

Annual Information Form

June 7, 2018

Saputo

TABLE OF CONTENTS

	<u>Page</u>
CAUTION REGARDING FORWARD-LOOKING STATEMENTS	4
ITEM 1 – THE COMPANY	5
1.1 INCORPORATION	5
1.2 CORPORATE STRUCTURE	6
ITEM 2 – GENERAL DEVELOPMENT OF THE BUSINESS	6
2.1 OVERVIEW.....	6
2.2 HISTORY (INCLUDING ACQUISITIONS).....	7
ITEM 3 – INDUSTRY OVERVIEW	9
3.1 REGULATORY ENVIRONMENT	9
3.2 MILK SUPPLY	9
3.3 MARKETS.....	10
3.4 INTERNATIONAL TRADE.....	10
3.4.1 Imports	10
3.4.2 Exports.....	10
3.4.3 Trans-Pacific Partnership	11
3.4.4 Comprehensive and Progressive Agreement for Trans-Pacific Partnership	11
3.4.5 North American Free Trade Agreement	11
3.5 PROCESSING AND TRADE	12
ITEM 4 – DESCRIPTION OF THE BUSINESS	13
4.1 OVERVIEW.....	13
4.2 CANADA SECTOR.....	14
4.2.1 Products	14
4.2.2 Production.....	15
4.2.3 Markets	15
4.2.4 Distribution	16
4.2.5 Competition	16
4.2.6 Employee Relations	16
4.3 USA SECTOR	17
4.3.1 Products	17
4.3.2 Production.....	17
4.3.3 Markets	17
4.3.4 Distribution	18
4.3.5 Competition	18
4.3.6 Employee Relations	18
4.4 INTERNATIONAL SECTOR.....	19
4.4.1 Products	19
4.4.2 Production.....	19
4.4.3 Markets	19
4.4.4 Distribution	20
4.4.5 Competition	20
4.4.6 Employee Relations	20
4.4.7 Murray Goulburn Business.....	21

4.5	CAPITAL EXPENDITURES	21
4.6	ENVIRONMENT.....	22
4.7	INTELLECTUAL PROPERTY	24
4.8	RISKS AND UNCERTAINTIES	24
ITEM 5 – DIVIDEND POLICY		24
ITEM 6 – CAPITAL STRUCTURE AND MARKET FOR SECURITIES.....		24
6.1.1	Share Capital Description	24
6.1.2	Share Trading Price and Volume.....	25
6.2	MEDIUM TERM NOTES	25
6.3	CREDIT RATINGS.....	26
ITEM 7 – DIRECTORS AND OFFICERS.....		28
7.1	DIRECTORS.....	28
7.2	EXECUTIVE OFFICERS	30
ITEM 8 – LEGAL PROCEEDINGS		30
ITEM 9 – INTEREST OF MANAGEMENT AND OTHERS IN TRANSACTIONS.....		31
ITEM 10 – EXPERTS.....		31
ITEM 11 – TRANSFER AGENT AND REGISTRAR.....		31
ITEM 12 – MATERIAL CONTRACTS.....		31
ITEM 13 – AUDIT COMMITTEE INFORMATION.....		32
13.1	AUDIT COMMITTEE’S CHARTER	32
13.2	COMPOSITION AND RELEVANT EDUCATION AND EXPERIENCE.....	32
13.3	POLICIES AND PROCEDURES REGARDING THE SERVICES RENDERED BY THE EXTERNAL AUDITORS	33
13.4	EXTERNAL AUDITORS’ FEES (BY CATEGORY).....	33
ITEM 14 – ADDITIONAL INFORMATION		34
APPENDIX “A” – AUDIT COMMITTEE MANDATE.....		35

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

This Annual Information Form contains forward-looking statements within the meaning of applicable securities laws. These statements are based, among other things, on Saputo's assumptions, expectations, estimates, objectives, plans and intentions as of the date hereof regarding projected revenues and expenses, the economic, industry, competitive and regulatory environments in which the Company operates or which could affect its activities, its ability to attract and retain customers and consumers, as well as the availability and cost of milk and other raw materials and energy supplies, its operating costs and the pricing of its finished products on the various markets in which it carries on business.

These forward-looking statements include, among others, statements with respect to the Company's short and medium-term objectives, outlook, business projects and strategies to achieve those objectives, as well as statements with respect to the Company's beliefs, plans, objectives and expectations. The words "may", "should", "will", "would", "believe", "plan", "expect", "intend", "anticipate", "estimate", "foresee", "objective", "continue", "propose" or "target", or the negative of these terms or variations of them, the use of conditional or future tense or words and expressions of similar nature, are intended to identify forward-looking statements.

By their nature, forward-looking statements are subject to a number of inherent risks and uncertainties. Actual results could differ materially from the conclusion, forecast or projection stated in such forward-looking statements. As a result, the Company cannot guarantee that any forward-looking statements will materialize. Assumptions, expectations and estimates made in the preparation of forward-looking statements and risks that could cause actual results to differ materially from current expectations are discussed in the Company's materials filed with the Canadian securities regulatory authorities from time to time, including the "Risks and Uncertainties" section of the Management's Discussion and Analysis included in the Company's 2018 Annual Report.

Forward-looking statements are based on Management's current estimates, expectations and assumptions, which Management believes are reasonable as of the date hereof, and, accordingly, are subject to changes after such date. You should not place undue importance on forward-looking statements and should not rely upon this information as of any other date.

To the extent any forward-looking statement in this document constitutes financial outlook, within the meaning of applicable securities laws, such information is intended to provide shareholders with information regarding the Company, including its assessment of future financial plans, and may not be appropriate for other purposes. Financial outlook, as with forward-looking information generally, is based on current estimates, expectations and assumptions and is subject to inherent risks and uncertainties and other factors.

Except as required under applicable securities legislation, Saputo does not undertake to update or revise these forward-looking statements, whether written or verbal, that may be made from time to time by itself or on its behalf, whether as a result of new information, future events or otherwise.

ITEM 1 – THE COMPANY

1.1 INCORPORATION

Saputo Inc. was constituted by a Certificate of Amalgamation issued pursuant to the provisions of the *Canada Business Corporations Act* on July 1, 1992, which was amended on August 25, 1997, in order to, among other things, change the provisions attached to its authorized share capital. The Certificate was further amended on August 3, 2000 to, among other things, enable the directors to appoint additional directors between shareholders' meetings and on August 1, 2017 to delete the preferred shares from the share capital of the Company. The head and registered office and principal place of business of the Company is located at 6869 Métropolitain Boulevard East, Montréal, Québec, H1P 1X8.

In this Annual Information Form, unless the context otherwise requires or indicates, the terms “**Saputo**” and “**Company**” mean Saputo Inc. itself or together with its subsidiaries and/or other entities under its direct or indirect control (collectively the “**Subsidiaries**”), or any one or more of them.

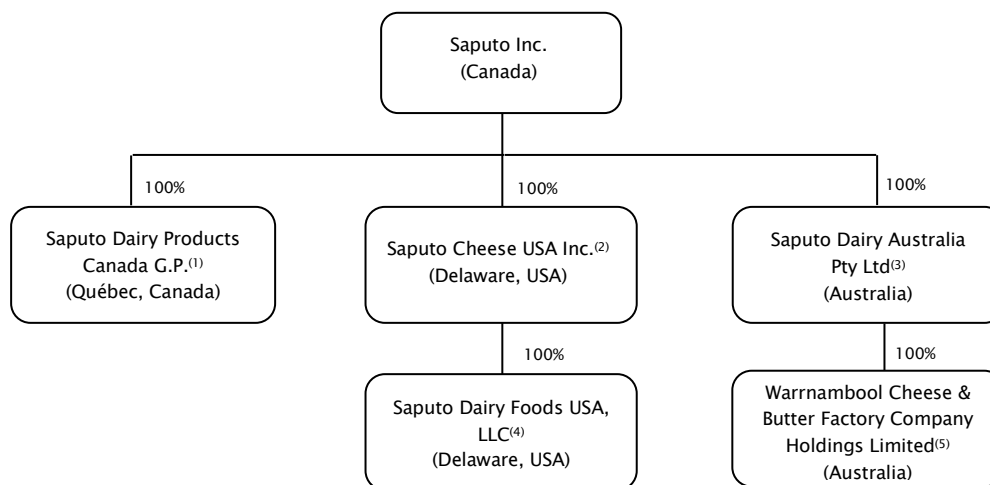
On November 30, 2001, December 21, 2007 and September 29, 2014, Saputo paid a 100% stock dividend on its common shares (the “**Common Shares**”), which, in each case, had the same effect as a two-for-one stock split (the “**Stock Splits**”) and doubled the number of Common Shares outstanding. All references to numbers of Common Shares, prices of Common Shares and dividends paid per Common Share made herein reflect the Stock Splits. Readers should take into consideration the effect of the Stock Splits when consulting the Company's public disclosure record for periods prior to the Stock Splits.

In this Annual Information Form, all references to “\$” or “CDN dollars” are to Canadian currency and all references to “US\$” are to United States currency.

The information in this Annual Information Form is being presented as of May 29, 2018, except for financial information, which is given for the fiscal year ended March 31, 2018, and for the information relating to employees, which is presented as of March 31, 2018. Except as otherwise specified, the information in this Annual Information Form does not include the activities of Murray Goulburn Co-Operative Co. Limited (“**MG**”) acquired by the Company on May 1, 2018 (the “**MG Acquisition**”).

1.2 CORPORATE STRUCTURE

The following organizational chart illustrates the corporate structure of Saputo and its significant Subsidiaries, and their respective jurisdictions of incorporation. For simplification purposes, this chart omits certain wholly-owned Subsidiaries.



- (1) Production, sale and distribution of dairy products, namely a variety of cheese, fluid milk, cream products, dairy ingredients, yogurt, sour cream, cottage cheese, soft serve dairy mixes and other food products.
- (2) Production, sale and distribution of dairy products, namely cheese and dairy ingredients.
- (3) Production, sale and distribution of dairy foods, including fluid milk, milk powder, cheese, butter and dairy beverages, as well as a range of dairy ingredient and nutritional products, such as infant formula. On May 1, 2018, Saputo Dairy Australia Pty Ltd acquired the activities of MG.
- (4) Production, sale and distribution of dairy and non-dairy extended shelf-life products, including cream and creamers, ice cream mixes, half and half and value-added milks, as well as cultured products, such as sour cream and cottage cheese.
- (5) Production, sale and distribution of dairy products, namely cheese, butter and butter blends, fluid milk, cream and dairy ingredients.

ITEM 2 – GENERAL DEVELOPMENT OF THE BUSINESS

2.1 OVERVIEW

Saputo is one of the top ten dairy processors in the world, the largest cheese manufacturer and the leading fluid milk and cream processor in Canada, the top dairy processor in Australia and the second largest in Argentina. In the USA, Saputo ranks among the top three cheese producers and is one of the largest producers of extended shelf-life and cultured dairy products.

During fiscal 2018, the Company operated its business through three sectors, the Canada Sector, the USA Sector and the International Sector, which represented, respectively, 35.3%, 53.1% and 11.6% of the Company's total revenues.

The Company operates 59 manufacturing facilities (including 8 operating manufacturing facilities acquired through the MG Acquisition completed on May 1, 2018) and, as at March 31, 2018, employed approximately 13,200 employees (approximately 15,000 employees including MG's employees as at May 1, 2018) and sells its products in more than 40 countries.

2.2 HISTORY (INCLUDING ACQUISITIONS)

Unless otherwise specified in this section, the acquisitions completed by Saputo, which are listed below, were completed on a debt-free basis.

Mr. Emanuele (Lino) Saputo founded the Company with his parents in 1954, producing quality cheese for the Italian community of Montréal.

Between 1970 and 1997, Saputo acquired several production operations and food distributors, and developed its national distribution network, positioning itself in Canada as a leading producer of mozzarella.

On October 15, 1997, the Company completed its initial public offering of 75,764,000 Common Shares at \$2.125 per share.

The following table presents acquisitions completed by Saputo since its initial public offering. These acquisitions, which were in line with the Company's commitment to growth, contributed to making Saputo an important international dairy processor.

Historical Acquisitions Completed by Saputo					
Acquisition Dates	Acquired Companies	Acquired Activities	Countries of Operations	Acquisition Price (Approximation)	Annual Revenues (Approximation)
October 15, 1997 to March 31, 2013	Various companies (21)	Manufacturing, selling and distribution of dairy products (cheese, fluid milk, dairy beverages, cream products and ingredients), dairy and non-dairy extended shelf life products, juices and drinks and snack-cakes. ⁽²⁾	Canada, USA, Argentina and Europe ⁽¹⁾	\$4.23 billion	\$7.2 billion
January 21, 2014	Warrnambool Cheese & Butter Factory Company Holdings Limited	Manufacturing, selling and distribution of cheese, butter and butter blends, milk, cream and dairy ingredients.	Australia	\$534 million ⁽³⁾	\$550 million
April 14, 2014	Fluid milk activities of Scotsburn Co-Operative Services Limited	Manufacturing, selling and distribution of mostly fluid milk and cream products in Atlantic Canada.	Canada	\$61 million	\$160 million

Historical Acquisitions Completed by Saputo					
Acquisition Dates	Acquired Companies	Acquired Activities	Countries of Operations	Acquisition Price (Approximation)	Annual Revenues (Approximation)
May 25, 2015	Everyday cheese business of Lion-Dairy & Drinks Pty Ltd	Cutting and wrapping, distribution, sales and marketing of everyday cheese (such as cheddar and parmesan).	Australia	\$134 million	\$156 million
October 5, 2015	Companies forming Woolwich Dairy	Manufacturing, selling and distribution of goat cheese.	Canada and USA	\$80 million	\$70 million
September 29, 2017	Extended shelf-life dairy product activities of Southeast Milk, Inc.	Manufacturing, selling and distribution of extended shelf-life dairy products.	USA	\$64 million	\$59 million
December 12, 2017	Betin, Inc., doing business as Montchevre	Manufacturing, marketing and distribution of goat cheese.	USA	\$341 million	\$150 million
May 1, 2018	Business of Murray Goulburn Co-Operative Co. Limited ⁽⁴⁾	Manufacturing, selling and distribution of dairy foods, including fluid milk, milk powder, cheese, butter and dairy beverages, as well as a range of dairy ingredient and nutritional products, such as infant formula.	Australia	\$1.29 billion	\$2.5 billion

- (1) The Company ceased carrying on its European activities in fiscal 2014.
- (2) The Company sold its Bakery Division in fiscal 2015.
- (3) The Company acquired 87.92% of the issued shares of Warrnambool for \$450 million on January 21, 2014. Following a takeover bid announced on January 30, 2017 and subsequent to a compulsory acquisition process, the Company acquired all remaining shares of Warrnambool on March 31, 2017 for approximately \$84 million.
- (4) For further details on the business of MG, see section entitled "Murray Goulburn Business".

ITEM 3 – INDUSTRY OVERVIEW

3.1 REGULATORY ENVIRONMENT

The Company's production facilities are subject to laws and regulations at various government levels, including federal, state/provincial and municipal. These laws and regulations relate to the whole spectrum of food and beverage production, starting from reception of raw materials and ingredients to finished products, and cover matters such as product safety, quality, processing, content, composition, labelling, packaging and storage. They also cover matters relating to product logistics and distribution in respect of products manufactured by the Company and products manufactured by third parties that are handled by the Company. The Company also adheres to generally accepted norms and standards within the dairy processing industry. The Company's production facilities are subject to plant inspections by government authorities in order to ensure compliance with applicable laws and regulations.

3.2 MILK SUPPLY

In Canada, the dairy industry operates under a national milk supply management system. The objective of this system is to ensure that the overall supply of dairy products to the Canadian market is sufficient to meet consumer demand. This objective is met by regulating domestic milk production used for manufacturing dairy products in Canada.

Canadian milk production is allocated to processors based on provincial allocation rules for fluid milk products (*i.e.*, milk used to manufacture fluid milk products, such as table milk or cream intended for consumption in fluid forms) and industrial milk products (*i.e.*, milk used to manufacture all other dairy products, known as industrial dairy products, such as cheese, butter, ice cream and yogurt). Fluid milk is available to processors "on demand", such that, subject to available supply, processors are free to order as much milk as they need to meet their fluid milk product requirements. The volume of industrial milk available for processing industrial dairy products is generally restricted in its growth. Notwithstanding the ongoing review of industrial milk allocation policies by the Canadian Dairy Commission and the various provincial milk marketing boards, Management believes that the risk of a processor losing a significant part of its currently available industrial milk allocation remains low. The price paid by processors for milk in Canada is regulated and depends on the class of dairy products manufactured.

In the USA, milk pricing involves a wide variety of regulations based on public policy decisions. Some of these regulations include milk price supports, federal milk marketing orders, import restrictions, domestic and international food aid programs and state-level milk marketing programs. Generally, milk pricing is regulated by milk marketing orders under federal jurisdiction, with the largest exception being California, which operates and regulates its own marketing order. In most cases, milk marketed to processors within the USA is priced according to its use based on a class pricing structure. Under federal jurisdiction, minimum milk prices are set monthly by milk marketing orders based on product price formulas. Price data used in the federal formulas takes into account the wholesale prices of cheese, butter, dry whey and non-fat dry milk. This data is collected through surveys conducted by the Agricultural Marketing Service of the United States Department of Agriculture. In California, the California Department of Food and Agriculture monitors prices on the Chicago Mercantile Exchange for butter and cheese and uses the California Weighted Average Price for non-fat dry milk and the average price from the Dairy Market News Western Dry Whey (Mostly) for whey, for the purpose of setting the minimum milk price to be paid

by California processors, based on a class pricing structure reflecting milk usage. In early May 2018, the farmers of California were asked to vote on whether or not they wanted to join the USDA Federal Milk Marketing Order. The result of this vote is expected to be published by the USDA within 30 days of its vote's conclusion, which was on May 5, 2018.

USA dairy processing plants are not limited in terms of the quantity of milk they can receive and are free to negotiate their milk supply with whomever they choose. Independent processors usually negotiate with local cooperatives or they may procure milk directly from individual farms. Processors are charged a price that reflects the current month's milk class price plus a negotiated handling charge.

In Argentina and Australia, milk prices are negotiated between processors and producers. There are no limitations or restrictions as to the volume of milk that is produced and processed, nor is milk sold to processors within Argentina and Australia priced or classified according to its use. Moreover, processors are not limited regarding the volume of milk that they can purchase and are free to negotiate milk supply agreements with whomever they choose. The price of milk in Australia and in Argentina has a strong correlation to the world price of traded dairy products.

3.3 MARKETS

Market forces determine the prices at which the Company sells its products, generally as a result of negotiations between Saputo and its customers. Generally, the pricing of products sold to customers is either fixed or based on trading prices on certain commodities exchanges.

3.4 INTERNATIONAL TRADE

3.4.1 IMPORTS

Under the World Trade Organization (“WTO”) Agreement on Agriculture, Canada and the USA are restricted regarding imports of dairy products. Imports within yearly access commitments are subject to low tariff rates, while imports over yearly access commitments are subject to prohibitively high tariff rates. Neither Argentina nor Australia is subject to similar import restrictions on foreign manufactured dairy products. In October 2016, the Canadian Government signed the final text of the Comprehensive Economic Trade Agreement (“CETA”) with the European Union (“EU”), which subsequently entered into force on September 21, 2017. Under CETA, access for EU cheeses imported into Canada will increase from approximately 13,500 tonnes to 32,000 tonnes over 6 years.

3.4.2 EXPORTS

Pursuant to the final decision rendered by the WTO in December 2002, which found that Canada's dairy export practices constituted export subsidies, Canada is only permitted to export milk products over its WTO commitments at prices based on Canada's raw milk prices. In addition, as part of the “Nairobi Package”, which was adopted at the WTO's Ministerial Conference in December 2015, the federal government of Canada has agreed to eliminate all subsidized dairy exports by the end of 2020. The Canadian dairy industry has undertaken to adapt the Canadian milk supply management system to ensure that dairy product exports will be permitted to continue beyond December 31, 2020. Neither the USA, Australia nor Argentina impose export restrictions on dairy products destined to international markets.

3.4.3 TRANS-PACIFIC PARTNERSHIP

The Trans-Pacific Partnership (“**TPP**”), which was signed by the Canadian Government on February 4, 2016, ceased to be a factor in the context of trade implications for the Canadian, USA and Australian dairy industries when the United States formally withdrew from the TPP on January 30, 2017.

3.4.4 COMPREHENSIVE AND PROGRESSIVE AGREEMENT FOR TRANS-PACIFIC PARTNERSHIP

On March 8, 2018, Canada, along with 10 other countries, signed the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (“**CPTPP**”). The CPTPP will enter into force 60 days after six signatories have provided notification of completion of ratification procedures. For each subsequent signatory that ratifies the CPTPP, it will enter into force for that signatory 60 days after the date of ratification.

Should Canada ratify the CPTPP, upon its entering into force, new import access will be granted to the Canadian market to the other signatories that ratify the CPTPP for dairy products. However, in such case, the Company will seek to take advantage of export opportunities arising under the CPTPP from countries where the Company is present to other ratifying countries.

3.4.5 NORTH AMERICAN FREE TRADE AGREEMENT

The North American Free Trade Agreement (“**NAFTA**”) came into effect on January 1, 1994, among the governments of Canada, the USA and Mexico. Current negotiations aimed at reaching an agreement on a modernized NAFTA are ongoing. As several significant gaps related to key areas of interest for the various parties persist, it remains unclear whether an agreement can be reached prior to the end of fiscal 2019.

3.5 PROCESSING AND TRADE

The following tables offer a general comparative view of production and export volumes in the countries where Saputo has production facilities.¹

Production ⁽¹⁾				
Volume (x 1 000 metric tonnes)	Canada	USA	Argentina	Australia
Liquid Milk	2,596 ⁽²⁾	22,290	1,675	2,582
Fermented Products	413	2,019 ⁽⁴⁾	433 ⁽⁴⁾	–
Cream	378	623 ⁽⁵⁾	41	–
Butter and Butteroil	93 ⁽³⁾	834 ⁽³⁾	34	79
Cheese	405	5,515	535	318
Whole Milk Powder	–	45	146	60
Skim Milk Powder	103	1,053	37	222

(1) Volumes are indicated for calendar year 2016, except for Australia, which are based on the 12-month period beginning July 2016 and ending June 2017.

(2) Including chocolate milk and eggnog.

(3) Production of butter only.

(4) Production of yogurt only.

(5) Production of sour cream.

Export ⁽¹⁾				
Volume (x 1 000 metric tonnes)	Canada	USA	Argentina	Australia
Liquid Milk	5 ⁽²⁾	64	1	179
Fermented Products	5	30 ⁽⁴⁾	2 ⁽⁴⁾	11
Cream	–	29 ⁽⁵⁾	–	10
Butter and Butteroil	1 ⁽³⁾	31 ⁽³⁾	5	22
Cheese	13	287	50	171
Whole Milk Powder	1	61	110	71
Skim Milk Powder	24	567	26	158

(1) Volumes are indicated for calendar year 2016, except for Australia, which are based on the 12-month period beginning July 2016 and ending June 2017.

(2) Including chocolate milk and eggnog.

(3) Production of butter only.

(4) Production of yogurt only.

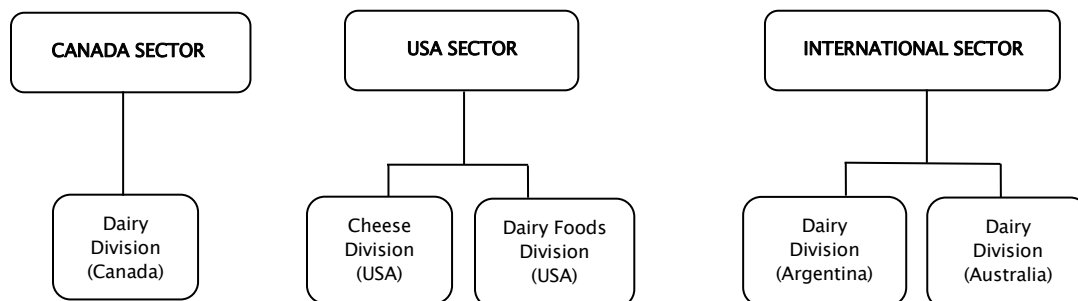
(5) Production of sour cream.

¹ Source: Bulletin of the International Dairy Federation 489/2017.

ITEM 4 – DESCRIPTION OF THE BUSINESS

4.1 OVERVIEW

The Company operates its business through three sectors and five divisions.



The Company operates 59 manufacturing facilities (including 8 operating manufacturing facilities acquired through the MG Acquisition completed on May 1, 2018) and, as at March 31, 2018, employed approximately 13,200 employees (approximately 15,000 employees including MG's employees as at May 1, 2018).

Saputo sells its products under well-known brands, such as *Saputo*, *Alexis de Portneuf*, *Armstrong*, *COON*, *Cracker Barrel*^{*}, *Dairyland*, *DairyStar*, *Devondale*, *Friendship Dairies*, *Friigo Cheese Heads*, *La Paulina*, *Milk2Go/Lait's Go*, *Montchevre*, *Murray Goulburn Ingredients*, *Neilson*, *Nutralait*, *Scotsburn*^{*}, *Stella*, *Sungold*, *Treasure Cave* and *Woolwich Dairy*.

The following table presents the relative importance of the Company's three sectors over the last two fiscal years:

(in millions of CDN dollars)	Revenues by Sector ⁽¹⁾			
	Year ended March 31, 2018		Year ended March 31, 2017	
	Revenues (\$)	% of Total Revenues	Revenues (\$)	% of Total Revenues
Canada Sector	4,069.9	35.3	4,060.2	36.4
USA Sector	6,132.8	53.1	6,003.3	53.8
International Sector	1,339.8	11.6	1,099.1	9.8
Total	11,542.5	100.0	11,162.6	100.0

(1) As of April 1, 2017, the Canada Sector includes national and export revenues of ingredients manufactured in Canada. The USA Sector includes national ingredient revenues, and export ingredient and cheese revenues of products manufactured in the USA. Prior to April 1, 2017, these figures were presented in the Dairy Ingredients Division as part of the International Sector. Accordingly, certain prior year's figures have been reclassified to conform with the current presentation.

^{*} Trademark used under licence.

The following table presents total Company revenues by market segmentation for the last two fiscal years:

Total Company Revenues – Market Segmentation				
(in millions of CDN dollars)				
	Year ended March 31, 2018		Year ended March 31, 2017	
	Revenues (\$)	% of Total Revenues	Revenues (\$)	% of Total Revenues
Retail	5,688.1	49.3	5,618.9	50.3
Foodservice	4,527.5	39.2	4,343.7	38.9
Industrial	1,326.9	11.5	1,200.0	10.8
Total	11,542.5	100.0	11,162.6	100.0

Retail. Saputo sells both its own branded products and products under customer brand names to its retail customers, which include supermarket chains, mass-merchandisers, convenience stores, independent retailers, warehouse clubs and specialty cheese boutiques.

Foodservice. Foodservice customers include broadline distributors, restaurants (corporate restaurant chains, franchisees and individually-owned), hotels and institutions. Saputo provides its foodservice customers with its own branded products and products under customer brand names.

Industrial. Industrial clients include manufacturers and processors who use the Company's products as ingredients in the preparation of other food items, as well as in the preparation of nutritional products.

4.2 CANADA SECTOR

The Canada Sector consists of the Dairy Division (Canada). In fiscal 2018, the Canada Sector represented 35.3% of the Company's total revenues.

4.2.1 PRODUCTS

Through its Dairy Division (Canada), Saputo produces, markets and distributes in Canada a variety of cheeses, including mozzarella and cheddar, specialty cheeses, such as ricotta, provolone, parmesan, goat cheese, feta and havarti, fine cheeses, such as brie and camembert, and other cheeses, including brick, colby, farmer, munster, monterey jack, fresh curd and processed cheeses. Saputo's cheese products are sold under various brand names, such as *Saputo*, *Armstrong*, *Alexis de Portneuf*, *Bari*, *Cheese Heads*, *Chevrai*, *Cogruet*, *DuVillage 1860*, *Kingsey*, *Stella* and *Woolwich Dairy*, as well as under customer brand names. Through the Company's cheese distribution network, Saputo distributes fine imported cheeses to specialty stores, as well as certain dairy and non-dairy products manufactured by third parties. Furthermore, Saputo produces, markets and distributes in Canada and on the international market a number of dairy ingredients, including milk powder, whey powder, lactose and whey protein concentrates.

Saputo also produces, markets and distributes in Canada fluid milk, cream, yogurt, sour cream, cottage cheese, as well as ice cream mixes. Fluid milk is sold under the *Dairyland* brand in

Western Canada, the *Neilson* brand in Ontario, the *Nutrilaït* brand in Québec and the *Baxter* and *Scotsburn** brands in Atlantic Canada. Value-added milk is marketed under the *Trutaste* brand, as well as under the brand names *Milk2Go/Lait's Go*. In addition, within its fluid milk operations, Saputo also produces, markets and distributes certain other dairy and non-dairy products. Other dairy products include butter under the *Dairyland*, *Neilson*, *Saputo*, *Baxter* and *Scotsburn** brand names, flavoured cream under the *Baileys** brand and dips under the *Heluva Good** brand. Non-dairy products include flavoured coffee whitener under the *International Delight** brand.

4.2.2 PRODUCTION

Raw Materials

In Canada, milk represents the primary cost incurred by the Company in the manufacturing of dairy products. Due to the regulated nature of the Canadian dairy industry, Saputo can only source its milk through the milk marketing boards in each province. The Company sources its other raw materials from various suppliers.

Facilities

The Company operates 21 manufacturing facilities located in Canada. The Company owns all of these facilities, with the exception of one facility, and they have an overall excess capacity of 24%.

4.2.3 MARKETS

Saputo is Canada's leading cheese manufacturer with a share of approximately 32% of Canadian natural cheese production. The Company also distributes fine imported cheeses to specialty stores and sells various dairy and non-dairy products manufactured by third parties that are complementary to the sale of its cheeses. The Company is the leading fluid milk and cream processor in Canada, with a share of approximately 37% of Canadian fluid milk and cream production.

* Trademark used under licence.

Clientele

The following table presents, for the Canada Sector, revenues by market segmentation for each of the last two fiscal years:

(in millions of CDN dollars)	Canada Sector – Revenues – Market Segmentation			
	Year ended March 31, 2018		Year ended March 31, 2017	
	Revenues (\$)	% of Total Revenues	Revenues (\$)	% of Total Revenues
Retail	2,514.0	61.8	2,523.7	62.2
Foodservice	1,417.6	34.8	1,393.0	34.3
Industrial	138.3	3.4	143.5	3.5
Total	4,069.9	100.0	4,060.2	100.0

4.2.4 DISTRIBUTION

Product distribution in Canada is made through direct shipments to certain customers, as well as to national and regional third party distributors. Saputo has also developed a nation-wide distribution network for its dairy operations, comprised of 25 distribution centres and warehouses and 754 distribution routes located across Canada.

4.2.5 COMPETITION

The Dairy Division (Canada) competes mainly with multinational and national dairy processors. Saputo has established itself as Canada's largest cheese manufacturer and leading fluid milk and cream processor, with a share of approximately 32% of Canadian natural cheese production and 37% of Canadian fluid milk and cream production.

4.2.6 EMPLOYEE RELATIONS

As at March 31, 2018, the Canada Sector had a total of approximately 5,400 employees, all located in Canada. Approximately 32% of the Canada Sector's workforce is unionized.

The Company does not currently foresee any labour unrest in connection with the renewal of collective agreements expiring in fiscal 2019. All agreements that expired in fiscal 2018 were, or are expected to be, renewed upon satisfactory terms or continue to govern during ongoing negotiations, which are expected to result in satisfactory renewals. The Company has good employee relations in Canada. The loyalty and dedication of its employees are key elements in the Company's performance.

4.3 USA SECTOR

The USA Sector includes the Cheese Division (USA) and the Dairy Foods Division (USA). In fiscal 2018, revenues from the USA Sector represented 53.1% of the Company's total revenues.

4.3.1 PRODUCTS

Through its Cheese Division (USA), Saputo produces, markets and distributes in the USA a variety of cheeses, including a broad line of mozzarella, American-style and specialty cheeses, such as ricotta, provolone, blue, parmesan, goat cheese and romano, which are sold under a variety of the Company's brand names, including *Black Creek*, *Chevrai*, *Dragone*, *Frigo Cheese Heads*, *Gardenia*, *Great Midwest*, *King's Choice*, *Lorraine*, *Lugano*, *Montchevre*, *Organic Creamery*, *Salemville*, *Saputo*, *Stella*, *Treasure Cave* and *Woolwich Dairy* as well as under customer brand names. The Company also converts, markets and sells a broad range of specialty cheeses and, moreover, holds an important portfolio of import licences for specialty cheeses manufactured abroad. As well, Saputo produces, markets and distributes in the USA and on the international market dairy ingredients, including whey powder, whey protein concentrates, lactose and dairy ingredient blends.

Through its Dairy Foods Division (USA), the Company produces, markets and distributes in the USA a variety of dairy and non-dairy extended shelf-life products, including cream and creamers, ice cream mixes, whipping cream, aerosol whipped toppings, iced coffee, half and half and value-added milks, as well as cultured products, such as sour cream and cottage cheese. These products are manufactured under customer brand names, as well as under the Company's own brands, such as *DairyStar* and *Friendship Dairies*.

The product offerings and manufacturing and distribution footprints of the Cheese and Dairy Foods Divisions (USA) are complementary.

4.3.2 PRODUCTION

Raw Materials

In the USA, Saputo sources its milk and cream primarily from cooperatives, mainly through short and long-term supply agreements, as well as directly from farmers and other dairy processors. Milk and cream represent the primary costs incurred by the Company in manufacturing its dairy products. The Company sources its other raw materials from various suppliers.

Facilities

The Company operates 26 manufacturing facilities located in the USA. The Company owns all of these facilities, except for two facilities, and they have an overall excess capacity of 9%.

4.3.3 MARKETS

In the USA, Saputo is among the top three cheese producers with approximately 9% of natural cheese production and among the largest producers of extended shelf-life and cultured dairy products. The Company competes in the USA natural cheese, extended shelf-life and cultured dairy products markets by selling its own branded products and products under customer brand names.

Clientele

The following table presents, for the USA Sector, revenues by market segmentation for each of the last two fiscal years:

(in millions of CDN dollars)	USA Sector – Revenues – Market Segmentation			
	Year ended March 31, 2018		Year ended March 31, 2017	
	Revenues (\$)	% of Total Revenues	Revenues (\$)	% of Total Revenues
Retail	2,685.9	43.8	2,672.4	44.5
Foodservice	2,993.0	48.8	2,883.3	48.0
Industrial	453.9	7.4	447.6	7.5
Total	6,132.8	100.0	6,003.3	100.0

4.3.4 DISTRIBUTION

Sales in the USA are made through direct shipments to certain customers, as well as to national and regional third party distributors.

4.3.5 COMPETITION

In the USA, the Company competes mainly with multinational and national dairy processors. Saputo has established itself in the USA among the top three cheese producers with approximately 9% of natural cheese production and among the largest processors of extended shelf-life and cultured dairy products.

4.3.6 EMPLOYEE RELATIONS

As at March 31, 2018, the Company's USA Sector had approximately 6,100 employees, all located in the USA. Approximately 29% of the USA Sector's workforce is unionized.

The Company does not currently foresee any labour unrest in connection with the renewal of collective agreements expiring in fiscal 2019. All agreements that expired in fiscal 2018 were, or are expected to be, renewed upon satisfactory terms or continue to govern during ongoing negotiations, which are expected to result in satisfactory renewals. The Company has good employee relations in the USA. The loyalty and dedication of its employees are key elements in the Company's performance.

4.4 INTERNATIONAL SECTOR

The International Sector includes the Dairy Division (Argentina) and the Dairy Division (Australia). In fiscal 2018, revenues from the International Sector represented 11.6% of the Company's total revenues. On May 1, 2018, the Company completed the MG Acquisition in Australia. The activities of MG will be included in the Dairy Division (Australia) for fiscal 2019. Reference is made to section 4.4.7 of this Annual Information Form entitled "Murray Goulburn Business" for information on the activities of MG.

4.4.1 PRODUCTS

Through its Dairy Division (Argentina), Saputo produces, markets and distributes in Argentina and on the international market a variety of cheeses, as well as butter and cream. These products are sold under recognized brand names, such as *La Paulina*, *Molfino*, *Saputo*, *Stella* and *Ricrem*. The Company also produces, markets and distributes dairy ingredients, including milk powder, casein and whey protein.

Through its Dairy Division (Australia), Saputo produces, markets and distributes in Australia and on the international market a variety of cheeses, butter and butter blends, milk and cream. These products are sold under various brand names, such as *COON*, *Cracker Barrel**, *Fred Walker*, *Mil Le!*, *Warrnambool*, *Sungold* and *Great Ocean Road*. The Company also produces, markets and distributes dairy ingredients, including milk powder, whey protein concentrates and lactoferrin.

4.4.2 PRODUCTION

Raw Materials

In Argentina and Australia, Saputo principally sources its milk requirements directly from producers. The Dairy Division (Argentina) and the Dairy Division (Australia) source their other raw materials from various suppliers.

Facilities

The Company operates, through its International Sector, four owned manufacturing facilities, which have an overall excess capacity of 22%.

4.4.3 MARKETS

Saputo is the second largest dairy processor in Argentina, processing approximately 11% of the entire milk production. The sale of products manufactured by the Dairy Division (Argentina) is well balanced between the national and international markets.

With the MG Acquisition, the Company is the top dairy processor in Australia, processing approximately 27% of the entire milk production. The sale of products manufactured by the Dairy Division (Australia) is well balanced between the national and international markets.

* Trademark used under licence.

Clientele

The following table presents, for the International Sector, revenues by market segmentation for each of the last two fiscal years:

(in millions of CDN dollars)	International Sector – Revenues – Market Segmentation			
	Year ended March 31, 2018		Year ended March 31, 2017	
	Revenues (\$)	% of Total Revenues	Revenues (\$)	% of Total Revenues
Retail	488.2	36.5	422.8	38.5
Foodservice	116.9	8.7	67.4	6.1
Industrial	734.7	54.8	608.9	55.4
Total	1,339.8	100.0	1,099.1	100.0

4.4.4 DISTRIBUTION

In the countries where the Company has manufacturing facilities, Saputo distributes its products through third party distributors and by direct shipment to certain customers. With regard to the international market, the Company distributes its products by arranging for delivery to a port of entry using third party carriers and, in certain cases, using the services of third party distributors located within the international market.

4.4.5 COMPETITION

The Company competes mainly with multinational and national dairy processors. The Company has established itself as the second largest dairy processor in Argentina, processing approximately 11% of the entire milk production, and, with the MG Acquisition, the top dairy processor in Australia, processing approximately 27% of the entire milk production.

4.4.6 EMPLOYEE RELATIONS

As at March 31, 2018, the Company's International Sector had approximately 1,700 employees, of which approximately 1,000 were located in Argentina and 700 in Australia. Approximately 72% of the International Sector's workforce is unionized.

The Company does not currently foresee any labour unrest in connection with the renewal of collective agreements expiring in fiscal 2019. All agreements that expired in fiscal 2018 were, or are expected to be, renewed upon satisfactory terms or continue to govern during ongoing negotiations, which are expected to result in satisfactory renewals. The Company has good employee relations. The loyalty and dedication of its employees are key elements in the Company's performance.

4.4.7 MURRAY GOULBURN BUSINESS

On May 1, 2018, the Company completed the MG Acquisition in Australia. The purchase price for the transaction was \$1.29 billion (A\$1.31 billion) on a debt-free basis, and was financed through a non-revolving term facility in the aggregate amount of \$1.289 billion. For the trailing twelve-month period ended on December 31, 2017, MG had revenues of \$2.42 billion (A\$2.43 billion). Since the transaction is a significant acquisition for which disclosure is required under Part 8 of National Instrument 51-102 *Continuous Disclosure Obligations*, a Business Acquisition Report (Form 51-102F4) will be filed by the Company. In order to obtain clearance from the competition regulatory authorities in Australia for the MG Acquisition, Saputo has committed to sell one facility in Koroit (the “**Koroit Plant**”), in the south West region of Victoria.

MG produces a full range of dairy foods, including fluid milk, milk powder, cheese, butter and dairy beverages, as well as a range of dairy ingredient and nutritional products, such as infant formula. These products are sold under recognized brand names, such as *Devondale*, *Liddells* and *Murray Goulburn Ingredients*, as well as under customer brand names. MG’s sales are mainly in the retail and foodservice market segments and are balanced between the national and international markets. MG competes mainly with multinational and national dairy processors.

MG sources its milk requirements directly from producers and its other raw materials from various suppliers. Taking into account the divestment of the Koroit Plant, MG operates 8 manufacturing facilities. All manufacturing facilities provide additional manufacturing capacity and capabilities to support the Company’s growth. MG has approximately 1,900 employees, taking into account the divestment of the Koroit Plant, and some of its workforce is unionized.

The MG Acquisition will add to and complement the activities of the Company’s Dairy Division (Australia). By acquiring a well established industry player, the Company reinforces its commitment to strengthen its presence in the Australian market. Saputo intends to continue to invest in its existing Australian platform and contribute to the ongoing development of its domestic and international business.

4.5 CAPITAL EXPENDITURES

In fiscal 2018, the Company spent approximately \$344 million in property, plant and equipment, which includes an amount of \$66 million for equipment and intangibles related to its enterprise resource planning (“ERP”) system, and its depreciation and amortization expense totalled \$226 million. In fiscal 2019, the Company expects to incur approximately \$311 million in depreciation and amortization expense.

The Company tends to spend base amounts of capital expenditures to a level which is equivalent to its depreciation and amortization expense, without considering capital expenditure amounts for strategic projects, such as plant capacity increases, capital expenditures necessary to build new infrastructure or for rationalization programs, or the Company’s ERP initiative.

The Company has a three-year capital expenditure plan which started in fiscal 2018 and pursuant to which the Company plans to allocate capital expenditure amounts for strategic projects of approximately \$150 million over the three-year period in excess of its depreciation and amortization expense, without taking into account capital expenditures for operations related to new acquisitions. These strategic projects will allow the Company to maintain its focus on modernizing its equipment and processes mainly in targeted facilities in Canada and in the USA,

and in order to pursue organic growth, continue to meet demand and increase efficiency.

The following table sets out the capital expenditures the Company expects to incur in fiscal 2019 and 2020.

Capital Expenditures in Property, Plant and Equipment	Fiscal 2019	Fiscal 2020
Base capital expenditures	244 million	212 million
Strategic projects ⁽¹⁾⁽²⁾	67 million	171 million
Sub-total	311 million	383 million
Capital expenditures related to the ERP system ⁽³⁾	55 million	22 million
Total	366 million	405 million

(1) Amounts are net from the proceeds of the sale of a facility in Canada expected to be completed during fiscal 2019.

(2) During fiscal 2019, the Company will assess the need for capital expenditures for MG's strategic projects.

(3) The five-year project regarding planning, designing and implementing the ERP system started in fiscal 2016. Since the beginning of the ERP initiative, the Company spent approximately \$196 million in capital expenditures related to such project.

4.6 ENVIRONMENT

The Company has an environmental policy directed towards minimizing the environmental impact of all its activities, which promotes environmental awareness among employees and affirms the Company's commitment to pursue environmentally responsible business practices and seek continuous improvement in its environmental performance. The Company defines, reviews and updates its environmental objectives in order for its operations to be managed in compliance with applicable environmental laws and regulations, taking into consideration sound management. Among other measures to achieve its commitment under the policy, the Company provides training to employees in their environmental responsibilities, conducts regular environmental audits to confirm that the operations are managed in compliance with applicable environmental laws and regulations, the policy's objectives and principles of sound management, and adopts and applies programs and procedures which minimize the consequences of emergency events. Within each of its operating divisions, the Company has employees responsible for environmental matters and the application of the environmental policy.

The Company's environmental committee, which includes the Chief Executive Officer, the President and Chief Operating Officer, Saputo Inc. and Dairy Division (Australia), the President of each operating division and the senior manager in each division responsible for environmental matters, is responsible for overseeing the application of the environmental policy. The environmental committee meets quarterly to discuss the environmental condition of all Company facilities, the required action plans and the status of ongoing projects. Regular reporting is made to the Audit Committee, which is responsible for risk management. The Chair of the environmental committee also meets annually with the Audit Committee to review the application of the environmental policy and the environmental performance of the Company's activities. Reference is made to Appendix A hereto for the Audit Committee's Mandate.

The Company's global operations are subject to various federal, provincial, state, municipal and local laws and regulations relating to environmental protection. Its facilities generally operate under wastewater discharge permits issued under these laws and regulations or have entered into wastewater discharge agreements with local municipalities. Compliance with these laws,

regulations, permits and agreements require the Company to incur expenses and to monitor its operations on an ongoing basis. The Company believes that its operations are in compliance in all material respects with the requirements of its permits and agreements, and with currently applicable environmental laws and regulations, except as discussed below. It is the Company's intention to comply with all applicable environmental laws and regulations, including all permit requirements and agreements with municipalities.

Exceedances in wastewater generated by some Company facilities over the limits prescribed in applicable laws, wastewater discharge permits or agreements with municipalities have been registered in the past and in some recent samplings, as well as isolated accidental cases of unauthorized discharges. At such facilities, the Company has been implementing various measures to reduce wastewater at source and, at certain locations, has upgraded or is upgrading equipment to achieve compliance and prevent future incidents.

Through past acquisitions, the Company inherited historical contamination at some facilities. Most of these sites had been contaminated by former petroleum storage tanks. At each of these sites, the Company is either implementing proper remediation measures, overseeing their implementation by the responsible party or proceeding with additional investigations to determine if further action is required. In some cases, with the consent of governmental authorities, the Company continues to monitor the situation to confirm that no further action is required. The Company does not expect that major expenditures will be required to deal with the contamination at these facilities.

The Company stays apprised of new climate change legislation, has appropriate monitoring plans in place where required, and complies with the registration or reporting requirements currently applicable to some of its facilities. One of the Company's California facilities is currently subject to greenhouse gas emission reduction requirements, and holds all emission allowances, credits or units necessary to comply with the requirements for the 2018 calendar year.

Environment is one of the seven pillars of the Saputo Promise, a commitment made by the Company to demonstrate good corporate citizenship and to live up to the values on which it was founded in 1954. Please refer to the Company's website at www.saputo.com for more information on the Saputo Promise.

During fiscal 2018, the Company spent approximately \$16.2 million to comply with existing environmental laws and regulations and improve plant efficiencies to reduce noise and air emissions and wastewater discharge, to update or remove underground storage tanks, to address contamination issues and to improve wastewater treatment systems at a number of its facilities, and spent less than \$100,000 in costs associated with obligations related to closed facilities. All amounts spent during fiscal 2018 are reflected in the Company's Consolidated Financial Statements included in the 2018 Annual Report. For fiscal 2019, Management estimates similar types of expenditures at approximately \$17.3 million and less than \$100,000, respectively, not taking into consideration the expenditures related to the activities of MG described below. Management believes that compliance with currently applicable environmental protection requirements will not have a material effect on the Company's earnings or competitive position during fiscal 2019.

On May 1, 2018, the Company completed the MG Acquisition. As part of MG's activities, soil and groundwater contamination and environmental compliance issues relating notably to wastewater discharges and to air, noise and odour emissions were identified at different facilities which could require material expenditures to address. The Company continues to assess such issues, the

necessary response actions and estimated costs, and has allocated an amount of up to \$20 million in its budget for fiscal 2019 for expenditures relating to such issues.

4.7 INTELLECTUAL PROPERTY

As the Company is involved in the production, sale and distribution of food products, it relies on brand recognition and loyalty from its clientele, in addition to relying on the quality of its products. The Company focuses on certain established brands and believes that its trademarks are recognized by consumers for quality and reliability. Also, as innovation forms part of Saputo's growth strategy, new technologies, products and process optimization methods have been developed by the Company's research and development teams in recent years. The protection of these assets may include patenting certain technologies when appropriate. Hence, Saputo takes, and intends to continue taking, appropriate measures to protect, maintain and enforce its intellectual property.

4.8 RISKS AND UNCERTAINTIES

The risks and uncertainties related to Saputo's operations are disclosed in the Company's Management's Discussion and Analysis contained in the 2018 Annual Report, under the heading "Risks and Uncertainties", and incorporated herein by reference. The Management's Discussion and Analysis may be found on the Company's website at www.saputo.com or on SEDAR at www.sedar.com. A copy may also be obtained upon request to the Secretary of the Company, at its head office, 6869 Métropolitain Boulevard East, Montréal, Québec, H1P 1X8, Telephone: 514-328-6662.

ITEM 5 - DIVIDEND POLICY

Saputo has a policy of declaring quarterly cash dividends on the Common Shares. The Company's dividend policy is reviewed from time to time, but at least once annually, by the Board of Directors and depends on Saputo's financial condition, financial performance, capital requirements and such other factors as the Board of Directors, in its sole discretion, deems relevant.

In fiscal 2016, 2017 and 2018, Saputo declared, respectively, yearly dividends on the Common Shares of \$0.54, \$0.60 and \$0.64 per share. In fiscal 2018, the Company's dividend policy was reviewed by the Board of Directors and the quarterly dividend of \$0.15 per share, representing a yearly dividend of \$0.60 per share, was increased on August 1, 2017, to \$0.16 per share, representing a 6.7% increase compared to fiscal 2017 and an yearly dividend of \$0.64 per share.

ITEM 6 - CAPITAL STRUCTURE AND MARKET FOR SECURITIES

6.1 SHARE CAPITAL

6.1.1 SHARE CAPITAL DESCRIPTION

The articles of the Company provide that its authorized share capital shall be composed of an unlimited number of Common Shares, without nominal or par value. As of the close of business on May 29, 2018, 387,697,959 Common Shares were issued and outstanding.

The following is a summary of the material provisions which are attached to the Common Shares and is qualified by reference to the full text of the rights, privileges, restrictions and conditions of such shares, which may be found on SEDAR at www.sedar.com.

Voting

Each Common Share entitles its holder to receive notice of and to attend all general and special meetings of shareholders of Saputo, and each such Common Share entitles its holder to one vote.

Dividends

The holders of Common Shares are, at the discretion of the Board of Directors, entitled to receive, out of any amounts properly applicable to the payment of dividends, any dividends declared and payable by Saputo on the Common Shares.

Dissolution

The holders of Common Shares shall be entitled to share equally in any distribution of the assets of Saputo upon the liquidation, dissolution or winding-up of Saputo or other distribution of its assets among its shareholders.

6.1.2 SHARE TRADING PRICE AND VOLUME

The Common Shares of Saputo are listed on the Toronto Stock Exchange under the stock market symbol "SAP". The following table outlines the price range and trading volume of the Common Shares for each month of the last fiscal year:

Price Range and Trading Volume of the Common Shares			
Month	High (\$)	Low (\$)	Volume
April 2017	47.21	43.00	7,723,721
May 2017	45.40	43.08	16,000,761
June 2017	45.41	40.61	20,484,352
July 2017	42.48	39.74	9,207,394
August 2017	44.59	41.33	10,834,054
September 2017	44.12	42.04	10,906,907
October 2017	47.59	42.56	9,669,658
November 2017	47.12	43.34	7,596,867
December 2017	46.32	43.05	6,242,054
January 2018	45.09	41.97	8,210,562
February 2018	41.95	39.67	9,132,629
March 2018	41.81	39.74	7,573,941

6.2 MEDIUM TERM NOTES

Since November 14, 2014, the Company has a medium term note program (the "MTN Program") under which unsecured medium term notes (the "MTNs") can be distributed to the public. The MTNs

rank equally and *pari passu* with all other existing and future unsecured and unsubordinated indebtedness of the Company.

On December 6, 2016, the Company renewed its MTN Program and filed a short form base shelf prospectus qualifying an offering of MTNs for distribution to the public over a 25-month period.

During fiscal 2018, the Company completed the offering of one series of MTNs, which is detailed in the following table:

Security	Series 4 Notes
Size of Offering	\$300,000,000
Original Issue Date	June 12, 2017
Maturity Date	June 13, 2022
Coupon Rate	1.939%
Issue Price	\$1,000 per \$1,000 principal amount
Application of Proceeds	Repayment of outstanding indebtedness.

As at May 29, 2018, \$1.2 billion was outstanding under the MTN Program.

In connection with its MTN Program and the issuance of the MTNs, the Company obtained credit ratings. See "Credit Ratings".

6.3 CREDIT RATINGS

In the third quarter of fiscal 2018, DBRS Limited ("**DBRS**") and Moody's Canada Inc. ("**Moody's**") reaffirmed the Company's rating and outlook.

As at March 31, 2018, the credit ratings of the Company were as follows:

	DBRS		Moody's	
	Rating	Trend	Rating	Outlook
Issuer Credit Rating	A (low)	Stable	-	
MTN Program/Notes	A (low)	Stable	A3	Stable

The above-noted ratings are in effect at the end of the last fiscal year and are given the following credit characteristics by the rating agencies, which is based on information made available to the public by the rating agencies.

DBRS

- DBRS has 10 issuer rating categories and long-term debt rating categories, each ranging from AAA to D and uses the designation "(high)" and "(low)" in all rating categories other than AAA and D to show the relative standing of a rating within a category. The absence of either a "(high)" or "(low)" designation indicates the rating is in the middle of the category.

- The A (low) issuer credit rating assigned to the Company by DBRS indicates that the Company ranks in the third highest of DBRS's ten rating categories. Issuers which are rated in the A category by DBRS are considered to be of good credit quality and the capacity for the payment of their financial obligations is substantial, but is of lesser credit quality than AA. In addition, issuers in the A rating category may be vulnerable to future events, but qualifying negative factors are considered manageable. Issuer ratings assigned by DBRS address the overall credit strength of the issuer, are based on the entity itself and do not include consideration for security or ranking.
- The A (low) credit rating assigned by DBRS to the notes issued by the Company indicates that the notes rank in the third highest of DBRS's ten rating categories. Debt instruments which are rated in the A category by DBRS are considered to be of good credit quality and the capacity for the payment of financial obligations is substantial, but is of lesser credit quality than AA. In addition, debt instruments in the A rating category may be vulnerable to future events, but qualifying negative factors are considered manageable.
- DBRS uses "rating trends" for its ratings in the corporate sector. Rating trends provide guidance in respect of DBRS's opinion regarding the outlook for the rating in question, with rating trends falling into one of three categories - "Positive", "Stable" or "Negative". The rating trend indicates the direction in which DBRS considers the rating is headed should present tendencies continue, or in some cases, unless challenges are addressed. In general, the DBRS view is based primarily on an evaluation of the issuing entity or debt instruments, as applicable, but may also include consideration of the outlook for the industry or industries in which the issuing entity operates. A Positive or Negative Trend is not an indication that a rating change is imminent. Rather, a Positive or Negative Trend represents an indication that there is a greater likelihood that the rating could change in the future than would be the case if a Stable Trend was assigned to the issuing entity or debt instruments, as applicable. DBRS assigns a rating trend for each security of an issuing entity and it is not unusual for securities of the same entity to have different trends.

Moody's

- Moody's has 9 long-term debt rating categories, ranging from Aaa to C and applies numerical modifiers 1, 2 and 3 to each rating classification from Aa to Caa. The modifier 1 indicates that the issue ranks in the higher end of its generic rating category, the modifier 2 indicates a mid range ranking and the modifier 3 indicates that the issue ranks in the lower end of its generic rating category.
- The A3 rating assigned by Moody's to the MTN Program indicates that the MTN Program ranks in the third highest of Moody's nine rating categories. Long term debt securities which are rated A by Moody's are considered upper-medium grade and subject to low credit risk.
- The A3 rating assigned to the notes issued by the Company by Moody's indicates that the notes rank in the third highest of Moody's nine rating categories. Long term debt securities which are rated A by Moody's are considered upper-medium grade and subject to low credit risk.

- Moody's uses "rating outlooks" to provide its opinion regarding the likely direction of a rating over the medium term. The assignment of, or a change in, an outlook is not a credit rating action if there is no change to the credit rating. Where assigned, rating outlooks fall into the following four categories: "Positive (POS)", "Negative (NEG)", "Stable (STA)" and "Developing (DEV – contingent upon an event)".

The credit ratings assigned by DBRS and Moody's are not recommendations to purchase, hold or sell the Company's securities and may be subject to revision or withdrawal at any time by the respective rating organization. Such ratings do not comment as to market price or suitability for a particular investor. There is no assurance that these ratings will remain in effect for any given period of time or that the ratings will not be revised or withdrawn entirely in the future by the respective rating organizations if in their judgment circumstances so warrant. The credit ratings assigned by DBRS and Moody's may not reflect the potential impact of all risks related to structure and other factors of the MTN Program and on the value of the MTNs. In addition, real or anticipated changes in the credit ratings assigned to the Company or its securities will generally affect the market value of the MTNs.

As is common practice, each of the above-noted credit rating agencies charged the Company for their rating services, which include annual monitoring fees for monitoring the Company and updating the ratings, in addition to one-time rating fees when MTNs are issued. The Company reasonably expects that such payments will continue to be made for rating services in the future. No additional payment was made to the above-noted credit rating agencies for other services provided to the Company during the last two fiscal years.

ITEM 7 – DIRECTORS AND OFFICERS

7.1 DIRECTORS

The following table sets forth each director's name, province/state and country of residence, the year each first became a director and principal occupation. Directors are elected until the next annual meeting of shareholders or, in the case of a vacancy or resignation, until a successor is elected or appointed.

Name and Province/State and Country of Residence	Director Since	Principal Occupation ⁽¹⁾
Lino A. Saputo, Jr. Québec, Canada	2001	Chairman of the Board and Chief Executive Officer of the Company
Louis-Philippe Carrière, FCPA, FCA ⁽²⁾ Québec, Canada	2017	Senior Advisor to the Company and Corporate Director
Henry E. Demone ⁽³⁾ Nova Scotia, Canada	2012	Chairman of the Board of High Liner Foods Incorporated (a processor and marketer of prepared frozen seafood)
Anthony M. Fata ^{(3) (5) (6)} Québec, Canada	2008	President of Sager Food Products Inc. (a food products manufacturing and distribution company)

Annalisa King, ICD.D ⁽⁴⁾ British Columbia, Canada	2012	Corporate Director
Karen Kinsley, FCPA, FCA, ICD.D ⁽⁴⁾ Ontario, Canada	2015	Corporate Director
Tony Meti, ICD.D ⁽⁴⁾ Québec, Canada	2008	President of G.D.N.P. Consulting Services, Inc. (a consulting company)
Diane Nyisztor, CPA, CA, H.R.C.C.C. ⁽³⁾ Québec, Canada	2016	Senior Vice President, Corporate Human Resources, Cogeco Inc. (a telecommunications company)
Franziska Ruf ⁽³⁾ Québec, Canada	2016	Partner, Davies Ward Phillips & Vineberg LLP (a law firm)
Annette Verschuren, O.C. ⁽⁴⁾ Ontario, Canada	2013	Chair of the Board and Chief Executive Officer, NRstor Inc. (a commercial energy storage project developer)

- (1) Reference is made to the Company's Management Proxy Circular dated June 7, 2018, under the section entitled "Election of Directors", for information on other occupations during the last five years. This information is incorporated herein by reference. The Company's Management Proxy Circular may be found on the Company's website at www.saputo.com or on SEDAR at www.sedar.com.
- (2) Mr. Louis-Philippe Carrière was Chief Financial Officer and Secretary of the Company until August 1, 2017, and since then acts as director and senior advisor to the Company.
- (3) Member of the Corporate Governance and Human Resources Committee. The Chairman of the Committee is Mr. Anthony M. Fata.
- (4) Member of the Audit Committee. The Chairman of the Committee is Mr. Tony Meti.
- (5) Lead Director.
- (6) Mr. Anthony M. Fata was a director of Verona Foods Inc., an importer of specialty foods, until August 3, 2012. Verona Foods Inc. commenced proposal proceedings under the *Bankruptcy and Insolvency Act* (Canada) on October 3, 2012, by filing a notice of intent to make a proposal. On January 29, 2013, Verona Foods Inc. made a voluntary assignment into bankruptcy pursuant to the *Bankruptcy and Insolvency Act* (Canada). The trustee to Verona Foods Inc. completed its administration of the estate and was discharged on September 8, 2016.

During the last five years, all of the above-listed directors have been engaged in their present principal occupations or in other executive capacities with the companies indicated opposite their name or with related or affiliated companies, except Ms. Annalisa King who was Senior Vice President and Chief Financial Officer of Best Buy Canada Ltd. from 2008 to 2016 and Ms. Diane Nyisztor who was a partner at KPMG Canada LLP from 2013 to 2014.

Information concerning the securities held by directors is included in the Company's Management Proxy Circular dated June 7, 2018, under the section entitled "Election of Directors".

7.2 EXECUTIVE OFFICERS

The following table sets forth the name, province/state and country of residence and position with the Company of each person who is an executive officer of the Company as of May 29, 2018:

Name and Province/State and Country of Residence	Position
Lino A. Saputo, Jr. Québec, Canada	Chairman of the Board and Chief Executive Officer
Kai Bockmann Québec, Canada	President and Chief Operating Officer Saputo Inc. and Dairy Division (Australia)
Terry Brockman Wisconsin, USA	President and Chief Operating Officer Cheese Division (USA)
Carl Colizza Québec, Canada	President and Chief Operating Officer Dairy Divisions (Canada and Argentina)
Paul Corney Texas, USA	President and Chief Operating Officer Dairy Foods Division (USA)
Maxime Therrien, CPA, CA Québec, Canada	Chief Financial Officer and Secretary
Gaétane Wagner Québec, Canada	Chief Human Resources Officer

During the last five years, all of the above-listed executive officers have held the principal occupation indicated opposite their names or other executive capacities with the Company.

As of May 29, 2018, the directors and executive officers of Saputo, as a group, beneficially owned or exercised control or direction over, directly or indirectly, an aggregate of 419,203 Common Shares, representing approximately 0.1% of the outstanding Common Shares of the Company.

ITEM 8 - LEGAL PROCEEDINGS

The Company is defendant to certain claims arising from the normal conduct of its business. Management believes that the final resolution of these claims will not have a material adverse effect on its earnings or financial position.

ITEM 9 – INTEREST OF MANAGEMENT AND OTHERS IN TRANSACTIONS

In the normal course of business, the Company receives services from and provides goods to companies subject to control or significant influence through ownership by its principal shareholder. These goods and services are of an immaterial amount and compensated by a consideration equal to their fair value, comparable to similar arms' length transactions. Reference is made to the note in the Company's Consolidated Financial Statements describing the related party transactions (see "Additional Information").

ITEM 10 – EXPERTS

Saputo's auditors are Deloitte LLP. Saputo's Consolidated Financial Statements as of March 31, 2018 and 2017 and for the years then ended have been filed under National Instrument 51-102 *Continuous Disclosure Obligations* in reliance on the report of Deloitte LLP, independent chartered accountants, given on their authority as experts in auditing and accounting. Deloitte LLP have advised Saputo that they are independent within the meaning of the Code of Ethics of the *Ordre des comptables professionnels agréés du Québec*.

ITEM 11 – TRANSFER AGENT AND REGISTRAR

The transfer agent and registrar for the Common Shares and the MTNs is Computershare Trust Company of Canada at its principal offices in Montreal and Toronto.

ITEM 12 – MATERIAL CONTRACTS

No material contracts outside the ordinary course of business of the Company were entered into within the year ended March 31, 2018, or before such year that are still in effect, and which are required to be filed with Canadian securities regulatory authorities in accordance with section 12.2 of National Instrument 51-102 *Continuous Disclosure Obligations*.

ITEM 13 – AUDIT COMMITTEE INFORMATION

13.1 AUDIT COMMITTEE’S CHARTER

The Audit Committee’s mandate is included in Appendix A.

13.2 COMPOSITION AND RELEVANT EDUCATION AND EXPERIENCE

All members of the Audit Committee are independent and financially literate.

The following table sets forth each Audit Committee member’s name and education, as well as experience relevant to the performance of his or her responsibilities as an Audit Committee member:

Name	Education and Experience
Annalisa King	Completed a Bachelor’s degree in business administration. Ms. King has occupied senior positions, primarily in finance, throughout her career at consumer packaged goods companies, including Senior Vice President and Chief Financial Officer of Best Buy Canada Ltd. from 2008 to 2016, where she led the company’s finance and accounting departments, as well as the information and ecommerce technology, legal and real estate functions. Ms. King’s professional experiences required and contributed to the development of her ability to analyze financial statements and understand the accounting principles used by the Company.
Karen Kinsley	Completed a Bachelor’s degree in Commerce. Karen Kinsley has been a member of the Chartered Professional Accountants of Ontario since 1979 and was named a <i>fellow</i> in 2009. Ms. Kinsley held various positions within Canada Mortgage and Housing Corporation, including Chief Financial Officer for nine (9) years and President and Chief Executive Officer for ten (10) years. Ms. Kinsley’s professional experiences required and contributed to the development of her ability to analyze financial statements and understand the accounting principles used by the Company.
Tony Meti	Completed a Bachelor’s degree in Commerce. Mr. Meti occupied over the past thirty (30) years various positions within Canadian Chartered Banks, including Senior Vice-President, Commercial Banking and International and Senior Vice-President, Commercial, North America. He is now the President of G.D.N.P. Consulting Services, Inc. Mr. Meti’s professional experiences required and contributed to the development of his ability to analyze financial statements and understand the accounting principles used by the Company.

Name	Education and Experience
Annette Verschuren	Completed a Bachelor's degree in business administration. Ms. Verschuren has occupied senior functions throughout her career, such as President of The Home Depot Canada from 1996 to 2011. She has been the Chairman and Chief Executive Officer of NRstor Inc. since March 2012. Ms. Verschuren's professional experiences required and contributed to the development of her ability to analyze financial statements and understand the accounting principles used by the Company.

13.3 POLICIES AND PROCEDURES REGARDING THE SERVICES RENDERED BY THE EXTERNAL AUDITORS

The Company has a policy with respect to services rendered by its external auditors (the “**Policy**”). The Policy divides the services in three categories: (i) services that are considered audit related (“**Audit Services**”) and therefore covered by the annual audit budget; (ii) services that do not qualify as Audit Services (“**Other Mandates**”); and (iii) services that cannot be provided by the external auditors (“**Prohibited Mandates**”). Pursuant to the Policy, no Other Mandate(s) can be provided by the Company's external auditors, unless one of the following conditions is met:

- (i) the Audit Committee has pre-approved the Other Mandate(s); or
- (ii) the amount of the fees to be paid for any individual Other Mandate not pre-approved by the Audit Committee does not exceed \$75,000 and the aggregate amount of this and all Other Mandate(s) not pre-approved by the Audit Committee and granted since the beginning of the Company's fiscal year does not exceed \$250,000.

Finally, the Policy requires that Management presents to the Audit Committee, on a quarterly basis, a statement of the services (other than the Audit Services) rendered by the external auditors of the Company, as well as any mandate given to other accounting firms.

13.4 EXTERNAL AUDITORS' FEES (BY CATEGORY)

The following table sets out, by categories, the fees billed by Deloitte LLP, the Company's external auditors, for fiscal years 2018 and 2017:

Fee Category	2018 (\$)	2017 (\$)
Audit Fees	1,577,816	1,454,885
Audit Related Fees	142,068	182,118
Tax Fees	463,806	511,488
All Other Fees	13,015	10,405
Total	2,196,705	2,158,896

“Audit Fees” include the aggregate professional fees billed by Deloitte LLP for audit services.

“Audit Related Fees” include the aggregate fees billed by Deloitte LLP for assurance and related services that are reasonably related to the performance of the audit or review of the financial statements and not reported as part of Audit Fees. More specifically, these services include, among other things, pension plan audits, attest services that are required by statute or regulation, consultations regarding financial reporting and accounting standards, and translation services.

“Tax Fees” include the aggregate fees billed by Deloitte LLP for all tax services. More specifically, these services include, among other things, tax compliance, tax preparation, tax advice and tax planning. Fees related to tax compliance and preparation amounted to \$64,642 for fiscal 2018 and \$237,718 for fiscal 2017, whereas fees for tax advice and planning amounted to \$399,164 for fiscal 2018 and \$273,770 for fiscal 2017.

“All Other Fees” include the aggregate fees billed by Deloitte LLP for all services other than those reported under Audit Fees, Audit Related Fees and Tax Fees, and generally relate to services performed with respect to business consulting and other advisory services.

ITEM 14 – ADDITIONAL INFORMATION

Additional information, including disclosure of the Company’s corporate governance practices, remuneration and indebtedness to the Company of the directors and officers, principal holders of Saputo’s securities, and securities authorized for issuance under the equity compensation plan, where applicable, is included in Saputo’s Management Proxy Circular dated June 7, 2018, and may be found on SEDAR at www.sedar.com. Additional financial information is included in the Consolidated Financial Statements of Saputo and Notes thereto and in the accompanying Management’s Discussion and Analysis for the fiscal year ended March 31, 2018, and may be found on the Company’s website at www.saputo.com or on SEDAR at www.sedar.com. Copies of these documents may be obtained upon request to the Secretary of the Company, at its head office, 6869 Métropolitain Boulevard East, Montréal, Québec, H1P 1X8, Telephone: 514-328-6662.

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APPENDIX “A”

AUDIT COMMITTEE MANDATE

1. AUTHORITY

The audit committee (the “Committee”) is a standing committee of the board of directors (the “Board”), which has the responsibilities described under the heading “Responsibilities”. The Committee reports to the Board.

The Committee has free access to the personnel and documents of Saputo Inc. (the “Company”) and its affiliates, and is granted the resources necessary to carry out its duties.

2. STRUCTURE

- 2.1. The Committee is made up of a minimum of three directors of the Company, each being independent and financially literate, except to the extent permitted by the requirements concerning the Committee as per applicable securities legislation. The terms “independent” and “financially literate” each have the meaning respectively provided under the requirements concerning the Committee as per the applicable securities legislation.
- 2.2. The mandate of the members is for one year and may be renewed. The members are appointed by the Board at the first meeting following the annual meeting of shareholders, or at any other meeting to fill a vacancy. The Board may dismiss or replace a member at any time.
- 2.3. The chairman is appointed by the Board for a one-year term, which may be renewed. In the absence or failure of the chairman to sit, the chair is filled by a member chosen by the Committee.
- 2.4. The Committee meets at least four times annually. The Chairman of the Board, the Lead Director, the members of the Committee, the external auditors, the person responsible for internal audit, the Chief Executive Officer or the Chief Financial Officer may call special meetings as needed. The Committee determines the place, date and time of its meetings. The meetings may be held by telephone or by any other means allowing the members to communicate with each other. Unless waived by the members of the Committee, the Committee shall meet *in camera* at each meeting.
- 2.5. The quorum for meetings of the Committee is a majority of the members and decisions are made by the majority of the votes cast by the members present.
- 2.6. Minutes of meetings of the Committee are taken by the secretary of the Board (or any other person designated by the Committee) and must give an exact account of the decisions made at the meetings. The minutes of the Committee meetings are presented to and filed with the Board. The president of the Committee presents a verbal report at the following Board meeting.

- 2.7. In addition to the members of the Committee, any other person may be called before the meetings at the request of the chairman of the Committee.
- 2.8. The Committee has the power to retain, at the cost of the Company, independent legal counsels or other advisors it considers necessary to carry out its mandate and to fix their compensation.
- 2.9. The Committee has the power to communicate directly with the external auditors and the internal auditor of the Company and its accounting personnel and members of its management and shall ensure that they have unrestricted access to the Committee. For the purpose of its duties, the Committee may examine the pertinent books and accounts of the Company and its affiliates.
- 2.10. The external auditors report and account directly to the Committee.

3. **RESPONSIBILITIES**

3.1 Financial Disclosure

- Review the interim financial reports and annual financial statements accompanied by the external auditors' report, management's discussion and analysis and press releases regarding the financial results before their public release and recommend their approval to the Board. This review includes discussions with management and the external auditors regarding the interim financial reports and the annual financial statements and material questions concerning the accounting principles and practices of the Company.
- Review the content of all public documents disclosing financial information, including all prospectuses, the management proxy circular, annual information form and annual report of the Company before their public release and recommend their approval to the Board.
- Review and monitor practices and procedures relating to the certifications by the Chief Executive Officer and the Chief Financial Officer with respect to financial disclosures and internal controls and procedures over financial reporting to ensure compliance with applicable securities legislation.
- Review and discuss with management and the external auditors the appropriateness, quality and disclosure of the accounting principles and practices, the underlying assumptions and the reporting practices of the Company, and the appropriateness of any significant changes thereto or any proposed material change, and ensure they are appropriate and in compliance with the applicable legislation.
- Review, examine and discuss the foreseeable repercussions of any new audit and accounting standards or new securities rules with management and the external auditors.
- Review, at least annually, the Company's Normal Course Issuer Bid and recommend to the Board its approval, renewal or cancellation;
- Review, at least annually, the dividends policy and recommend the approval by the Board of all payments of dividends, if any.

- Review the disclosure of the pension plans and other post-employment benefits of the Company in the annual financial statements.

3.2 Risk Management and Internal Control

- Periodically review, evaluate and discuss with management and internal audit the risk factors inherent to the Company (in particular, financial, strategic and operational risks) and ensure that appropriate measures are in place to enable management to identify and manage them effectively.
- Oversee the application and respect of the environmental policy of the Company and make periodical reports to the Board with respect thereto.
- Oversee the application and respect of the food safety and quality policy of the Company and make periodical reports to the Board with respect thereto.
- Periodically review and monitor the presence and the effectiveness of the necessary internal controls over financial reporting of the Company through reports prepared by management, the internal auditor and the external auditors (which reports would also identify weaknesses or would make recommendations in respect of controls that could have a material impact on the financial information of the Company), as well as the measures implemented to remedy the situation and ensure proper follow-up.
- Periodically evaluate and assess the adequacy of the disclosure controls and procedures of the Company, including the procedures set up by the Company to communicate publicly its financial information taken or derived from its financial statements.
- Establish and maintain a policy concerning the disclosure of material information.
- Review the report of the management on transactions with related parties.
- Review any legal matters (including litigation proceedings and claims) that could have a material effect on the financial statements or on the affairs of the Company and ensure that they are appropriately disclosed in the financial statements.
- Ensure that the annual information form and the proxy circular include the required and mandatory information concerning the Committee.
- Review communications with the Autorité des marchés financiers or any other regulatory authority regarding the financial statements and continuous disclosure documents.
- Establish and maintain procedures regarding:
 - the receipt, retention and treatment of complaints received by the Company regarding accounting, internal accounting controls or auditing matters;

- the confidential and anonymous submission by employees of the Company of concerns regarding questionable accounting or auditing matters.
- Review the delegation of authority and oversee its application.

3.3 Internal Auditors

- Oversee and control the internal audit function.
- Review and approve annually the internal audit plan prepared by the person responsible for internal audit.
- Review periodically the reports, observations and recommendations of the internal auditor intended for the Committee, as well as the implementation of the recommendations.
- Meet periodically with the person responsible for internal audit, with and without the presence of management. During private meetings, discuss, among other things, the level of cooperation received from management, any unresolved differences of opinion, if any, the risk management framework and the internal control systems in place.
- Evaluate the performance of the internal audit function at least once per year.

3.4 External Auditors

- Oversee the work of the external auditors retained to prepare or issue the auditors' report or render other audit, review, examination or certification services to the Company and resolve disagreements, if any, between management and the external auditors regarding financial reporting.
- Obtain and review annually a report by the external auditors of the Company describing the external auditors' quality control procedures.
- Recommend to the Board the appointment of external auditors for the upcoming fiscal year and the fees for all audit, review or attest services.
- Review, discuss with the external auditors and adopt annually the audit plan prepared by the external auditors, determine whether it meets the needs of the Company and, at least once per year, obtain an official written declaration from the external auditors attesting to their independence and delineating all relationships the external auditors have with the Company which may affect the independence and objectivity of the external auditors.
- Review and evaluate, at least once per year, the independence and performance of the external auditors, the qualifications and quality of their engagement team and the quality of communications and interactions between the Committee, the external auditors and management. Make appropriate recommendations to the Board.
- Review the external auditors' letters of recommendations to management, management's

reply thereto and the implementation of the recommendations.

- Adopt and maintain a policy concerning the prior approval of all services not related to the audit which the external auditors of the Company may render to the Company and its subsidiaries in accordance with applicable legislation, as well as the fees for such services, and ensure the enforcement of and compliance with such policy.
- Examine and approve the hiring policy of the Company with respect to former or current partners and employees of current and former external auditors of the Company, and ensure the enforcement of and compliance with such policy.
- Meet periodically with the external auditors, with and without the presence of management, in regard to the interim financial reports and annual financial statements and discuss with them (i) the results of the audit or review, as applicable, (ii) the assessment of the control systems in place and their recommendations, (iii) any significant risks or exposures identified by the external auditors, and (iv) any other material matter relating to the audit or review of the financial statements, including the level of cooperation received from management and the internal auditor and any material differences in opinion between the external auditors and management that occurred during the course of the audit or review of the financial statements.
- Ensure that there is a rotation of the lead engagement partner, engagement quality review partner and other key audit partners, as per the CPA Code of Professional Conduct.
- Review any other issue which the Board, in the opinion of the external auditors, should be informed about and report thereon to the Board.

3.5 Evaluation of the Committee

- Annually assess the accomplishments and performance of the Committee and submit the result of this assessment to the Board.
- Annually review the mandate of the Committee and recommend any changes to the Board.

3.6 Other Responsibilities

- Carry out any other duty related to the performance of its mandate, including, in particular, any investigations about matters related to its mandate.
- Carry out any other mandate which the Board may entrust to it from time to time.
- Act as a channel of communication between management, the internal auditor, the external auditors and the Board.