



We are presenting the results for the third quarter of fiscal 2014, which ended on December 31, 2013.

- Net earnings totalled \$144.1 million, an increase of \$14.1 million or 10.8%.
- Earnings before interest, income taxes, depreciation and amortization (EBITDA) amounted to \$260.0 million, an increase of \$47.5 million or 22.4%.
- Revenues for the quarter amounted to \$2.343 billion, an increase of \$542.6 million or 30.1%.
- Basic earnings per share (EPS) was \$0.74 and diluted EPS was \$0.73 for the quarter, an increase of 12.0%, as compared to basic EPS of \$0.66 and diluted EPS of \$0.65 for the corresponding quarter last fiscal year.

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

		For the three-month periods ended					
	December 31, 2013	December 31, 2012	September 30, 2013				
Revenues	2,343.2	1,800.6	2,230.3				
EBITDA	260.0	212.5	240.4				
Net earnings	144.1	130.0	133.3				
EPS							
Basic	0.74	0.66	0.68				
Diluted	0.73	0.65	0.67				

- As at April 1, 2013, the Company realigned its reporting structure consistent with its operating structure and now reports under three geographic sectors: the Canada Sector, the USA Sector and the International Sector. The comparative figures have been reclassified to reflect this new reporting structure.
- The acquisition of Morningstar Foods, LLC (Morningstar Acquisition) on January 3, 2013, renamed Saputo Dairy Foods USA, LLC, contributed to revenues and EBITDA in the USA Sector for the quarter.
- In the USA Sector, the average block market<sup>1</sup> per pound of cheese decreased by US\$0.12 compared to the same period last fiscal year, decreasing revenues. Market factors in the USA Sector positively impacted EBITDA.
- The Canada Sector EBITDA decreased mainly due to higher ingredients and operational costs.
- The International Sector EBITDA increased due to higher prices in the international market.
- During the quarter, the Company announced a takeover bid to buy all the shares of Warrnambool Cheese & Butter Factory Company Holdings Limited (Warrnambool), a dairy processor in Australia. As at February 4, 2014, the Company held a 78.943% interest in Warrnambool shares.
- The fluctuation of the Canadian dollar versus the US dollar and the Argentinean peso during the quarter had a positive impact on revenues and EBITDA, as compared to the same quarter last fiscal year.
- The Board of Directors approved a dividend of \$0.23 per share payable on March 14, 2014 to common shareholders of record on March 3, 2014.

#### (in millions of CDN dollars, except per share amounts) (unaudited)

	For the nine-mo	For the nine-month periods ended					
	December 31, 2013 D						
Revenues	6,747.0	5,244.4					
EBITDA	742.5	631.1					
Net earnings	414.2	381.5					
EPS							
Basic	2.12	1.93					
Diluted	2.09	1.90					

<sup>&</sup>lt;sup>1</sup> "Average block market" is the average daily price of a 40 pound block of cheddar traded on the Chicago Mercantile Exchange (CME), used as the base price for cheese.

## Management's Discussion and Analysis

The goal of the management report is to analyze the results and the financial position of the Company for the quarter ended December 31, 2013. It should be read while referring to our condensed interim consolidated financial statements and accompanying notes for the three and nine-month periods ended December 31, 2013 and 2012. The Company's condensed interim consolidated financial statements have been prepared in accordance with IAS 34, Interim Financial Reporting as issued by the International Accounting Standards Board. All dollar amounts are in Canadian dollars, unless otherwise indicated. This report takes into account material elements between December 31, 2013 and February 6, 2014, the date of this report, on which it was approved by the Company's Board of Directors. Additional information about the Company, including its Annual Report and Annual Information Form for the year ended March 31, 2013, can be obtained on SEDAR at www.sedar.com.

#### CAUTION REGARDING FORWARD-LOOKING STATEMENTS

This report contains forward-looking statements within the meaning of 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 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 2013 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.

Except as required under applicable securities legislation, Saputo does not undertake to update or revise these forwardlooking 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.

#### **OPERATING RESULTS**

**Consolidated revenues** for the quarter ended December 31, 2013 amounted to \$2.343 billion, an increase of \$542.6 million or 30.1% in comparison to \$1.801 billion for the corresponding quarter last fiscal year. This increase was mainly due to the inclusion of the revenues derived from the Morningstar Acquisition. Also, higher selling prices in relation to the higher cost of milk and higher sales volumes in both the Canada and International Sectors, contributed to this increase. Lower cheese sales volumes and the negative impact of the lower average block market per pound of cheese in the USA Sector, as compared to the corresponding quarter last fiscal year, partially offset this increase. The fluctuation of the Canadian dollar versus the US dollar and Argentinean peso increased revenues by approximately \$21 million.

For the nine-month period ended December 31, 2013, revenues totalled \$6.747 billion, an increase of \$1.503 billion or 28.7% in comparison to \$5.244 billion for the corresponding period last fiscal year. The inclusion of revenues derived from the Morningstar Acquisition principally contributed to this increase. Increased sales volumes and higher selling prices in relation to the higher cost of milk in the Canada and International Sectors also positively impacted revenues. Also contributing to this increase was the positive impact of the higher average block market per pound of cheese in the USA Sector, which was offset by lower cheese sales volumes in this sector. The fluctuation of the Canadian dollar increased revenues by approximately \$25 million.

**Consolidated earnings before interest, income taxes, depreciation and amortization (EBITDA)** for the third quarter of fiscal 2014 amounted to \$260.0 million, an increase of \$47.5 million or 22.4% in comparison to \$212.5 million for the same quarter last fiscal year. This increase is mainly explained by EBITDA derived from the Morningstar Acquisition. Selling price increases in the International Sector and favourable market factors in the USA Sector also contributed to the increase in EBITDA, partially offset by higher ingredients and operational costs in all sectors. The fluctuation of the Canadian dollar had a favourable impact on EBITDA, as compared to the same period last fiscal year.

For the nine-month period ended December 31, 2013, EBITDA totalled \$742.5 million, an increase of \$111.4 million or 17.7% in comparison to \$631.1 million for the corresponding period last fiscal year. This increase is mainly explained by EBITDA derived from the Morningstar Acquisition. Higher selling prices in the International Sector, a favourable product mix in the Canada Sector, as well as favourable market factors in the USA Sector, all contributed to this increase. In the USA Sector, the decision rendered by the California Department of Food & Agriculture (CDFA) to adopt a temporary price increase for the cost of milk in California, as well as increased ingredients and operational costs in all sectors, negatively impacted EBITDA, as compared to the same period last fiscal year. The fluctuation of the Canadian dollar increased EBITDA, as compared to the same period last fiscal year.

#### **OTHER CONSOLIDATED RESULTS ITEMS**

**Depreciation and amortization** for the third quarter of fiscal 2014 totalled \$37.2 million, an increase of \$10.4 million, as compared to \$26.8 million for the corresponding period last fiscal year. For the nine-month period ended December 31, 2013, depreciation and amortization expense amounted to \$107.2 million, an increase of \$26.1 million, as compared to \$81.1 million for the corresponding period last fiscal year. This increase in depreciation and amortization for both the three and nine-month periods is essentially related to the Morningstar Acquisition and also reflects fluctuations in foreign exchange rates between the Canadian and the US dollar.

**Net interest expense** for the three and nine-month periods ended December 31, 2013 increased by \$11.5 and \$30.5 million, respectively, in comparison to the same period last fiscal year. This increase is mainly attributed to a higher level of debt resulting from the Morningstar Acquisition.

**Income taxes** for the third quarter of fiscal 2014 totalled \$60.8 million, reflecting an effective tax rate of 29.7% compared to 27.5% for the same quarter last fiscal year. Income taxes for the nine-month period ended December 31, 2013 totalled \$171.4 million, reflecting an income tax rate of 29.3% in comparison to 28.1% for the same period last fiscal year. The income tax rate varies and could increase or decrease based on the amount of taxable income derived and from which source, any amendments to tax laws and income tax rates and changes in assumptions and estimates used for tax assets and liabilities by the Company and its affiliates.

**Net earnings** totalled \$144.1 million for the quarter ended December 31, 2013, compared to \$130.0 million for the same quarter last fiscal year. For the nine-month period ended December 31, 2013, net earnings totalled \$414.2 million, as compared to \$381.5 million for the same period last fiscal year. These reflect the various factors analyzed in this report.

#### SELECTED QUARTERLY FINANCIAL INFORMATION

(in millions of CDN dollars, except per share amounts)												
Fiscal years		2014			201	3		2012				
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4				
Revenues	2,343.2	2,230.3	2,173.5	2,053.3	1,800.6	1,745.4	1,698.3	1,703.5				
EBITDA	260.0	240.4	242.1	229.7	212.5	215.6	203.0	201.0				
Net earnings	144.1	133.3	136.7	100.5	130.0	129.7	121.8	(2.6)				
Adjusted net												
earnings <sup>1</sup>	144.1	133.3	136.7	129.2	130.0	129.7	121.8	122.4				
EPS												
Basic	0.74	0.68	0.70	0.51	0.66	0.66	0.61	0.00				
Diluted	0.73	0.67	0.69	0.51	0.65	0.65	0.60	0.00				
Adjusted EPS <sup>1</sup>												
Basic	0.74	0.68	0.70	0.65	0.66	0.66	0.61	0.62				
Diluted	0.73	0.67	0.69	0.65	0.65	0.65	0.60	0.61				

<sup>1</sup> Adjusted net earnings and adjusted earnings per share (basic and diluted) are non-IFRS measures. Refer to the section "Measurement of Results not in Accordance with International Financial Reporting Standards" included on page 7 of the Management's Discussion and Analysis included in the Company's 2013 Annual Report for the definition of these terms.

#### Consolidated selected factors positively (negatively) affecting EBITDA

(in millions of CDN dollars)					-		
Fiscal years		2014			201	3	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Market factors <sup>12</sup>	9	(17)	12	5	8	10	(14)
Inventory write-down	-	-	-	-	-	-	(3)
US currency exchange <sup>1</sup>	5	4	1	-	(3)	2	3

<sup>1</sup> As compared to same quarter of previous fiscal year.

<sup>2</sup> Market factors include the average block market per pound of cheese and its effect on the absorption of fixed costs and on the realization of inventories, the effect of the relationship between the average block market per pound of cheese and the cost of milk as raw material, as well as the market pricing impact related to sales of dairy ingredients.

#### LIQUIDITY, FINANCIAL AND CAPITAL RESOURCES

#### (in thousands of CDN dollars)

	For the three-mo ended D	nth periods ecember 31	For the nine-mo ended D	onth periods December 31
	2013	2013	2012	
Cash generated from operating activities	255,079	194,500	696,148	635,841
Net cash generated from operating activities	209,776	156,199	511,683	485,741
Cash used for investing activities	(50,040)	(39,005)	(146,335)	(98,511)
Cash (used) generated for financing activities	(112,725)	13,664	(327,590)	(256,462)
Increase in cash and cash equivalents	47,011	130,858	37,758	130,768

For the three-month period ended December 31, 2013, cash generated from **operating activities** amounted to \$255.1 million in comparison to \$194.5 million for the corresponding quarter last fiscal year, an increase of \$60.6 million. For the nine-month period ended December 31, 2013, cash generated from operating activities amounted to \$696.1 million in comparison to \$635.8 million for the corresponding period last fiscal year, an increase of \$60.3 million.

Net cash generated from operating activities for the three and nine-month periods ended December 31, 2013, amounted to \$209.8 million and \$511.7 million, respectively, in comparison to \$156.2 million and \$485.7 million, respectively, for the corresponding periods last fiscal year. For the three and nine-month periods ended December 31, 2013, operating activities generated net inflow increases of \$47.1 and \$112.5 million, respectively, as compared to the corresponding periods last fiscal year. During the same respective periods, changes in non-cash operating working capital items fluctuated by \$13.5 and \$52.2 million and interest and income taxes paid increased by \$7.0 and \$34.4 million.

**Investing activities** were mainly comprised of additions to property, plant and equipment in the amount of \$46.1 million and \$143.6 million for the three and nine-month periods ended December 31, 2013, respectively. Also, during the quarter, \$4.1 million was disbursed for the investment in Warrnambool.

**Financing activities** for the three and nine-month periods ended December 31, 2013 consisted, respectively, of a decrease of \$21.7 and an increase of \$51.1 million in bank loans, the issuance of shares as part of the stock option plan for a cash consideration of \$7.9 and \$24.1 million, the purchase of share capital totalling \$14.4 and \$154.4 million in accordance with the Company's normal course issuer bid and the reimbursement of \$39.9 and \$118.0 million of long-term debt, as well as the payment of \$44.7 and \$130.5 million in dividends.

#### Liquidity

(in thousands of CDN dollars, except ratio)

	December 31, 2013	March 31, 2013
Current assets	1,613,855	1,512,556
Current liabilities	1,485,303	1,226,647
Working capital	128,552	285,909
Working capital ratio	1.09	1.23

#### **Capital Management**

The Company's capital strategy requires a well-balanced financing structure in order to maintain flexibility to implement growth initiatives, while allowing it to pursue disciplined capital investments and maximize shareholder value.

(in thousands of CDN dollars, except ratio and number of shares and options)

	December 31, 2013	March 31, 2013
Cash and cash equivalents	84,868	43,177
Bank loans	219,903	181,865
Long-term debt	1,445,900	1,548,300
Shareholders' equity	2,555,776	2,305,672
Interest-bearing <sup>1</sup> debt-to-equity ratio	0.62	0.73
Number of common shares	194,336,993	196,619,440
Number of stock options	9,223,980	8,375,931

<sup>1</sup> Net of cash and cash equivalents.

As at December 31, 2013, the Company had \$84.9 million in cash and cash equivalents, available bank credit facilities of approximately \$663 million and an available bank term loan facility of \$500 million. See Notes 6 and 7 to the condensed interim consolidated financial statements for additional information related to bank loans and long-term debt.

Share capital authorized by the Company is comprised of an unlimited number of common and preferred shares. The common shares are voting and participating. The preferred shares can be issued in one or more series, and the terms and privileges of each series is to be determined at the time of their issuance. No preferred shares were outstanding. As at January 31, 2014, 194,426,818 common shares and 9,118,121 stock options were outstanding.

#### CONTRACTUAL OBLIGATIONS

The Company's contractual obligations consist of commitments to repay certain of its long-term debts, as well as certain leases of premises, equipment and rolling stock.

(in thousands of CDN do	llars)					
	Dec	ember 31, 2013		Ma	rch 31, 2013	
	Long-term	Minimum	Total	Long-term	Minimum	Total
	debt	lease	Total	debt	lease	Total
Less than 1 year	322,720	21,015	343,735	152,400	21,736	174,136
1-2 years	153,180	17,622	170,802	313,200	16,103	329,303
2-3 years	970,000	12,192	982,192	150,000	12,549	162,549
3-4 years	-	9,351	9,351	932,700	8,520	941,220
4-5 years	-	7,239	7,239	-	6,890	6,890
More than 5 years	-	18,764	18,764	-	18,615	18,615
	1,445,900	86,183	1,532,083	1,548,300	84,413	1,632,713

#### **BALANCE SHEET**

With regards to balance sheet items as at December 31, 2013, compared to those as at March 31, 2013, the variances are the result of normal operational fluctuations.

#### FOLLOW-UP ON CERTAIN SPECIFIC ITEMS OF THE ANALYSIS

For an analysis of off-balance sheet arrangements, guarantees, related-party transactions, accounting standards, critical accounting policies and use of accounting estimates, risks and uncertainties, as well as sensitivity analysis, we encourage you to consult the discussion provided in the Company's 2013 Annual Report (pages 18 to 24 of the Management's Discussion and Analysis).

#### DISCLOSURE CONTROLS AND PROCEDURES

The Chief Executive Officer (CEO) and the Chief Financial Officer (CFO) are responsible for establishing and maintaining disclosure controls and procedures. The Company's disclosure controls and procedures are designed to provide reasonable assurance that material information relating to the Company is made known to Management in a timely manner so that information required to be disclosed under securities legislation is recorded, processed. summarized and reported within the time periods specified in securities legislation.

#### INTERNAL CONTROLS OVER FINANCIAL REPORTING

The CEO and the CFO are responsible for establishing and maintaining internal control over financial reporting. The Company's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

The CEO and the CFO, together with Management, have concluded, after having conducted an evaluation and to the best of their knowledge, that, as at December 31, 2013, no change in the Company's internal control over financial reporting occurred that could have materially affected or is reasonably likely to materially affect the Company's internal control over financial reporting.

#### **INFORMATION BY SECTOR**

#### **Canada Sector**

(in millions of CDN dollars)							
Fiscal years		2014			2013	3	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenues	955.6	920.5	896.0	856.0	937.9	892.2	891.9
EBITDA	116.1	116.7	115.7	119.1	123.2	116.2	118.0

The Canada Sector includes the Dairy Division (Canada) and the Bakery Division. The Bakery Division represents approximately 4% of the Sector's revenues.

#### Revenues

Revenues for the Canada Sector totalled \$955.6 million for the quarter ended December 31, 2013, an increase of \$17.7 million, as compared to \$937.9 million for the same period last fiscal year. In the Dairy Division (Canada), sales volumes were higher in comparison to the same quarter last fiscal year, thereby increasing revenues. Sales volumes of traditional milk and juices were slightly higher, while sales volumes of cheese, butter and value-added milk were lower. This shift in product mix negatively affected revenues. Higher selling prices in accordance with the higher cost of milk as raw material contributed to increased revenues. Despite a decrease in *per capita* fluid milk consumption, the Company maintained its leadership position in the market. In the Bakery Division, sales volumes increased slightly.

Since the beginning of the fiscal year, revenues from the Canada Sector amounted to \$2.772 billion, an increase of \$50.2 million in comparison to \$2.722 billion for the same period last fiscal year. This is mainly due to increased selling prices in relation to the higher cost of milk, as well as increased sales volumes in the Dairy Division (Canada). Sales volumes in the Bakery Division also increased in comparison to the same period last fiscal year.

#### **EBITDA**

For the quarter ended December 31, 2013, EBITDA totalled \$116.1 million, a decrease of \$7.1 million or 5.8%, as compared to \$123.2 million for the corresponding quarter last fiscal year. In the Dairy Division (Canada), higher ingredients and operational costs offset the positive contribution of increased sales volumes on EBITDA. The Bakery Division EBITDA increased slightly for the quarter, due to lower operational costs, as compared to the same period last fiscal year.

Since the beginning of the fiscal year, EBITDA totalled \$348.5 million, a decrease of \$8.8 million or 2.5%, as compared to \$357.3 million for the corresponding period last fiscal year. Increased ingredients and operational costs offset higher sales volumes in the Dairy Division (Canada). Lower operational costs in the Bakery Division contributed slightly to EBITDA in comparison to the same period last fiscal year.

#### **USA Sector**

(in millions of CDN dollars)							
Fiscal years		2014			2013	3	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenues	1,138.0	1,078.6	1,053.3	971.3	663.6	632.7	581.5
EBITDA	121.1	107.9	112.6	103.1	81.0	89.1	70.8

#### Selected factors positively (negatively) affecting EBITDA

(in millions of CDN dollars)

Fiscal years		2014			201	3	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Market factors <sup>12</sup>	9	(17)	12	5	8	10	(14)
US currency exchange <sup>1</sup>	5	4	1	-	(3)	2	3

<sup>1</sup> As compared to same quarter of previous fiscal year.

Market factors include the average block market per pound of cheese and its effect on the absorption of fixed costs and on the realization of inventories, the effect of the relationship between the average block market per pound of cheese and the cost of milk as raw material, as well as the market pricing impact related to sales of dairy ingredients.

#### Other pertinent information

(in US dollars, except for average exchange rate)

Fiscal years		2014		2013			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Average block market per pound of cheese	1.836	1.735	1.779	1.668	1.955	1.750	1.539
Closing block price <sup>1</sup> per pound of cheese	2.000	1.765	1.638	1.693	1.760	2.075	1.650
Average whey market price <sup>2</sup> per pound	0.570	0.580	0.580	0.580	0.620	0.550	0.500
Spread <sup>3</sup>	0.044	0.041	0.046	0.017	0.028	0.060	0.072
US average exchange rate to Canadian dollar4	1.042	1.039	1.023	1.009	0.991	0.995	1.010

<sup>1</sup> Closing block price is the price of a 40 pound block of cheddar traded on the Chicago Mercantile Exchange (CME) on the last business day of each quarter.

<sup>2</sup> Average whey powder market price is based on Dairy Market News published information.

<sup>3</sup> Spread is the average block market per pound of cheese less the result of the average cost per hundredweight of Class III and/or Class 4b milk price divided by 10.

The USA Sector includes the Cheese Division (USA) and the Dairy Foods Division (USA).

#### Revenues

Revenues for the USA Sector totalled \$1.138 billion for the quarter ended December 31, 2013, an increase of \$474.4 million, as compared to \$663.6 million for the corresponding quarter last fiscal year. This increase was mainly due to the inclusion of revenues derived from the Morningstar Acquisition. Cheese sales volumes decreased, mainly in the foodservice and industrial segments, during the quarter due to a loss of volume towards the end of fiscal 2013, which decreased revenues as compared to the corresponding quarter last fiscal year. A lower average block market per pound of cheese of US\$1.84 in the third quarter of fiscal 2014, as compared to US\$1.96 for the corresponding quarter last fiscal year, decreased revenues by approximately \$25 million. The weakening of the Canadian dollar increased revenues by approximately \$39 million.

Since the beginning of the fiscal year, revenues totalled \$3.270 billion, an increase of \$1.392 billion in comparison to \$1.878 billion for the same period last fiscal year. This increase is mainly due to the inclusion of revenues derived from the Morningstar Acquisition. In addition, a higher average block market per pound of cheese for the first nine months of fiscal 2014, as compared to the same period last fiscal year, increased revenues by approximately \$23 million. Lower cheese sales volumes in the foodservice and industrial segments partially offset this increase. The weakening of the Canadian dollar increased revenues by approximately \$73 million.

#### EBITDA

For the quarter ended December 31, 2013, EBITDA totalled \$121.1 million, an increase of \$40.1 million or 49.5% in comparison to \$81.0 million for the same quarter last fiscal year. This increase was mainly due to the inclusion of the Morningstar Acquisition. The relationship between the average block market per pound of cheese and the cost of milk as raw material was more favourable in comparison to the same period last fiscal year. During the quarter, the block price opened at US\$1.77 and closed at US\$2.00, an increase of US\$0.23, compared to opening at US\$2.08 and closing at US\$1.76, a decrease of US\$0.32 for the same period last fiscal year. This net difference in the quarter versus the same quarter last fiscal year had a favourable impact on the realization of inventories. The average block market per pound of cheese was US\$1.84 for the quarter, US\$0.12 lower as compared to the same quarter last fiscal year, resulting in an unfavourable impact on the absorption of fixed costs. These market factors combined had a positive impact of

approximately \$9 million on EBITDA. Also, during the quarter, EBITDA was negatively affected by lower cheese sales volumes and increased operational costs, as well as by higher milk costs resulting from the temporary revised milk pricing formula in California, partially offset by a slightly favourable product mix. The weakening of the Canadian dollar versus the US dollar had a positive impact on EBITDA of approximately \$5 million.

Since the beginning of the fiscal year, EBITDA totalled \$341.7 million, an increase of \$100.7 million in comparison to \$241.0 million for the corresponding period last fiscal year. This increase was mainly due to the inclusion of the Morningstar Acquisition. Lower cheese sales volumes and increased fuel, promotional and other operational costs, as well as the negative impact of higher milk costs resulting from the revised milk pricing formula in California, negatively impacted EBITDA, offsetting better efficiencies, as compared to the same period last fiscal year. Market factors increased EBITDA by approximately \$4 million for the nine-month period ended December 31, 2013. The strengthening of the Canadian dollar versus the US dollar had a positive impact on EBITDA of approximately \$10 million.

#### **International Sector**

(in millions of CDN dollars)		0014			001	0	
Fiscal years		2014			201	3	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Revenues	249.5	231.2	224.2	226.0	199.1	220.5	225.0
EBITDA	22.8	15.8	13.8	7.5	8.3	10.3	14.2

#### Selected factors positively (negatively) affecting EBITDA

(in millions of CDN dollars)

Fiscal years		2014			201		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Inventory write-down	-	-	-	-	-	-	(3)

The International Sector includes the Dairy Division (Argentina) and the Dairy Ingredients Division. The Dairy Ingredients Division includes national and export ingredients sales, as well as cheese exports from the North American divisions. The Dairy Division (Europe) ceased operations in the first quarter of fiscal 2014, as announced in late fiscal 2013, and its results are included in the comparative figures.

#### Revenues

Revenues for the International Sector totalled \$249.5 million for the quarter, an increase of \$50.4 million compared to the same quarter last fiscal year. Revenues from the Dairy Division (Argentina) increased due to higher selling prices relating to the higher cost of raw milk, as well as increased sales volumes. The Dairy Ingredients Division revenues also increased, as compared to the corresponding quarter last fiscal year, due to increased sales volumes and a favourable product mix. Additionally, revenues in the Sector decreased by approximately \$15 million due to the closure of the European operations. The strengthening of the Canadian dollar versus the Argentinean peso negatively impacted revenues by approximately \$17 million, as compared to the same quarter last fiscal year.

Since the beginning of the fiscal year, revenues totalled \$704.9 million, an increase of \$60.4 million in comparison to \$644.5 million for the same period last fiscal year. Revenues from the Dairy Division (Argentina) increased due to higher selling prices relating to the higher cost of raw milk, as well as increased sales volumes. The Dairy Ingredients Division revenues increased slightly as compared to the corresponding period last fiscal year, primarily due to a favourable product mix which more than offset a decrease in selling prices in the international market. Sales volumes remain stable as compared to the same period last fiscal year. Additionally, revenues in the Sector were reduced by approximately \$39 million due to the closure of the European operations. The strengthening of the Canadian dollar versus the Argentinean peso negatively impacted revenues by approximately \$47 million, as compared to the same period last fiscal year.

#### EBITDA

EBITDA for the International Sector amounted to \$22.8 million, a \$14.5 million increase compared to the same quarter last fiscal year. EBITDA of the Dairy Division (Argentina) increased, as compared to the corresponding quarter last fiscal year, mainly due to increased sales volumes and higher selling prices in the export market. EBITDA for the Dairy Ingredients Division was comparable to the corresponding quarter last fiscal year, as it benefitted from a better product mix, offsetting lower selling prices in the international market and increased operating costs.

Since the beginning of the fiscal year, EBITDA amounted to \$52.4 million, a \$19.6 million increase compared to the same period last fiscal year. EBITDA of the Dairy Division (Argentina) increased, as compared to the corresponding period last fiscal year, mainly due to higher selling prices in the export market and an increase in sales volumes. Included in EBITDA of last fiscal year was a \$2.5 million inventory write-down, relating to a drop in selling prices towards the end of the first quarter last fiscal year. EBITDA for the Dairy Ingredients Division remained stable, as compared to the same period last fiscal year, with a better product mix offsetting lower selling prices in the international market and increased operating costs.

#### OUTLOOK

The Dairy Division (Canada) continues to seek volume growth in the cheese and fluid milk categories, including the value-added milk category, which offers high potential for growth. The division will pursue investments in product categories, such as specialty cheeses, with the intention to maximize exposure across Canada through its coast-to-coast distribution capabilities. The property, plant and equipment investments in certain of the Canadian facilities, announced in March 2013 as part of the fiscal 2014 plant consolidation initiative, is moving along as planned. These investments are part of an overall objective to seek continual plant and warehousing efficiencies. In addition, the Company will continue to focus on increasing sales volumes in the snack-cake category in Canada and to develop sales in the US market.

The USA Sector continues to integrate the Dairy Foods Division (USA), seeking further improvements, synergies and market opportunities. The Sector will also pursue volume growth and evaluate opportunities in the specialty cheese category. Improved efficiencies in both manufacturing and distribution facilities across the US remain a priority in fiscal 2014. Fluctuations in the dairy market will continue to be monitored and appropriate measures to mitigate operational impacts will be implemented. Mitigating opportunities from the effect of the higher milk costs resulting from amendments to the milk pricing formula in California will continue to be sought. On June 21, 2013, the CDFA enacted another temporary change to the milk pricing formula for California milk. This temporary measure was in effect from July 1, 2013 to December 31, 2013. However, on October 22, 2013, the CDFA announced a decision effectively extending this temporary price increase through to June 30, 2014. For the three months leading to the end of the fiscal year, this increase in class 4b milk price is expected to have a negative impact on EBITDA of approximately US\$1.5 million, which approximates the impact it had in the quarter ended December 31, 2013.

The International Sector will continue to face challenges relating to the cost of milk as raw material, while remaining competitive with selling prices in the international market. The Sector anticipates that the price and demand for dairy products in the international market will remain at current levels until the end of fiscal 2014. The expansion project to gradually increase manufacturing capacity in the Dairy Division (Argentina) is proceeding as planned. The Sector will also continue to focus on improving overall efficiencies.

On October 7, 2013, the Company announced a takeover bid to buy all the shares of Warrnambool. As at January 21, 2014, the Company had obtained an interest in Warrnambool shares of greater than 50%, thus obtaining controlling interest of Warrnambool. As at February 4, 2014, the Company had obtained an interest in Warrnambool shares of 78.943%. The offer is currently scheduled to close on February 12, 2014. Based on the current issued share capital of Warrnambool, 100% of the shares of Warrnambool would be valued at approximately \$520 million. See Notes 5 and 13 to the condensed interim consolidated financial statements.

On January 17, 2014, the Company announced that it had entered into an agreement to acquire the fluid milk activities of Scotsburn Co-Operative Services Limited based in Atlantic Canada. This transaction will enable the Dairy Division (Canada) to increase its presence in Atlantic Canada. The transaction is subject to usual closing conditions (including approval by the Canadian Competition Bureau) and is expected to close around March 2014.

Our goal remains to continue to improve overall efficiencies and pursue growth internally and through acquisitions.

*(signed) Lino Saputo* Lino Saputo Chairman of the Board *(signed) Lino A. Saputo, Jr.* Lino A. Saputo, Jr. Chief Executive Officer and Vice Chairman of the Board

February 6, 2014

#### NOTICE

The condensed interim consolidated financial statements of Saputo Inc. for the three and nine-month periods ended December 31, 2013 and 2012 have not been reviewed by an independent auditor.

#### CONDENSED INTERIM CONSOLIDATED STATEMENTS OF EARNINGS

(in thousands of CDN dollars, except per share amounts) (unaudited)

		mee	-month periods		For the	nine-month periods ended December 31 2012 \$ 5,244,351 4,613,259 631,092 81,061 17,381 1,858 530,792 149,340 \$ 381,452		
		ende	d December 31			ende	d December 31	
	2013		2012		2013		2012	
\$	2,343,165	\$	1,800,644	\$	6,747,025	\$	5,244,351	
	2,083,127		1,588,180		6,004,503		4,613,259	
	260,038		212,464		742,522		631,092	
	37,178		26,751		107,156		81,061	
	12,993		5,805		38,884		17,381	
	4,941		585		10,904		1,858	
	204,926		179,323		585,578		530,792	
	60,791		49,349		171,398		149,340	
\$	144,135	\$	129,974	\$	414,180	\$	381,452	
\$	0.74	\$	0.66	\$	2.12	\$	1.93	
\$	0.73	\$	0.65	\$	2.09	\$	1.90	
-	\$	2013 \$ 2,343,165 2,083,127 260,038 37,178 12,993 4,941 204,926 60,791 \$ 144,135 \$ 0.74	2013     \$   2,343,165   \$     2,083,127   2     260,038   37,178     12,993   4,941     204,926   60,791     \$   144,135   \$     \$   0.74   \$	2013   2012     \$   2,343,165   \$   1,800,644     2,083,127   1,588,180     2,083,127   1,588,180     260,038   212,464     37,178   26,751     12,993   5,805     4,941   585     204,926   179,323     60,791   49,349     \$   144,135   \$     20,744   \$	2013   2012     \$   2,343,165   \$   1,800,644   \$     2,083,127   1,588,180       2,083,127   1,588,180       260,038   212,464       260,038   212,464       37,178   26,751       12,993   5,805       4,941   585       204,926   179,323       4,941   585        30,791   49,349        \$   144,135   \$   129,974   \$     \$   0.74   \$   0.66   \$	2013   2012   2013     \$   2,343,165   \$   1,800,644   \$   6,747,025     2,083,127   1,588,180   6,004,503   6,004,503     260,038   212,464   742,522     37,178   266,751   107,156     12,993   5,805   38,884     4,941   585   10,904     204,926   179,323   585,578     60,791   49,349   171,398     \$   144,135   \$   129,974   \$   414,180     \$   0.74   \$   0.66   \$   2.12	2013 2012 2013   \$ 2,343,165 \$ 1,800,644 \$ 6,747,025 \$   2,083,127 1,588,180 6,004,503 - <td< td=""></td<>	

#### CONDENSED INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(in thousands of CDN dollars) (unaudited)

		For the t	hree-month period	s	For the	nine-ı	month periods
		(	ended December 3	1		endec	d December 31
		2013	201	2	2013		2012
	•	444405	<b>A 100.07</b>		444400	•	001 150
Net earnings	\$	144,135	\$ 129,97	4 \$	414,180	\$	381,452
Other comprehensive income (loss):							
Items that may be reclassified to net earnings:							
Exchange differences arising from							
foreign currency translation		66,227	11,80	2	84,713		(18,942)
Unrealized (loss) gain on cash flow					,		
hedges <sup>1</sup> (Note 11)		(2,261)		-	3,131		-
Unrealized loss on portfolio investment					,		
(Note 5)		(4,461)		-	(4,461)		-
		,					
Other comprehensive income (loss)		59,505	11,80	2	83,383		(18,942)
Comprehensive income	\$	203,640	\$ 141,77	6 <b>\$</b>	497,563	\$	362,510

Net of income taxes (recovery) of \$(785) and \$1,089 for the three and nine-month periods ended December 31, 2013, respectively (2012 - nil).

#### CONDENSED INTERIM CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

(in thousands of CDN dollars, except common shares) (unaudited)

#### For the nine-month period ended December, 2013 Share capital Reserves Common Foreign Cash Flow Amount Shares (in Currency Hedges Investment

	Shares (in	Amount	Currency	Hedges	Investment	Plan	Reserves	Earnings	Shareholders'	
	thousands)		Translation	•				•		Equity
Balance, beginning of period	196,619	\$ 663,275	\$ (5,730)	\$ (3,660)	\$ -	\$ 47,439	\$ 38,049	\$ 1,604,348	\$	2,305,672
Net earnings	-	-	-	-	-	-	-	414,180		414,180
Other comprehensive income (loss)	-	-	84,713	3,131	(4,461)	-	83,383	-		83,383
Comprehensive income								-		497,563
Dividends declared	-	-	-	-	-	-	-	(130,509)		(130,509)
Stock option plan (Note 8)	-	-	-	-	-	11,807	11,807	-		11,807
Shares issued under stock option plan	970	24,112	-	-	-	-	-	-		24,112
Amount transferred from reserves to share capital upon										
exercise of options	-	5,004	-	-	-	(5,004)	(5,004)	-		-
Excess tax benefit that results from the excess of the										
deductible amount over the compensation cost										
recognized	-	-	-	-	-	1,502	1,502	-		1,502
Shares repurchased and cancelled	(3,252)	(11,139)	-	-	-	-	-	(143,232)		(154,371)
Balance, end of period	194,337	\$ 681,252	\$ 78,983	\$ (529)	\$ (4,461)	\$ 55,744	\$ 129,737	\$ 1,744,787	\$	2,555,776

Portfolio

Stock Option

Total

Retained

#### For the nine-month period ended December, 2012

-	Share	capi	tal			Reserves					
-	Common Shares (in thousands)		Amount	Foreign Currency Translation	Cash Flow Hedges	Portfolio Investment	Stock Option Plan	Total Reserves	Retained Earnings	Sha	Total areholders' Equity
Balance, beginning of period	199,038	\$	629,606	\$ (29,864)	\$ -	\$ -	\$ 38,836	\$ 8,972	\$ 1,467,108	\$	2,105,686
Net earnings	-		-	-	-	-	-	-	381,452		381,452
Other comprehensive income (loss)	-		-	(18,942)	-	-	-	(18,942)	-		(18,942)
Comprehensive income									-		362,510
Dividends declared	-		-	-	-	-	-	-	(120,325)		(120,325)
Stock option plan (Note 8)	-		-	-	-	-	10,313	10,313	-		10,313
Shares issued under stock option plan	1,216		25,964	-	-	-	-	-	-		25,964
Amount transferred from reserves to share capital upon exercise of options	-		5,830	-	-	-	(5,830)	(5,830)	-		-
Excess tax benefit that results from the excess of the deductible amount over the compensation cost											
recognized	-		-	-	-	-	2,546	2,546	-		2,546
Shares repurchased and cancelled	(3,062)		(9,824)	-	-	-	-	-	(117,321)		(127,145)
Balance, end of period	197,192	\$	651,576	\$ (48,806)	\$ -	\$ -	\$ 45,865	\$ (2,941)	\$ 1,610,914	\$	2,259,549

Total

Shareholders'

#### CONDENSED INTERIM CONSOLIDATED BALANCE SHEETS

(in thousands of CDN dollars)

	December, 2013	March 31, 2013
As at	(unaudited)	(audited
ASSETS		
Current assets		
Cash and cash equivalents	\$ 84,868	\$ 43,177
Receivables	646,937	624,553
Inventories	800,883	770,158
Income taxes	1,148	2,786
Prepaid expenses and other assets	80,019	71,882
	1,613,855	1,512,556
Portfolio investment (Note 5)	59,182	-
Property, plant and equipment	1,691,236	1,617,195
Goodwill	1,631,760	1,569,592
Trademarks and other intangibles	453,466	454,876
Other assets	25,668	29,962
Deferred income taxes	7,257	9,459
	\$ 5,482,424	\$ 5,193,640
LIABILITIES		
Current liabilities		
Bank loans (Note 6)	\$ 219,903	\$ 181,865
Accounts payable and accrued liabilities	829,262	748,318
Income taxes	113,418	144,064
Current portion of long-term debt (Note 7)	322,720	152,400
	1,485,303	1,226,647
Long-term debt (Note 7)	1,123,180	1,395,900
Other liabilities	56,339	74,101
Deferred income taxes	261,826	191,320
	2,926,648	2,887,968
SHAREHOLDERS' EQUITY		
Share capital (Note 8)	681,252	663,275
Reserves	129,737	38,049
Retained earnings	1,744,787	1,604,348
	2,555,776	2,305,672
	\$ 5,482,424	\$ 5,193,640

#### CONDENSED INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands of CDN dollars) (unaudited)

	For the thre	e-month periods		For the nin	e-mo	onth periods
	enc	led December 31		enc	ded D	ecember 31
	2013	2012		2013	_	2012
Cash flows related to the following activities:						
Operating		* · · · · · · · · · · · · · · · · · · ·	•		•	004 450
Net earnings	\$ 144,135	\$ 129,974	\$	414,180	\$	381,452
Adjustments for:						
Stock-based compensation	5,382	5,155		15,947		13,926
Interest and other financial charges	17,934	6,390		49,788		19,239
Income tax expense	60,791	49,349		171,398		149,340
Depreciation and amortization	37,178	26,751		107,156		81,061
Loss (gain) on disposal of property, plant and equipment	170	(19)		(244)		(41
Funding of employee plans in excess of costs	(3,910)	(2,980)		(9,173)		(8,455
	261,680	214,620		749,052		636,522
Changes in non-cash operating working capital items	(6,601)	(20,120)		(52,904)		(681
Cash generated from operating activities	255,079	194,500		696,148		635,841
Interest and other financial charges paid	(23,310)	(12,273)		(54,957)		(25,094
Income taxes paid	(21,993)	(26,028)		(129,508)		(125,006
Net cash generated from operating activities	209,776	156,199		511,683		485,741
Investing						
Portfolio investment	(4,088)			(4,088)		
	• • •	(07.405)		• • •		
Additions to property, plant and equipment	(46,128)	(37,425)		(143,635)		(96,655
Proceeds on disposal of property, plant and equipment	12	79		461		825
Other	164	(1,659)		927	_	(2,681
	(50,040)	(39,005)		(146,335)	_	(98,511
Financing						
Bank loans	(21,688)	58,272		51,142		(29,870
Repayment of long-term debt	(39,885)	-		(117,964)		
Issuance of share capital	7,918	12,827		24,112		25,964
Repurchase of share capital	(14,381)	(16,069)		(154,371)		(132,231
Dividends	(44,689)	(41,366)		(130,509)		(120,325
	(112,725)	13,664		(327,590)		(256,462
Increase in cash and cash equivalents	47,011	130,858		37,758		130,768
Effect of exchange rate changes on cash and cash						
equivalents	2,764	470		3,933		(841
Cash and cash equivalents, beginning of period	35,093	142,736		43,177		144,137
Cash and cash equivalents, end of period	\$ 84,868	\$ 274,064	\$	84,868	\$	274,064

# NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts are in thousands of CDN dollars, except information on options and shares.) (unaudited)

#### NOTE 1 CORPORATE INFORMATION

Saputo Inc. (the Company) is a publicly traded company incorporated and domiciled in Canada. The Company's shares are listed on the Toronto Stock Exchange under the symbol "SAP". The Company produces, markets and distributes a wide array of dairy products from Canada, the United States and Argentina as well as bakery products from Canada. The address of the Company's head office is 6869 Metropolitain Blvd. East, St-Léonard, Québec, Canada, H1P 1X8. The condensed interim consolidated financial statements (financial statements) of the Company for the period ended December 31, 2013 comprise the financial results of the Company and its subsidiaries.

The financial statements for the period ended December 31, 2013 have been authorized for issuance by the Board of Directors on February 6, 2014.

#### NOTE 2 BASIS OF PRESENTATION

The financial statements of the Company have been prepared in accordance with IAS 34, Interim Financial Reporting, as issued by the International Accounting Standards Board (IASB). Accordingly, certain disclosure requirements that are necessary in the preparation of an annual report in compliance with International Financial Reporting Standards (IFRS) have been omitted or condensed.

#### NOTE 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation applied in these condensed interim consolidated financial statements are the same as those applied by the Company in its consolidated financial statements as at and for the year ended March 31, 2013, except for the impact of the adoption of new standards, interpretations and amendments as described below and the classification of shares purchased in Warrnambool Cheese & Butter Factory Company Holdings Limited (Warrnambool) in the period as available for sale. The available for sale investment will be carried on the balance sheet at fair value with any change in the fair value of the underlying shares recognized in other comprehensive income are subsequently reclassified to net earnings when a disposition or impairment occurs. Foreign exchange gains or losses on the shares of the investment denominated in Australian currency are initially recorded in other comprehensive income and subsequently reclassified to net earnings when a disposition or impairment occurs. Transaction costs, including fees paid to financial, legal and other advisors and other related transaction expenses, are initially included in the cost of the investment and then recognized in other comprehensive are remeasured to fair value.

These condensed interim consolidated financial statements should be read in conjunction with the Company's audited consolidated financial statements.

# EFFECT OF NEW ACCOUNTING STANDARDS, INTERPRETATIONS AND AMENDMENTS NOT YET IMPLEMENTED

#### IFRS 9, Financial Instruments

The IASB issued IFRS 9 in November 2009 with the long-term goal of replacing IAS 39, Financial Instruments: Recognition and Measurement. The effective date has not yet been determined. The issuance of this IFRS represents the first phase of the long-term project and provides guidance on the classification and measurement of financial assets and liabilities. The Company has not yet determined the impact on the financial statements of the adoption of this revised accounting standard.

#### NOTE 3 SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

#### IAS 36, Impairment of Assets

In May 2013, the IASB published amendments to IAS 36 no longer requiring the disclosure of the recoverable amounts of each cash generating unit or group of units to which a significant portion of the overall carrying amount of goodwill (or other intangible assets with indefinite useful lives) has been allocated. The IASB clarified that this requirement is only applicable in the event of an impairment loss or reversal of an impairment loss. This amendment is effective for annual reporting periods beginning on or after January 1, 2014 and is not expected to impact the Company's financial statements.

#### IAS 39, Financial Instruments: Recognition and Measurement

In June 2013, the IASB published amendments to IAS 39 providing relief from the cessation of hedge accounting where derivatives being used in hedging arrangements are novated under certain circumstances. Previously under IAS 39, novation of derivatives resulted in the cessation of hedge accounting. This amendment is applicable retrospectively for annual reporting periods beginning on or after January 1, 2014 and is not expected to impact the Company's financial statements.

# EFFECT OF NEW ACCOUNTING STANDARDS, INTERPRETATIONS AND AMENDMENTS ADOPTED DURING THE PERIOD

The following standards were adopted by the Company on April 1, 2013:

#### IFRS 7, Financial Instruments Disclosures and IAS 32, Financial Instruments Presentation

The IASB issued amendments to IFRS 7 and IAS 32 in December 2011 which clarified the requirements for offsetting financial assets and financial liabilities including revised disclosure requirements for financial assets and liabilities that are offset. The effective dates of amendments to IFRS 7 and IAS 32 are for the annual reporting periods beginning on or after January 1, 2013 and January 1, 2014 respectively.

The amendments made under these standards did not affect the Company's financial statements for the period ending December 31, 2013 due to the lack of offsetting arrangements currently undertaken.

#### IFRS 10, Consolidated Financial Statements

The IASB issued IFRS 10 in May 2011 which replaced portions of IAS 27, Consolidated and Separate Financial Statements. This new standard became effective for annual reporting periods beginning on or after January 1, 2013 and requires retroactive application. IFRS 10 establishes principles for the preparation and presentation of consolidated financial statements and specifically identifies the criteria for the inclusion of another entity into the set of consolidated financial statements by establishing control as the most relevant basis for consolidation.

The adoption of this standard did not impact the Company's financial statement consolidation methods or practices for the period ending December 31, 2013 given that the Company wholly-owns the equity and voting interests of its subsidiaries.

#### IFRS 12, Disclosure of Interests in Other Entities

The IASB issued IFRS 12 in May 2011 and became effective for annual reporting periods on or after January 1, 2013. This new standard requires an entity to disclose information that enables users of its financial statements to evaluate the nature of, and risks associated with, its interests in subsidiaries, associates, joint arrangements and unconsolidated structured entities along with the effects of those interests on its financial position, financial performance and cash flows.

The adoption of this standard did not impact the Company's December 31, 2013 financial statements. The Company will provide relevant note disclosure in its 2014 annual report reflecting the impact of its recent acquisition of an Australian subsidiary for which a non-controlling interest exists. Refer to Notes 5 and 13 for further details.

#### IFRS 13, Fair Value Measurement

The IASB issued IFRS 13 in May 2011 and became effective for annual reporting periods beginning on or after January 1, 2013. This IFRS defines fair value, sets out in a single IFRS framework for measurement of fair value and requires disclosures regarding fair value measurements.

The adoption of this standard did not impact any of the calculations or methodologies used by the Company to determine fair value for the period ending December 31, 2013.

#### NOTE 3 SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

#### IAS 1, Presentation of Financial Statements

The IASB amended IAS 1 in June 2011 incorporating revisions reflecting requirements for the presentation of earnings and other comprehensive income within their respective statements. IAS 1 now requires items within other comprehensive income to be classified separately within that statement where they will be subsequently reclassified to the statement of earnings. These revisions became effective for annual reporting periods beginning on or after July 1, 2012.

The adoption of the amendment within this standard has resulted in the statement of comprehensive income being subdivided retrospectively into items that may be reclassified into net earnings and those that will not be.

#### IAS 16, Property, Plant and Equipment

The IASB amended IAS 16 in May 2012 effective for annual reporting periods on or after January 1, 2013 requiring the presentation of spare parts, servicing equipment and stand-by equipment as property, plant and equipment when they meet the definition of property, plant and equipment in accordance with IAS 16. In the event they do not meet the definition, they are required to be presented as inventory.

The adoption of the amendments within this standard did not materially impact the Company's December 31, 2013 financial statements.

#### IAS 19 (Revised), Employee Benefits

The IASB revised IAS 19 in June 2011 in order to require a company to use the same discount rate in both its calculation of the defined benefit obligation and the expected return on plan assets. These amendments also required the inclusion of administrative expenses in current service costs. Disclosure requirements were also amended to require additional disclosures for defined benefit pension plans in order to improve disclosure of risks that are assumed by a company that offers these types of plans. These revisions are effective for annual reporting periods beginning on or after January 1, 2013.

The impact of the adoption of IAS 19 (Revised) did not materially impact the Company's December 31, 2013 financial statements.

## NOTE 4 OPERATING COSTS EXCLUDING DEPRECIATION AND AMORTIZATION

		onth periods December 31		onth periods December 31
	2013	2012	2013	2012
Changes in inventories of finished goods				
and w ork in progress	\$ 13,552	\$ (48,145)	\$ 12,682	\$ (12,343)
Raw materials and consumables used	1,647,949	1,332,512	4,742,852	3,701,390
Foreign exchange gain	(2,102)	(537)	(1,721)	(1,356)
Employee benefits expense	233,634	179,024	686,740	534,874
Selling costs	63,428	53,204	192,373	176,704
Other general and administrative costs	126,666	72,122	371,577	213,990
Total operating costs	\$ 2,083,127	\$ 1,588,180	\$ 6,004,503	\$ 4,613,259

#### NOTE 5 PORTFOLIO INVESTMENT

The Company announced a takeover bid for the Australian dairy company Warrnambool on October 7, 2013. Warrnambool is an Australian public company, listed on the Australian Securities Exchange (ASX: WCB).

On December 31, 2013, the Company had an interest in 10,120,693 Warrnambool shares (representing 18.083% of the total outstanding shares), of which 3,397,663 shares (representing 6.071% of the total outstanding shares) were subject to shareholder withdrawal rights expiring January 3, 2014. Shares subject to withdrawal rights are not recognized as an investment until the expiration date of such withdrawal rights, which represents the date that the ownership of shares legally transfers to the Company. The total cost of the shares not subject to withdrawal rights acquired and recorded as an investment on December 31, 2013 is \$57,422,586, representing 12.012% of the total outstanding shares of Warrnambool (purchased at AU\$9.00 per share). A liability of \$53,380,567 has been recorded, representing the amount of shares legally transferred to the Company but for which payment has not yet been made to shareholders having tendered their Warrnambool shares.

The investment in Warrnambool is classified as an available for sale financial asset and is carried at fair value based on directly observable share prices found on the Australian Stock Exchange (Level 1 input) with any changes in fair value initially recognized in other comprehensive income and subsequently reclassified to net earnings when the financial asset is derecognized, impaired or when a change in influence or control occurs.

The Company recognized transaction costs totalling \$6,562,504 as part of the investment in Warrnambool. The Company recorded an unrealized loss of \$4,461,139 in other comprehensive income representing the mark-to-market adjustment on outstanding shares not subject to withdrawal rights.

On January 21, 2014, the Company acquired 52.702% of the shares in Warrnambool, thus obtaining controlling interest of Warrnambool. This will result in the derecognition of the portfolio investment and the results and balance sheet of Warrnambool will be consolidated into the Company's financial statements as of that date. Refer to Note 13 for further information regarding events occurring subsequent to the reporting date.

#### NOTE 6 BANK LOANS

The Company has available bank credit facilities providing for unsecured bank loans as follows:

		Availa	able for use	e	Amount di	aw n
		Canadian				
		Currency				
Credit Facilities	Maturity	Equivalent	Base Cu	urrency	December 31, 2013	March 31, 2013
North America-US Currency	July 2017 <sup>1</sup>	138,268	130,000	USD	\$ 53,180	\$ -
North America-CDN Currency	July 2017 <sup>1</sup>	393,532	370,000	USD	64,500	116,113
Argentina	Yearly <sup>2</sup>	111,466	683,000	ARS	102,223	61,950
Other	Yearly <sup>3</sup>	19,638	13,400	EUR	-	3,802
		662,904			\$ 219,903	\$ 181,865

Bear monthly interest at rates ranging from lender's prime rates plus a maximum of 1.00% or LIBOR or banker's acceptance rate plus 0.85% up to a maximum of 2.00% depending on a financial ratio of the Company.

<sup>2</sup> Bear monthly interest at local rates ranging from 4 to 25% and can be drawn in ARS or USD.

<sup>3</sup> Bear monthly interest at base rate plus 1.50% or LIBOR-EURIBOR plus 1.50%.

#### NOTE 7 LONG-TERM DEBT

	December 31, 2013	March 31, 2013
Unsecured bank term loan facility		
Obtained October 2013 and due in January 2017 (\$500,000,000)	\$ -	\$ -
Obtained December 2012 and due in December 2016 (US tranche \$350,000,000)	212,720	317,500
Obtained December 2012 and due in December 2016 (CDN tranche \$850,000,000)	850,000	850,000
Unsecured senior notes		
8.41%, issued in November 1999 and due in November 2014 (US\$50,000,000)	53,180	50,800
5.34%, issued in June 2009 and due in June 2014	110,000	110,000
5.82%, issued in June 2009 and due in June 2016	220,000	220,000
	\$ 1,445,900	\$ 1,548,300
Current portion	322,720	152,400
	\$ 1,123,180	\$ 1,395,900

A term bank loan facility was entered into on October 17, 2013, which provides up to \$500,000,000 to be used for the Warrnambool acquisition or for general corporate purposes, and provides for multiple drawdowns until December 31, 2014. The facility is unsecured and bears interest at lenders' prime rates plus a maximum of 1.00%, or bankers' acceptance rates plus 0.85%, up to a maximum of 2.00%, depending on a financial ratio of the Company. This facility is subject to mandatory quarterly principal repayments of \$15,625,000, the first repayment being due March 31, 2014. The ending balance is due upon maturity, which is three years from the first drawdown date. As of December 31, 2013, no drawdowns had been made.

#### NOTE 8 SHARE CAPITAL

#### Issued

	December 31, 2013	March 31, 2013
194,336,993 common shares (196,619,440 common shares at March 31, 2013)	\$ 681,252	\$ 663,275

#### Share Option Plan

Changes in the number of outstanding options for the nine-month periods are as follows:

		December 31, 201	3	C	December 31, 2012
	Num ber of	Weighted average	e Number of		Weighted average
	options	exercise pric	e options		exercise price
Balance, beginning of period	8,375,931	\$ 30.78	8,484,524	\$	25.92
Options granted	2,065,269	\$ 51.10	1,884,991	\$	42.96
Options exercised	(969,353)	\$ 24.87	7 (1,215,823)	\$	21.36
Options cancelled	(247,867)	\$ 45.13	<b>3</b> (104,794)	\$	28.16
Balance, end of period	9,223,980	\$ 35.57	9,048,898	\$	30.06

The exercise price of the options granted in fiscal 2014 is \$51.10, which corresponds to the weighted average market price for the five trading days immediately preceding the date of grant (\$42.96 in fiscal 2013).

The weighted average fair value of options granted in fiscal 2014 was estimated at \$11.53 per option (\$10.26 in fiscal 2013), using the Black-Scholes option pricing model with the following assumptions:

	December 31, 2013	March 31, 2013
Weighted average:		
Risk-free interest rate	1.34%	1.63%
Expected life of options	5.5 years	5.5 years
Volatility	26.96%	28.28%
Dividend rate	1.66%	1.76%

A compensation expense of \$3,992,000 (\$3,789,000 net of taxes) and \$11,806,000 (\$10,465,000 net of taxes) relating to stock options was recorded in the statement of earnings for the three and nine-month periods ended December 31, 2013, respectively. A compensation expense of \$3,597,000 (\$3,173,000 net of taxes) and \$10,313,000 (\$9,083,000 net of taxes) was recorded for the three and nine-month periods ended December 31, 2012, respectively.

#### NOTE 9 EARNINGS PER SHARE

	For the three-month periods ended December 31				For the nine-month period ended December 3				
		2013		2012		2013		2012	
Net earnings	\$	144,135	\$	129,974	\$	414,180	\$	381,452	
Weighted average number of common									
shares outstanding		194,221,284		196,939,535		195,275,343		197,805,856	
Dilutive options		2,506,376		2,931,246		2,604,403		2,659,075	
Weighted average diluted number									
of common shares outstanding		196,727,660		199,870,781		197,879,746		200,464,931	
Basic earnings per share	\$	0.74	\$	0.66	\$	2.12	\$	1.93	
Diluted earnings per share	\$	0.73	\$	0.65	\$	2.09	\$	1.90	

When calculating diluted earnings per share for the three and nine-month periods ended December 31, 2013, 1,929,689 options were excluded from the calculation since their exercise price is higher than the average market value of common shares for the period (no options were excluded for the three and nine-month periods ended December 31, 2012).

Shares repurchased under the normal course issuer bid were excluded from the calculation of earnings per share as of the date of repurchase.

#### NOTE 10 OTHER FINANCIAL CHARGES

	For the three-month periods ended December 31			For the nine-month p ended Decem			
	2013		2012	2013		2012	
Finance costs <sup>1</sup>	\$ 5,037	\$	733	\$ 11,229	\$	2,256	
Finance income <sup>2</sup>	(96)		(148)	(325)		(398)	
	\$ 4,941	\$	585	\$ 10,904	\$	1,858	

Includes interest on bank loans, bank charges, and amortization of financing fees.

<sup>2</sup> Includes interest earned on excess cash.

## NOTE 11 FINANCIAL INSTRUMENTS

The Company has determined that the fair value of its financial assets and financial liabilities with short-term maturities approximates their carrying value. These financial instruments include cash and cash equivalents, receivables, bank loans, accounts payable and accrued liabilities. The table below shows the fair value and the carrying value of other financial instruments as at December 31, 2013 and March 31, 2013.

	December 31, 2013					March 31, 2013		
	Fair value	Carrying value		Fair value		Carrying value		
Portfolio investment	\$ 59,182	\$ 59,182	\$	-	\$	-		
Other assets that meet the definition of a financial asset	\$ 150	\$ 152	\$	198	\$	204		
Long-term debt	\$ 1,469,986	\$ 1,445,900	\$	1,583,380	\$	1,548,300		
Derivative swaps designated as cash flow hedges	\$ (712)	\$ (712)	\$	(4,932)	\$	(4,932)		

#### NOTE 12 SEGMENTED INFORMATION

As of April 1, 2013, the Company realigned its reporting structure consistent with its operating structure and now reports under three geographic sectors. The Canada Sector includes the Dairy Division (Canada) and the Bakery Division. The USA Sector combines the Cheese Division (USA) and the Dairy Foods Division (USA). Finally, the International Sector combines the Dairy Division (Argentina) and the Dairy Ingredients Division. The Dairy Ingredients Division includes national and export ingredients sales, as well as cheese exports from the North American divisions.

	For the three-month periods ended December 31					For th	ne nine-month periods ended December 31			
		2013		2012 (Reclassified)		2013		2012 (Reclassified)		
Revenues										
Canada	\$	955,619	\$	937,915	\$	2,772,203	\$	2,722,041		
USA	Ŷ	1,138,013	Ψ	663,650	Ŷ	3,269,904	Ψ	1,877,768		
International		249,533		199,079		704,918		644,542		
	\$	2,343,165	\$	1,800,644	\$	6,747,025	\$	5,244,351		
Earnings before interest, depreciation, amortization and income taxes										
Canada	\$	116,110	\$	123,161	\$	348,469	\$	357,322		
USA	φ	121,144	φ	81,025	φ	341,681	φ	240,965		
International		22,784		8,278		52,372		32,805		
International	\$	260,038	\$	212,464	\$	742,522	\$	631,092		
	*		Ŧ	,	Ŧ		Ŧ	,		
Depreciation and amortization										
Canada	\$	13,694	\$	14,255	\$	40,562	\$	42,580		
USA		22,106		11,279		62,840		34,838		
International		1,378		1,217		3,754		3,643		
	\$	37,178	\$	26,751	\$	107,156	\$	81,061		
Interest and other financial charges		17,934		6,390		49,788		19,239		
Earnings before income taxes		204,926		179,323		585,578		530,792		
Income taxes		60,791		49,349		171,398		149,340		
Net earnings	\$	144,135	\$	129,974	\$	414,180	\$	381,452		

#### NOTE 13 SUBSEQUENT EVENTS

#### Warrnambool Cheese & Butter Factory Company Holdings Limited

On December 16, 2013, the Company announced that, in addition to its previously announced conditional increase in offer consideration from AU\$9.00 to AU\$9.20 upon Saputo obtaining an interest in Warrnambool shares of greater than 50% during the offer period, it will further increase the offer consideration by AU\$0.20 to AU\$9.40 cash per share upon Saputo obtaining an interest in Warrnambool shares of greater than 75% during the offer period; and will further increase the offer consideration by an additional AU\$0.20 to AU\$9.60 cash per share upon Saputo obtaining an interest in Warrnambool shares of greater than 90% during the offer period. The Company announced that this offer price would not be further increased during the offer period.

On January 9, 2014, the Company announced that it extended its offer period to January 22, 2014, which date would not be further extended, other than by possible automatic extensions required under Australian law.

On January 21, 2014, the Company acquired 52.702% of the shares in Warrnambool, thus obtaining controlling interest of Warrnambool. In accordance with Saputo's offer, Saputo increased the offer consideration from AU\$9.00 to AU\$9.20 cash per Warrnambool share. The offer period was automatically extended pursuant to Australian law until February 4, 2014.

On January 28, 2014, the Company had an interest of 77.074% in Warrnambool shares. In accordance with Saputo's offer, Saputo increased the offer consideration from AU\$9.20 to AU\$9.40 cash per Warrnambool share. The offer period was automatically extended pursuant to Australian law until February 12, 2014, which date will not be further extended, other than by possible automatic extensions required under Australian law.

If Saputo obtains a relevant interest in Warrnambool shares of greater than 90% during the extended offer period, Saputo will increase its offer price by a further \$0.20 to \$9.60 cash per Warrnambool share. An automatic 14 day extension of the offer period will occur in such a case.

On February 4, 2014, the Company held 44,286,266 Warrnambool shares (78.943% of Warrnambool shares), representing an investment of approximately \$403 million. From January 1, 2014 to February 4, 2014, the Company drew approximately \$390 million on its term bank loan facility to finance the acquisition of these shares.

As the Company obtained controlling interest of Warrnambool, the Company will consolidate Warrnambool's results as of January 21, 2014, including the relevant portion that reflects non-controlling interests. As a result of the change in classification from a financial asset to a subsidiary, transaction costs currently classified within other comprehensive income will be reclassified to net earnings and presented as acquisition costs. The purchase price will be allocated to net assets at their fair values, with any excess amounts of consideration paid over the fair value of acquired assets recognized to goodwill.

#### Scotsburn Co-Operative Services Limited

On January 17, 2014, the Company announced that it had entered into an agreement to acquire the fluid milk activities of Scotsburn Co-Operative Services Limited based in Atlantic Canada.

The purchase price of \$61 million, on a debt-free basis, excludes about \$8 million of working capital items, and is payable in cash by drawing on available credit lines. The purchase price will be allocated to net assets at their fair values, with any excess amounts of consideration paid over the fair value of acquired assets recognized to goodwill. The transaction is subject to usual closing conditions (including approval by the Canadian Competition Bureau) and is expected to close around March 2014.