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# 2021 Third Quarter Results

November 12, 2021

# Forward-Looking Statements and Information

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All figures shown in Canadian Dollars (“CAD”) unless otherwise stated.

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: 2021 Adjusted EBITDA guidance range, the anticipated closing of the Kamps Propane acquisition and the associated timing, estimates of the impact COVID-19 may have on our operations, the markets for our products and our financial results, business strategy and objectives, development plans and programs, organic growth, weather, economic activity in Western Canada, product pricing and sourcing, wholesale propane market fundamentals, exchange rates, expected seasonality of demand, and future economic conditions.

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 the time required to complete the regulatory process for the Kamps acquisition, 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, expected life of facilities and statements regarding net working capital and capital expenditure requirements of Superior or Superior LP, the assumptions set forth under the “Financial Outlook” sections of our MD&A. The forward looking information is also 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 risks relating to the satisfaction of the conditions to, and completion of, the acquisition of Kamps Propane, incorrect assessments of value when making acquisitions, increases in debt service charges, the loss of key personnel, the anticipated impact of the COVID-19 pandemic and the expected economic recession, 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.

# Q3 2021 Highlights & Recent Developments






## Update

- The Superior Way Forward aims to grow the business through acquisitions, as well as through organic growth and continuous improvement initiatives
- In 2021, Superior has made great progress on the Superior Way Forward acquisition initiative, having announced or completed 6 acquisitions so far in 2021, representing ~\$600 million in enterprise value or ~30% of our acquisition target achieved in the first year



## Business Highlights

- Sales volumes 
- Average margins 
- Operating costs 
- Corporate costs 
- Confirming 2021 Adjusted EBITDA guidance

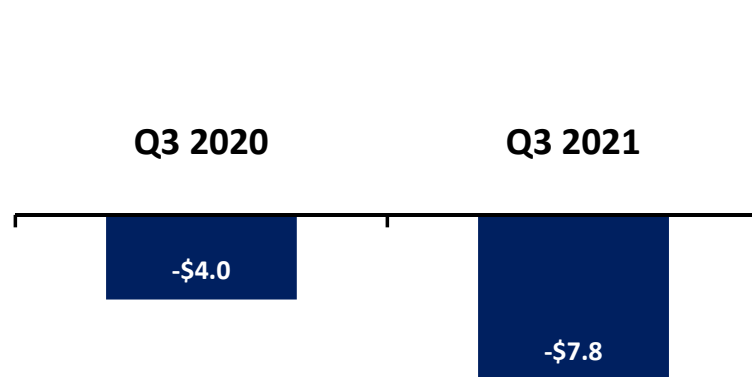


## Kamps Propane Acquisition

- On July 14, 2021, Superior announced the acquisition of Kamps Propane, providing Superior with a significant operating platform in California
- As a result of second requests from the United States Federal Trade Commission review, we anticipate the closing will take additional time and the earliest it is likely to close would be December 2021

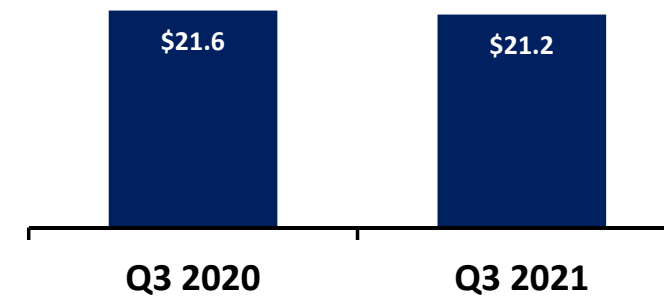
# Q3 2021 Financial & Operational Performance

EBITDA from Operations (millions)<sup>(1)</sup>



## U.S. Propane Distribution

- EBITDA from Operations decreased by \$3.8 million compared to the prior year quarter due to:
  - Higher operating costs, partially offset by higher adjusted gross profit due to acquisitions completed since Q2 2020.
  - Due to the seasonality of the U.S. Propane business, the increase in operating costs more than offset the increase in gross profit.

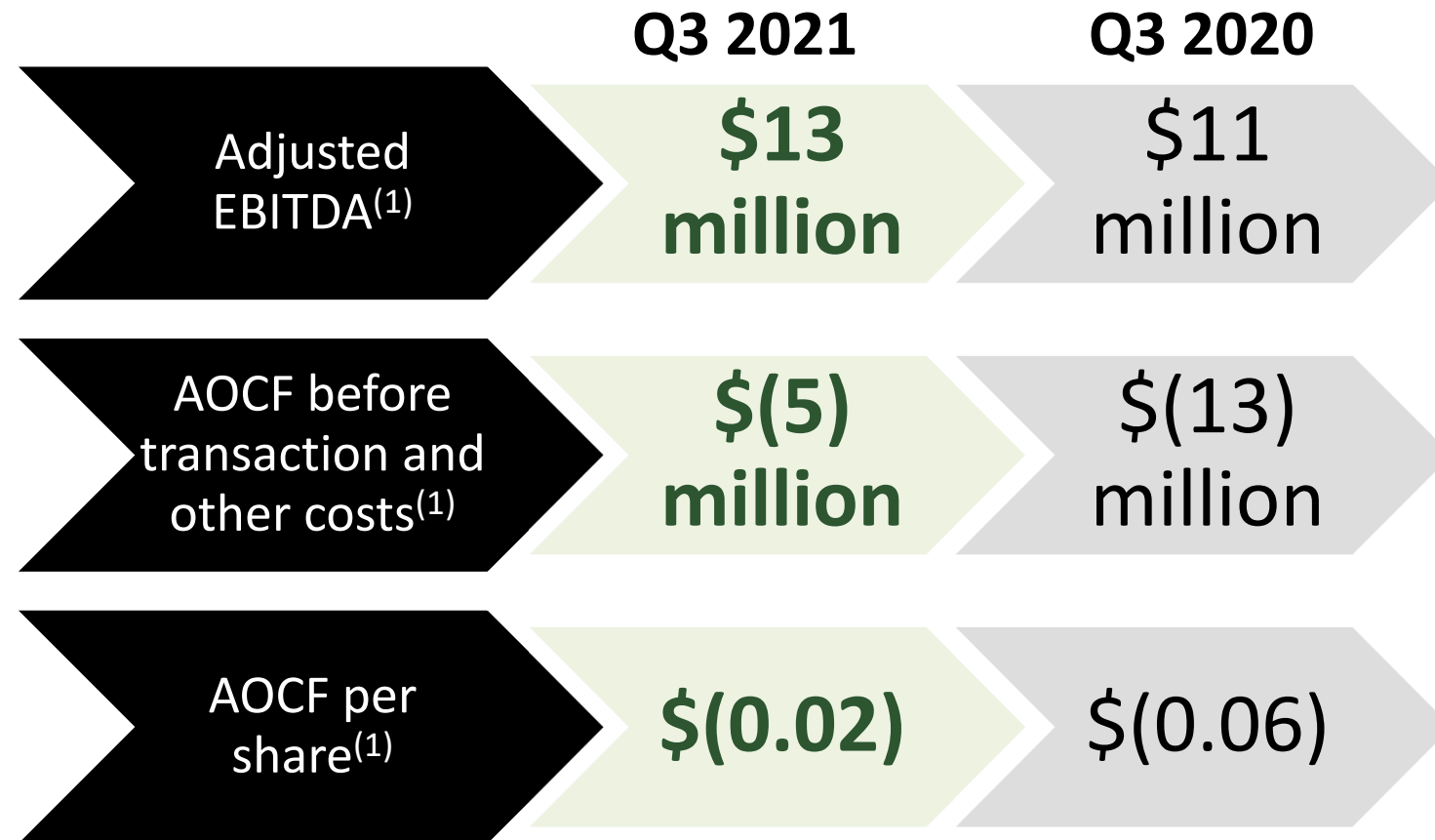


## Canadian Propane Distribution

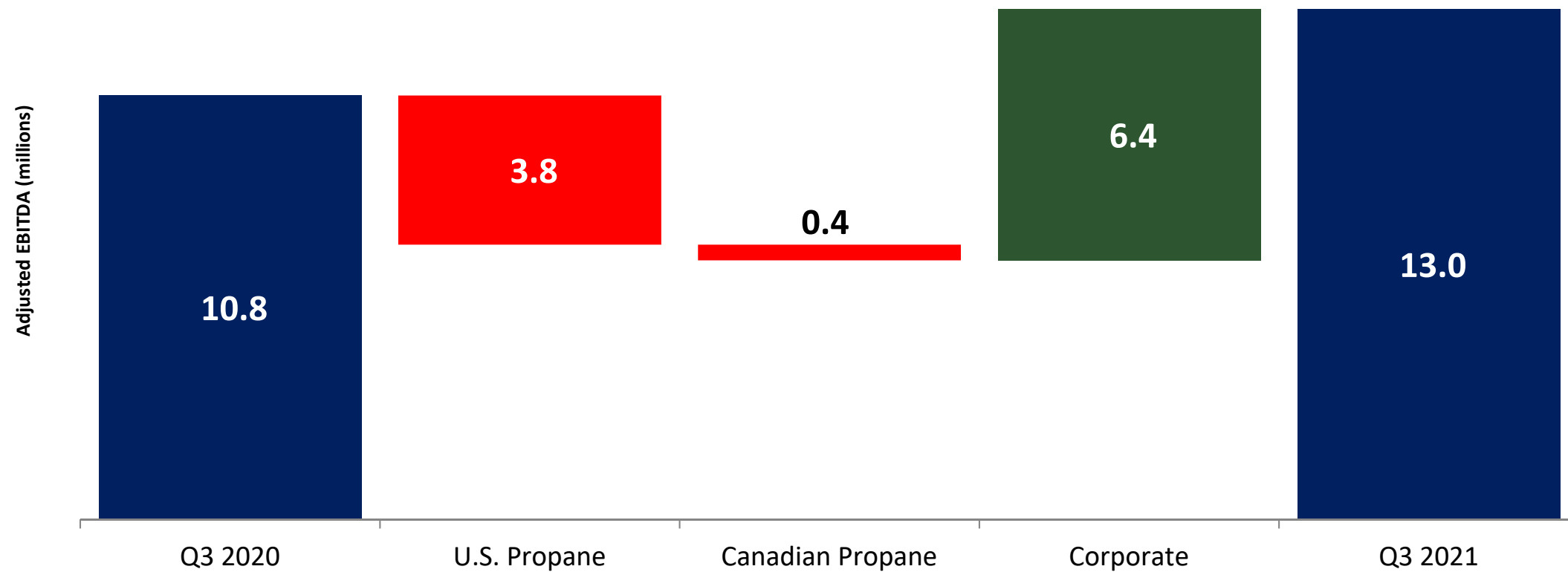
- EBITDA from Operations decreased by \$0.4 million compared to the prior year quarter due to:
  - Impact of lower Canadian Emergency Wage Subsidy (“CEWS”) recorded in the current period;
  - Higher volume-related expenses; partially offset by
  - Higher sales volumes and higher average margins related to stronger wholesale propane market fundamentals.

## Q3 2021 and Q3 2020 Results

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## Q3 2021 vs. Q3 2020 – Adjusted EBITDA Bridge



# 2021 Adjusted EBITDA Guidance and Leverage








*Superior is maintaining Adjusted EBITDA Guidance*

Guidance	2021
Adjusted EBITDA Guidance <sup>(1)(2)</sup>	\$390MM - \$420MM
Midpoint	\$405MM

- Superior's long-term leverage target<sup>(1)(2)</sup> is 3.0x to 3.5x
- Superior's Total Net Debt to Adjusted EBITDA Leverage Ratio<sup>(1)</sup> for the trailing twelve months excluding the EBITDA from the Specialty Chemicals segment was 3.5x as at September 30, 2021

# 2021 Adjusted EBITDA Guidance

## Potential Impacts to Adjusted EBITDA Guidance<sup>(1)(2)</sup>

Potential Scenario	Directional Impact on Adjusted EBITDA <sup>(1)(2)</sup>
Warmer than normal weather for Q4 2021	
Colder than normal weather for Q4 2021	
Wholesale propane market fundamentals consistent with 2019	
Reduced oil and gas activity in Q4 2021	
Increased oil and gas activity in Q4 2021	
Easing of COVID-19 restrictions	
Higher propane prices leading to conservation	



# Non-GAAP Financial Measures

Throughout the presentation, 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 businesses. 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 Adjusted EBITDA, EBITDA from operations and AOCF 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.

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

## **Adjusted Operating Cash Flow before transaction and other costs per share ("AOCF")**

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 items of a non-recurring nature. AOCF is the main performance measure used by management and investors to evaluate Superior's performance. 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. Please see the "Adjusted Operating Cash Flow Reconciled to Net Cash Flow from Operating Activities" section of Superior's Annual MD&A.

## **Adjusted EBITDA**

For the purposes of this presentation Adjusted EBITDA represents earnings before taxes, depreciation, amortization, finance expense, and certain other non-cash expenses and transaction and other costs deemed to be non-recurring, and is used by Superior to assess its consolidated results and ability to service debt. The EBITDA of Superior's operating segments may be referred to as EBITDA from operations. Please see the "Reconciliation of Net Earnings before Income Taxes to Adjusted EBITDA" section of Superior's Annual MD&A.

## **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 presentation, 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. Please see the "Reconciliation of Divisional Segmented Revenue, Cost of Sales and Cash Operating and Administrative Costs" section of Superior's Annual MD&A.

Pre-IFRS 16 EBITDA from Operations represents the definition above excluding the impact of IFRS 16.

## **Total Debt to Adjusted EBITDA Leverage Ratio and Pro Forma Adjusted EBITDA**

Adjusted EBITDA for the Total Debt to Adjusted EBITDA leverage ratio is defined as Adjusted EBITDA calculated on a 12-month trailing basis giving pro forma effect to acquisitions and dispositions adjusted to the first day of the calculation period ("Pro Forma Adjusted EBITDA"). Pro Forma Adjusted EBITDA is used by Superior to calculate its Total Debt to Adjusted EBITDA leverage ratio.

To calculate the Total Debt to Adjusted EBITDA leverage ratio divide the sum of borrowings before deferred financing fees and lease liabilities by Pro Forma Adjusted EBITDA. Total Debt to Adjusted EBITDA leverage ratio is used by Superior and investors to assess its ability to service debt.

## **Net Debt to Pro Forma Adjusted EBITDA leverage ratio**

Adjusted EBITDA for the Net Debt to Pro Forma Adjusted EBITDA leverage ratio is defined as Adjusted EBITDA calculated on a 12-month trailing basis giving pro forma effect to acquisitions and dispositions adjusted to the first day of the calculation period ("Pro Forma Adjusted EBITDA"). Pro Forma Adjusted EBITDA is used by Superior to calculate its Net Debt to Pro Forma Adjusted EBITDA leverage ratio.

Total Debt is the sum of borrowings before deferred financing fees and lease liabilities and Net Debt is Total Debt minus cash and cash equivalents. To calculate the Net Debt to Pro Forma Adjusted EBITDA leverage ratio divide Net Debt by Pro Forma Adjusted EBITDA.

Management believes that Net Debt to Pro Forma Adjusted EBITDA is an important measure to monitor leverage and evaluate the balance sheet.

For additional information with respect to financial measures which have not been identified by GAAP, including reconciliations to the closest comparable GAAP measure, see Superior's Annual MD&A, available on SEDAR at [www.sedar.com](http://www.sedar.com)

# Q&A

