017.

(iii) **Yankee Propane Inc. and Virginia Propane, Inc. (collectively Yankee)**

On August 1, 2017, Superior acquired the assets of Yankee, propane distributors serving residential and commercial customers in New York, New Jersey and Virginia for total consideration of approximately \$38.7 million excluding taxes. Included in the total consideration are \$4.0 million in deferred payments to be paid over 5 years. Superior allocated the purchase price to the identified assets and liabilities acquired based on their fair values at the time of acquisition as follows:

Property, plant and equipment	9.8
Intangibles	18.9
Goodwill arising on acquisition	10.0
Fair value of assets purchased	38.7
<hr/>	
Cash paid on closing	34.7
Fair value of deferred payments	4.0
Total Consideration	38.7

The goodwill acquired relates primarily to the access U.S. refined fuels will have in new markets such as New Jersey and Virginia. The purchase price allocation resulted in goodwill of \$10.0 million, which is not tax deductible.

Revenue and net earnings for the three months ended September 30, 2017 would have been \$2.9 million and nil, respectively, if the acquisition had occurred on January 1, 2017. Revenue and net earnings for the nine months ended September 30, 2017 would have been \$12.9 million and \$2.0 million, respectively, if the acquisition had occurred on January 1, 2017. Subsequent to the acquisition date on August 1, 2017, the acquisition contributed revenue and net earnings of \$2.0 million and nil, respectively, to the Energy Distribution segment for the three and nine months ended September 30, 2017.

6. TRADE AND OTHER RECEIVABLES

A summary of trade and other receivables is as follows:

	September 30	December 31
	2017	2016
Trade receivables, net of allowances	191.9	235.3
Accounts receivable – other	14.9	7.9
Trade and other receivables	206.8	243.2

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

	September 30	December 31
	2017	2016
Current	148.8	183.0
Past due less than 90 days	39.8	51.5
Past due over 90 days	7.1	5.1
Total receivables	195.7	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 \$3.8 million as at September 30, 2017 (December 31, 2016 – \$4.3 million). The movement in the provision for doubtful accounts is as follows:

	September 30	December 31
	2017	2016
Allowance for doubtful accounts, at the beginning of the period	(4.3)	(7.3)
Opening adjustment due to acquisitions	(0.4)	–
Derecognized on sale of receivables	0.2	1.9
Additions	(2.6)	(4.2)
Amounts written off during the year as uncollectible	2.2	1.4
Amounts recovered	1.1	3.9
Allowance for doubtful accounts at the end of the period	(3.8)	(4.3)

7. INVENTORIES

	September 30	December 31
	2017	2016
Propane, heating oil and other refined fuels	68.6	54.0
Propane retailing materials, supplies, appliances and other	8.3	7.7
Chemical finished goods and raw materials	24.7	25.6
Chemical stores, supplies and other	13.7	13.8
	115.3	101.1

	Three months ended		Nine months ended	
	September 30		September 30	
Continuing Operations	2017	2016 restated	2017	2016 restated
Cost of inventories recognized as an expense	293.1	256.8	1,043.8	817.1
Inventory write-downs	0.3	0.5	1.3	1.9
Write-down reversals	0.2	0.9	0.7	0.7
Discontinued Operations	Three months ended		Nine months ended	
	September 30		September 30	
	2017	2016 restated	2017	2016 restated
Cost of inventories recognized as an expense	–	80.0	–	448.3
Inventory write-downs	–	–	–	0.1

8. 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
Balance at September 30, 2017	47.7	211.8	953.3	962.7	9.1	2,184.6
Accumulated Depreciation						
Balance at December 31, 2016	–	80.0	541.9	446.6	3.2	1,071.7
Balance at September 30, 2017	–	87.5	559.2	530.2	3.9	1,180.8
Carrying Amount						
Balance at December 31, 2016	31.6	126.3	422.2	350.8	2.8	933.7
Balance at September 30, 2017	47.7	124.3	394.1	432.5	5.2	1,003.8

Depreciation per cost category:

	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Cost of sales	12.4	13.7	38.1	40.9
Selling, distribution and administrative costs – continuing operations	13.1	13.3	39.8	40.0
Selling, distribution and administrative costs – discontinued operations	–	0.7	–	4.8
Total	25.5	27.7	77.9	85.7

The carrying amount of Superior's property, plant, and equipment includes \$64.1 million of leased assets as at September 30, 2017 (December 31, 2016 – \$64.9 million).

9. PROVISIONS

	Restructuring	Decommissioning	Environmental	Total	
Balance at December 31, 2016	4.8	20.4	0.1	25.3	
Utilizations	(2.6)	–	(0.1)	(2.7)	
Additions	12.4	–	–	12.4	
Amounts reversed during the year	(0.3)	(0.9)	–	(1.2)	
Unwinding of discount	–	0.4	–	0.4	
Impact of change in discount rate	–	(0.5)	–	(0.5)	
Net foreign currency exchange difference	0.1	(1.0)	–	(0.9)	
Balance at September 30, 2017	14.4	18.4	–	32.8	
September 30 December 31					
2017 2016					
Current (included in trade and other payables)				14.4	4.8
Non-current				18.4	20.5
				32.8	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 September 30, 2017, the current portion of restructuring costs was \$14.4 million (December 31, 2016 – \$4.8 million). The addition to the restructuring provisions relates to the Canwest acquisition and is included in the Energy Distribution operating segment. As at September 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 September 30, 2017, the discount rate used in Superior's calculation was 2.50% (December 31, 2016 – 2.31%). Superior estimates the total undiscounted expenditures required to settle its decommissioning liabilities to be approximately \$22.0 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 \$8.5 million at September 30, 2017 (December 31, 2016 – \$10.2 million) which will be paid over the next 16 years. The discount rate of 2.50% at September 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 nil at September 30, 2017 (December 31, 2016 – \$0.1 million). 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.

10. TRADE AND OTHER PAYABLES

A summary of trade and other payables is as follows:

	September 30 2017	December 31 2016
Trade payables	169.5	182.6
Restructuring provisions	14.4	4.8
Other payables	66.9	59.2
Share-based payments	15.4	15.1
Trade and other payables	266.2	261.7

11. OTHER LIABILITIES

	September 30 2017	December 31 2016
Supply agreement	3.0	5.2
Québec cap and trade payable	8.0	6.2
Ontario cap and trade payable	0.9	–
	11.9	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's 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 September 30, 2017 is \$8.0 million for Québec (December 31, 2016 - \$6.2 million) and \$0.9 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.

12. BORROWING

	Year of Maturity	Effective Interest Rate	September 30 2017	December 31 2016
Revolving Term Bank Credit Facilities ⁽¹⁾				
Bankers' Acceptances (BA)	2022	Floating BA rate plus applicable credit spread	28.0	20.0
Canadian Prime Rate Loan	2022	Prime rate plus applicable credit spread	18.5	10.7
LIBOR Loans (U.S. \$266.0 million; 2016 – U.S. \$22.0 million)	2022	Floating LIBOR rate plus applicable credit spread	331.7	139.7
US Base Rate Loans (U.S. \$20.4 million; 2016 – U.S. \$19.1 million)	2022	US Prime rate plus credit spread	25.3	11.5
			403.5	181.9
Other Debt				
Accounts Receivable factoring program ⁽²⁾		Floating BA Plus	2.5	1.7
Deferred Consideration	2017 – 2018	Non-interest-bearing	7.4	4.4
			9.9	6.1
Senior Unsecured Notes				
Senior unsecured notes ⁽³⁾	2021	6.50%	200.0	200.0
Senior unsecured notes ⁽⁴⁾	2024	5.25%	250.0	–
Finance Lease Obligations				
Finance lease obligation			59.1	56.7
Total borrowing before deferred financing fees			922.5	444.7
Deferred financing fees			(10.8)	(5.7)
Borrowing			911.7	439.0
Current maturities			(18.3)	(18.3)
Borrowing			893.4	420.7

⁽¹⁾ As at September 30, 2017, Superior had \$28.0 million of outstanding letters of credit (December 31, 2016 – \$21.7 million) and \$153.3 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 September 30, 2017, the accounts receivable factoring program totaled CDN \$2.5 million (December 31, 2016 – CDN \$1.7 million).

⁽³⁾ On December 9, 2014, Superior completed an offering of \$200.0 million 6.50% senior unsecured notes (the senior notes). The senior notes were issued at par value and mature on December 9, 2021. The senior notes contain certain early redemption options under which Superior has the option to redeem all or a portion of the senior 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 June 9 and December 9, and commenced June 9, 2015.

⁽⁴⁾ 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	19.5
Due in 2018	21.0
Due in 2019	415.3
Due in 2020	9.2
Due in 2021	205.6
Due in 2022	1.9
Subsequent to 2022	250.0
Total	922.5

13. CONVERTIBLE UNSECURED SUBORDINATED DEBENTURES

Superior's debentures are as follows:

Maturity	June 2019
Interest Rate	6.00%
Conversion price per share	\$16.75
Debentures outstanding as at September 30, 2017	91.8
Debentures outstanding as at December 31, 2016	89.8
Quoted market value as at September 30, 2017	99.9
Quoted market value as at December 31, 2016	99.5

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 September 30, 2017 was \$97.0 million (December 31, 2016 - \$97.0 million).

Subsequent to the quarter, Superior issued \$150 million 5.25% senior unsecured notes (the Issuance). Superior will use the proceeds of the Issuance to fund the redemption of the convertible debentures. Superior provided a redemption notice to the holders of the convertible debentures on October 12, 2017. In accordance with the notice, the redemption will occur on November 15, 2017. The holders of the convertible debentures have the right until the last business day prior to redemption to convert their debentures into common shares of Superior at a conversion price of \$16.75.

14. 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	September 30, 2017			
	Level 1	Level 2	Level 3	Total
Assets				
Foreign currency forward contracts, net sale	13.0	–	–	13.0
Cross currency interest rate exchange agreements	2.6	–	–	2.6
Natural gas financial swaps – AECO	–	3.4	–	3.4
Electricity swaps – Energy Distribution	–	0.1	–	0.1
Propane wholesale purchase and sale contracts, net sale – Energy Distribution	–	26.4	–	26.4
Fixed-price electricity purchase agreements – Specialty Chemicals	–	–	0.1	0.1
Total assets	15.6	29.9	0.1	45.6
Liabilities				
Natural gas financial swaps – AECO	–	3.3	–	3.3
Electricity swaps – Energy Distribution	–	0.1	–	0.1
Foreign currency forward contracts, net sale	7.9	–	–	7.9
LTIP hedges	(0.1)	–	–	(0.1)
Equity derivative contract	–	0.2	–	0.2
Debenture-embedded derivative	–	–	0.5	0.5
Propane wholesale purchase and sale contracts, net sale – Energy Distribution	–	15.0	–	15.0
Total liabilities	7.8	18.6	0.5	26.9
Total net (liability) asset	7.8	11.3	(0.4)	18.7
Current portion of assets	8.8	26.5	0.1	35.4
Current portion of liabilities	4.2	16.3	–	20.5

As at	December 31, 2016			
	Level 1	Level 2	Level 3	Total
Assets				
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
Total assets	0.8	12.5	3.9	17.2
Liabilities				
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
Total liabilities	24.7	4.4	–	29.1
Total net (liability) asset	(23.9)	8.1	3.9	(11.9)
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:

Description	Notional	Term	Effective Rate	Valuation Technique(s) and Key Input(s)
Level 1 fair value hierarchy:				
Foreign currency forward contracts, net sale	US\$319.2	2017 – 2020	1.26	Quoted bid prices in the active market.
Cross currency interest rate exchange agreements	US\$316.5	2017	1.34	Quoted bid prices in the active market.
Level 2 fair value hierarchy:				
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	76.3 USG ⁽¹⁾	2017 – 2019	\$0.83 - \$1.70	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.
Level 3 fair value hierarchy:				
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 ⁽²⁾	2017	\$25.75	Discounted cash flow – see “Valuation techniques and significant unobservable inputs” for further details.

⁽¹⁾ Millions of United States gallons (USG) purchased.

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

Valuation techniques and significant unobservable inputs

Financial Instrument	Valuation Technique	Significant Unobservable Inputs	Sensitivity of Input to Fair Value
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 agreement	Discounted cash flow	Forward electricity prices – \$25.75 WACC – 9% (2016 – 9%)	The estimated fair value would increase (decrease) if: – Forward prices increased (decreased) – WACC decreased (increased)

Description	For the three months ended September 30, 2017		For the three months ended September 30, 2016	
	Realized Gain (Loss)	Unrealized Gain (Loss)	Realized Gain (Loss)	Unrealized Gain (Loss)
Natural gas financial swaps – AECO	–	–	(0.1)	0.1
Energy Distribution electricity swaps	–	–	(0.1)	–
Foreign currency forward contracts, net sale	0.8	13.0	(40.7)	36.0
Cross currency interest rate swaps	–	(7.2)	–	3.0
Interest rate swaps	–	–	0.8	(0.8)
Equity derivative contracts	–	0.8	–	1.1
Energy Distribution propane wholesale purchase and sale contracts	–	10.8	(0.2)	(0.2)
Energy Distribution WTI wholesale purchase and sale contracts	–	(0.1)	0.1	(0.3)
Energy Distribution butane wholesale purchase and sale contracts	0.2	(1.6)	0.1	0.5
Energy Distribution heating oil purchase and sale contracts	(4.9)	2.2	0.2	(0.1)
Energy Distribution diesel wholesale purchase and sale contracts	–	0.2	(0.1)	–
Specialty Chemicals fixed-price electricity purchase agreements	–	(0.2)	(3.0)	(0.8)
Total gains (losses) on financial and non-financial derivatives	(3.9)	17.9	(43.0)	38.5
Foreign currency translation on borrowings	–	7.2	–	1.5
Unrealized change in fair value of debenture-embedded derivative	–	0.1	–	1.8
Total gains (losses)	(3.9)	25.2	(43.0)	41.8
Total gains (losses) attributed to continuing operations - restated	(3.9)	25.2	(42.3)	41.8
Total losses attributed to discontinued operations - restated	–	–	(0.7)	–
Total gains (losses)	(3.9)	25.2	(43.0)	41.8

Description	For the nine months ended September 30, 2017		For the nine months ended September 30, 2016	
	Realized Gain (Loss)	Unrealized Gain (Loss)	Realized Gain (Loss)	Unrealized Gain (Loss)
Natural gas financial swaps – AECO	–	0.4	(4.5)	18.0
Electricity swaps – Energy Distribution	–	–	(1.8)	3.2
Foreign currency forward contracts, net sale	(1.0)	29.0	(61.7)	93.3
Cross currency interest rate swaps	–	(4.3)	–	1.5
Interest rate swaps	–	–	1.2	(1.2)
Equity derivative contracts	0.2	(0.2)	(0.2)	2.3
Propane wholesale purchase and sale contracts – Energy Distribution	5.4	3.5	(2.9)	5.2
Butane wholesale purchase and sale contracts – Energy Distribution	(0.3)	(1.0)	–	0.1
Diesel wholesale purchase and sale contracts – Energy Distribution	–	(0.2)	(0.1)	–
Heating oil purchase and sale contracts – Energy Distribution	0.4	0.7	(6.0)	5.9
WTI wholesale purchase and sale contracts – Energy Distribution	–	(0.1)	0.1	(0.3)
Fixed-price electricity purchase agreements – Specialty Chemicals	(0.3)	0.1	(5.7)	0.4
Total gains (losses) on financial and non-financial derivatives	4.4	27.9	(81.6)	128.4
Foreign currency translation of borrowings	–	4.3	–	(2.4)
Unrealized change in fair value of debenture-embedded derivative	–	(4.3)	–	(0.5)
Total gains (losses)	4.4	27.9	(81.6)	125.5
<hr/>				
Total gains (losses) attributed to continuing operations - restated	4.4	27.9	(75.3)	125.5
Total losses attributed to discontinued operations -restated	–	–	(6.3)	–
Total gains (losses)	4.4	27.9	(81.6)	125.5

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	19.5	21.0	415.3	9.2	205.6	251.9	922.5
Convertible unsecured subordinated debentures	–	–	97.0	–	–	–	97.0
US\$ foreign currency forward sales contracts	156.5	93.7	41.0	28.0	–	–	319.2
Natural gas, butane, propane, heating oil and diesel purchases	44.6	70.4	6.1	–	–	–	121.1
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 September 30, 2017 are consistent with those disclosed in Superior's 2016 annual consolidated financial statements.

15. 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 expense (recovery), comprised of current taxes and deferred taxes for the three and nine months ended September 30, 2017 was \$113.8 million and \$131.7 million respectively, compared to (\$67.2) million and (\$40.1) million in the comparative period. For the three and nine months ended September 30, 2017, deferred income tax expense from operations in Canada, the United States and Chile was \$112.2 million and \$127.3 million, respectively, which resulted in a corresponding total net deferred income tax asset of \$77.0 million at September 30, 2017.

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 resulted 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 ⁽¹⁾	\$ 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 ⁽²⁾	\$145.7	\$ 92.2

⁽¹⁾ Expiring beyond 2019

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

16. 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.

	Issued Number of Common Shares (millions)	Total Equity
Total Equity, December 31, 2016	142.8	928.6
Net earnings	–	(73.2)
Other comprehensive loss	–	(21.6)
Other adjustments		(4.6)
Dividends declared to shareholders ⁽¹⁾	–	(77.1)
Total Equity, September 30, 2017	142.8	752.1

⁽¹⁾ Dividends to shareholders are declared at the discretion of Superior's Board of Directors. During the nine months ended September 30, 2017, Superior paid cash dividends of \$77.1 million or \$0.54 per share (September 30, 2016 – \$53.9 million or \$0.54 per share) and made distributions through its dividend reinvestment program of \$nil (September 30, 2016 – \$22.8 million).

	September 30 2017	December 31 2016
Accumulated other comprehensive income before reclassification		
Currency translation adjustment		
Balance at the beginning of the period	123.6	126.5
Other comprehensive income from discontinued operations	–	23.4
Unrealized foreign currency losses on translation of foreign operations	(24.1)	(26.3)
Balance at the end of the period	99.5	123.6
Actuarial defined benefits		
Balance at the beginning of the period	(5.2)	(8.1)
Actuarial defined benefit gains	2.3	4.0
Income tax recovery (expense) on actuarial gains	0.2	(1.1)
Balance at the end of the period	(2.7)	(5.2)
Total accumulated other comprehensive income before reclassification	96.8	118.4
Amounts reclassified from accumulated other comprehensive income		
Accumulated derivative losses		
Balance at the beginning of the period	(7.1)	(7.1)
Balance at the end of the period	(7.1)	(7.1)
Total amounts reclassified from accumulated other comprehensive income	(7.1)	(7.1)
Accumulated other comprehensive income at the end of the period	89.7	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 is subject to meet a number of financial covenants. 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. As of September 30, 2017, the Company was compliant with all of its covenants.

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 of September 30, 2017, the Company was compliant with this and all other covenants.

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.

17. NET EARNINGS PER SHARE

	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Net (loss) earnings per share computation, basic, from continuing operations				
Net (loss) earnings for the period	\$(124.8)	\$52.8	\$(73.2)	\$137.0
Weighted average shares outstanding (millions)	142.8	142.6	142.8	141.9
Net (loss) earnings per share, basic, from continuing operations	\$(0.87)	\$0.37	\$(0.51)	\$0.97

	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Net (loss) earnings per share computation, diluted, from continuing operations				
Net (loss) earnings for the period	\$(124.8)	\$53.0	\$(73.2)	\$138.4
Weighted average shares outstanding (millions)	142.8	148.4	142.8	147.7
Net (loss) earnings per share, diluted, from continuing operations	\$(0.87)	\$0.36	\$(0.51)	\$0.94

	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Net loss per share computation, basic, from discontinued operations				
Net loss for the period	\$-	\$176.7	\$-	\$190.1
Weighted average shares outstanding (millions)	142.8	142.6	142.8	141.9
Net loss per share, basic, from discontinued operations	\$-	\$1.24	\$-	\$1.34

	Three months ended September 30		Nine months ended September 30	
	2017	2016	2017	2016
Net loss per share computation, diluted, from discontinued operations				
Net loss for the period	\$-	\$176.9	\$-	\$191.5
Weighted average shares outstanding (millions)	142.8	148.4	142.8	147.7
Net loss per share, diluted, from discontinued operations	\$-	\$1.19	\$-	\$1.30

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

	Three months ended		Nine months ended	
	2017	September 30 2016	2017	2016
Changes in non-cash operating working capital:				
Trade receivables and other	(51.8)	2.2	17.2	53.0
Inventories	(32.3)	(7.0)	(19.3)	(1.2)
Trade and other payables	92.0	10.9	19.1	(25.0)
Other	(8.0)	3.4	(12.7)	(13.3)
	(0.1)	9.5	4.3	13.5
Changes in non-cash operating working capital attributed to continuing operations	(0.1)	10.3	4.3	9.8
Changes in non-cash operating working capital attributed to discontinued operations	–	(0.8)	–	3.7
	(0.1)	9.5	4.3	13.5

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

	Three months ended September 30		Nine months ended September 30	
	2017	2016 restated ⁽¹⁾	2017	2016 restated ⁽¹⁾
Revenues				
Revenue from products	447.2	414.1	1,559.7	1,412.5
Revenue from the rendering of services	11.3	14.0	35.4	39.7
Rental revenue	6.7	6.6	16.0	15.9
Realized gains (losses) on derivative financial instruments	0.3	(5.7)	5.0	(27.5)
	465.5	429.0	1,616.1	1,440.6
Cost of Sales (includes products and services)				
Cost of products and services	(314.6)	(294.9)	(1,080.7)	(926.9)
Depreciation included in cost of sales	(12.4)	(13.7)	(38.1)	(40.9)
Realized losses on derivative financial instruments	(4.9)	(1.3)	–	(10.0)
	(331.9)	(309.9)	(1,118.8)	(977.8)
Selling, Distribution and Administrative Costs				
Selling, general and administrative costs	(73.7)	(48.8)	(181.1)	(166.5)
Employee costs	(52.4)	(55.0)	(165.3)	(173.3)
Employee future benefit expense	(0.7)	(0.9)	(2.2)	(2.4)
Vehicle operating expense	(8.9)	(9.0)	(30.2)	(29.4)
Facilities maintenance expense	(1.1)	(1.0)	(3.5)	(3.7)
Depreciation included in selling, distribution and administrative costs	(13.1)	(13.3)	(39.8)	(40.0)
Amortization of intangible assets	(2.4)	(1.2)	(5.6)	(3.5)
Net (loss) earnings from Canwest Propane	(1.5)	–	1.2	–
Gains on disposal of assets	0.3	0.8	0.9	–
Realized (losses) gains on LTIP	–	(0.6)	0.2	(0.2)
Realized (losses) gains on the translation of U.S. denominated net working capital	(2.7)	0.5	(5.2)	(3.0)
	(156.2)	(128.5)	(430.6)	(422.0)
Finance Expense				
Interest on borrowing	(10.1)	(5.4)	(25.4)	(16.8)
Interest on convertible unsecured subordinated debentures	(1.5)	(3.4)	(4.4)	(10.8)
Interest on obligations under finance leases	(0.7)	(0.7)	(2.5)	(2.1)
Unwinding of discount on debentures, borrowing and decommissioning liabilities	(1.3)	(3.5)	(3.8)	(6.3)
Realized gains recorded to finance expense	–	(33.8)	–	(33.4)
	(13.6)	(46.8)	(36.1)	(69.4)
Unrealized gains on derivative financial instruments	25.2	41.8	27.9	125.5
Net earnings (loss) from continuing operations before income taxes				
	(11.0)	(14.4)	58.5	96.9
Income tax (expense) recovery	(113.8)	67.2	(131.7)	40.1
Net (loss) earnings from continuing operations				
	(124.8)	52.8	(73.2)	137.0

⁽¹⁾ Specialty Chemicals includes a \$4.7 million reclassification of Selling, distribution and administrative costs to Cost of sales. See Note 2.

20. 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*.

For the three months ended September 30, 2017	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
Revenue	305.1	158.7	1.7	465.5
Cost of sales (includes products & services)	(228.1)	(103.8)	–	(331.9)
Gross Profit	77.0	54.9	1.7	133.6
Expenses				
Depreciation included in selling, distribution and administrative costs	(12.7)	–	(0.4)	(13.1)
Amortization of intangible assets	(2.4)	–	–	(2.4)
Selling, distribution and administrative costs	(91.2)	(37.7)	(11.8)	(140.7)
Finance expense	(0.8)	(0.1)	(12.7)	(13.6)
Unrealized (loss) gain on derivative financial instruments	11.5	(0.3)	14.0	25.2
	(95.6)	(38.1)	(10.9)	144.6
Net (loss) earnings before income taxes	(18.6)	16.8	(9.2)	(11.0)
Income tax expense	–	–	(113.8)	(113.8)
Net (loss) earnings	(18.6)	16.8	(123.0)	(124.8)

For the three months ended September 30, 2016 (restated) ⁽¹⁾	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
Revenue	283.1	145.9	–	429.0
Cost of sales (includes products & services)	(202.2)	(107.7)	–	(309.9)
Gross Profit	80.9	38.2		119.1
Expenses				
Depreciation included in selling, distribution and administrative costs	(13.2)	–	(0.1)	(13.3)
Amortization of intangible assets	(1.2)	–	–	(1.2)
Selling, distribution and administrative costs	(75.9)	(32.4)	(5.7)	(114.0)
Finance expense	(0.7)	(0.1)	(46.0)	(46.8)
Unrealized loss on derivative financial instruments	–	(0.7)	42.5	41.8
	(91.0)	(33.2)	(9.3)	(133.5)
Net earnings before income taxes	(10.1)	5.0	(9.3)	(14.4)
Income tax recovery	–	–	67.2	67.2
Net earnings (loss)	(10.1)	5.0	57.9	52.8

⁽¹⁾ Specialty Chemicals includes a \$4.5 million reclassification of Selling, distribution and administrative costs to Cost of sales.

For the nine months ended September 30, 2017	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
Revenue	1,139.8	476.8	(0.5)	1,616.1
Cost of sales (includes products & services)	(804.1)	(314.7)	–	(1,118.8)
Gross Profit	335.7	162.1	(0.5)	497.3
Expenses				
Depreciation included in selling, distribution and administrative costs	(39.3)	–	(0.5)	(39.8)
Amortization of intangible assets	(5.6)	–	–	(5.6)
Selling, distribution and administrative costs	(248.1)	(109.3)	(27.8)	(385.2)
Finance expense	(2.6)	(0.4)	(33.1)	(36.1)
Unrealized gains on derivative financial instruments	3.4	–	24.5	27.9
	(292.2)	(109.7)	(36.9)	(438.8)
Net earnings (loss) before income taxes	43.5	52.4	(37.4)	58.5
Income tax expense	–	–	(131.7)	(131.7)
Net earnings (loss)	43.5	52.4	(169.1)	(73.2)

For the nine months ended September 30, 2016 (restated) ⁽¹⁾	Energy Distribution	Specialty Chemicals	Corporate	Total From Continuing Operations
Revenue	1,010.0	430.6	–	1,440.6
Cost of sales (includes products & services)	(661.4)	(316.4)	–	(977.8)
Gross Profit	348.6	114.2	–	462.8
Expenses				
Depreciation included in selling, distribution and administrative costs	(39.8)	–	(0.2)	(40.0)
Amortization of intangible assets	(3.4)	–	(0.1)	(3.5)
Selling, distribution and administrative costs	(240.4)	(105.3)	(32.8)	(378.5)
Finance expense	(2.2)	(0.3)	(66.9)	(69.4)
Unrealized gain on derivative financial instruments	32.1	0.5	92.9	125.5
	(253.7)	(105.1)	(7.1)	(365.9)
Net earnings before income taxes	94.9	9.1	(7.1)	96.9
Income tax recovery	–	–	40.1	40.1
Net earnings (loss)	94.9	9.1	33.0	137.0

⁽¹⁾ Specialty Chemicals includes a \$9.2 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
As at September 30, 2017					
Net working capital ⁽¹⁾	29.8	49.4	6.1	85.3	–
Total assets	1,170.4	624.8	349.1	2,144.3	–
Total liabilities	327.3	158.6	906.3	1,392.2	–
As at December 31, 2016					
Net working capital ⁽¹⁾	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
For the three months ended September 30, 2017					
Purchase of property, plant and equipment	10.0	11.6	–	21.6	–
For the three months ended September 30, 2016					
Purchase of property, plant and equipment	12.8	4.2	–	17.0	2.1
For the nine months ended September 30, 2017					
Purchase of property, plant and equipment (restated)	24.9	20.3	0.8	46.0	–
For the nine months ended September 30, 2016					
Purchase of property, plant and equipment (restated)	33.4	26.1	0.4	59.9	12.9

⁽¹⁾ 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 dividends payable.

21. GEOGRAPHICAL INFORMATION

	Canada	United States	Other	Total Consolidated
Revenues from continuing operations for the three months ended September 30, 2017	172.6	265.7	27.2	465.5
Revenues from continuing operations for the nine months ended September 30, 2017	608.8	928.8	78.5	1,616.1
Property, plant and equipment held by continuing operations as at September 30, 2017	565.8	397.2	40.8	1,003.8
Intangible assets held by continuing operations as at September 30, 2017	31.6	28.0	–	59.6
Goodwill as at September 30, 2017	469.5	16.9	–	486.4
Total assets held by continuing operations as at September 30, 2017	1,510.8	585.2	48.3	2,144.3
Revenues from continuing operations for the three months ended September 30, 2016	134.0	269.3	25.7	429.0
Revenues from continuing operations for the nine months ended September 30, 2016	475.8	892.7	72.1	1,440.6
Revenues from discontinued operations for the three months ended September 30, 2016	33.9	78.8	–	112.7
Revenues from discontinued operations for the nine months ended September 30, 2016	199.2	434.8	–	634.0
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

22. SUBSEQUENT EVENTS

Acquisition of R.W. Earhart (Earhart)

On October 2, 2017, Superior Plus Corp. acquired the propane assets of Earhart, a propane distributor serving residential and commercial customers in Ohio for total consideration of U.S. \$38.0 million.

Acquisition of International Dioxide, Inc. (IDI)

On October 31, 2017, Superior Plus U.S. Holdings Inc., a subsidiary of Superior, acquired all of the issued and outstanding shares of IDI, a provider of sodium chlorite based solutions for total consideration of U.S. \$11.1 million.

Senior Unsecured Note Financing

On October 16, 2017, Superior Plus Corp. issued CDN \$150 million of 5.25% Senior Unsecured Notes due February 27, 2024. Superior intends to use the net proceeds to fund the redemption of Superior's issued and outstanding 6.0% convertible unsecured subordinated debentures.

Convertible Unsecured Subordinated Debentures

Superior provided a redemption notice to the holders of the convertible unsecured subordinated debentures on October 12, 2017. In accordance with to the notice, the redemption will occur on November 15, 2017. The holders of the convertible debentures have the right until the last business day prior to redemption to convert their debentures into common shares of Superior at a conversion price of \$16.75.