

Q3 2017

Chemtrade Logistics Income Fund

2017 | Third Quarter Report

CHEMTRADE LOGISTICS INCOME FUND
MANAGEMENT'S DISCUSSION AND ANALYSIS
FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2017

The information in this Management's Discussion and Analysis, or MD&A, is intended to assist the reader in the understanding and assessment of the trends and significant changes in the results of operations and financial condition of Chemtrade Logistics Income Fund (the "Fund"). Throughout this MD&A, the term "Chemtrade" refers to the Fund and its consolidated subsidiaries. The terms "we", "us" or "our" similarly refer to Chemtrade. This MD&A should be read in conjunction with the unaudited condensed consolidated interim financial statements of Chemtrade for the three and nine months ended September 30, 2017, the audited consolidated financial statements of Chemtrade for the year ended December 31, 2016 and the annual MD&A for the year ended December 31, 2016.

Chemtrade's financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). Chemtrade's reporting currency is the Canadian dollar. In this MD&A, per unit amounts are calculated using the weighted average number of units of the Fund outstanding for the applicable period unless otherwise indicated.

Caution Regarding Forward-Looking Statements

Certain statements contained in this MD&A constitute forward-looking statements within the meaning of certain securities laws, including the Securities Act (Ontario). Forward-looking statements can be generally identified by the use of words such as "anticipate", "continue", "estimate", "expect", "expected", "intend", "may", "will", "project", "plan", "should", "believe" and similar expressions. Specifically, forward-looking statements in this MD&A include statements respecting certain future expectations about: capital expenditures; the ability of Chemtrade to access tax losses and tax attributes; the tax characterization of planned distributions; sources, use and sufficiency of cash flows; the amount of any long-term incentive compensation; the effect of changes in the exchange rate, and the Fund's ability to offset US dollar denominated debt; the effect of changes in the price and volume of sodium chlorate and chlor-alkali and in the price of electricity; the adoption and timing of certain accounting rules and their anticipated effect; the effectiveness of our business model; the sustainability of the Fund's distribution rate; and our ability to reduce leverage levels. Forward-looking statements in this MD&A describe the expectations of Chemtrade as of the date hereof. These statements are based on assumptions and involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements for a variety of reasons, including without limitation the risks and uncertainties detailed under the "RISK FACTORS" section of the Fund's latest Annual Information Form and the **Risks and Uncertainties** section below.

Although Chemtrade believes the expectations reflected in these forward-looking statements and the assumptions upon which they are based are reasonable, no assurance can be given that actual results will be consistent with such forward-looking statements, and they should not be unduly relied upon. With respect to the forward-looking statements contained in this MD&A, Chemtrade has made assumptions regarding: there being no significant disruptions affecting the operations of Chemtrade, whether due to labour disruptions, supply disruptions, power disruptions, transportation disruptions, damage to equipment or otherwise; the ability of Chemtrade to obtain products, raw materials, equipment, transportation, services and supplies in a timely manner to carry out its activities and at prices consistent with current

levels or in line with Chemtrade's expectations; the timely receipt of required regulatory approvals; the cost of regulatory and environmental compliance being consistent with current levels or in line with Chemtrade's expectations; the ability of Chemtrade to successfully access tax losses and tax attributes; the ability of Chemtrade to obtain financing on acceptable terms; currency, exchange and interest rates being consistent with current levels or in line with Chemtrade's expectations; and global economic performance.

Except as required by law, Chemtrade does not undertake to update or revise any forward-looking statements, whether as a result of new information, future events or for any other reason. The forward-looking statements contained herein are expressly qualified in their entirety by this cautionary statement.

Recent Developments

Canexus Acquisition

On March 10, 2017, Chemtrade completed the acquisition (the "Acquisition") of all the issued and outstanding common shares of Canexus Corporation ("Canexus") by way of a court-approved plan of arrangement. Following completion of the Acquisition, Canexus amalgamated with 1993754 Alberta Ltd. an indirect, wholly-owned subsidiary of the Fund and subsequently with another subsidiary of Canexus, and the resulting entity's name was changed to Chemtrade Electrochem Inc. ("CEI").

CEI is an Alberta corporation which produces sodium chlorate and chlor-alkali products largely for the pulp and paper, oil and gas and water treatment industries. Its main operations are in Canada, the United States and South America.

On January 27, 2017, the Fund completed an offering of subscription receipts at a price of \$18.35 per unit. The offering was undertaken on a bought deal basis by a syndicate of underwriters. The Fund issued 21,800,000 subscription receipts, resulting in aggregate gross proceeds of approximately \$400.0 million. The net proceeds of the offering were used to partially fund the Acquisition. Upon closing of the Acquisition, the subscription receipts issued in the offering were exchanged on a one-for-one basis for units of the Fund without payment of additional consideration or further action, and an aggregate of 21,800,000 units were issued.

The Acquisition was structured as a share acquisition for total consideration of \$935.9 million. The Acquisition was financed by a combination of: (i) \$1.41 billion (US\$1.05 billion) syndicated senior secured credit facilities consisting of a \$436.1 million (US\$325.0 million) term loan and a \$972.9 million (US\$725.0 million) revolving loan with a \$268.4 million (US\$200.0 million) optional accordion (the "Credit Facilities"); (ii) the net proceeds of the equity offering of 21,800,000 units noted above; (iii) the assumption of \$372.8 million of CEI's (formerly Canexus') long-term debt which consisted of \$110.0 million of senior notes and \$262.8 million of extendible revolving credit facilities; and (iv) the assumption of \$254.7 million fair value of CEI's (formerly Canexus') convertible debentures comprised of the 5.75% convertible unsecured subordinated Series IV debentures due December 31, 2018 (the "CEI Series IV Debentures"); the 6.00% convertible unsecured subordinated Series V debentures due December 31, 2020 (the "CEI Series V Debentures") and the 6.50% convertible unsecured subordinated Series VI debentures due December 31, 2021 (the "CEI Series VI Debentures"; the CEI Series IV Debentures, the CEI Series V Debentures and the CEI Series VI Debentures collectively, the "CEI Debentures"). In connection with the Acquisition, a portion of Chemtrade's new Credit Facilities were used to repay its existing credit facilities and CEI's (formerly Canexus') extendible revolving credit

facilities. The amount drawn on the Credit Facilities to finance the Acquisition and to repay both Chemtrade's and CEI's credit facilities was \$687.1 million. As a result of the repayment, Chemtrade expensed \$5.5 million of previously deferred financing costs. Costs related to the new Credit Facilities of \$6.3 million have been reflected in long-term debt. These costs have been deferred and are being amortized to finance costs in comprehensive income using the effective interest method.

Directly attributable acquisition-related costs are \$11.9 million, of which \$8.5 million were expensed in 2016, and the remainder have been expensed during the first nine months of 2017 and are included in selling and administrative expenses in comprehensive income.

For details on the preliminary purchase price allocation, refer to note 4 of the condensed consolidated interim financial statements of Chemtrade for the three and nine months ended September 30, 2017.

As part of the integration of the newly acquired businesses, Chemtrade reconfigured its business segments in North America and introduced a new segment called Electrochemicals ("EC"), which includes Chemtrade's sodium chlorate business and the newly acquired businesses. Comparatives have been re-stated to conform with the current period presentation.

Sale of International Segment

On February 24, 2017, Chemtrade entered into a definitive agreement to sell its International business segment to Mitsui & CO., Ltd. for \$55.5 million (€36.8 million) which is subject to a working capital adjustment. The transaction closed on May 31, 2017. The business provided removal and marketing services for elemental sulphur and sulphuric acid to customers globally. The International business has been classified as a discontinued operation in Chemtrade's financial statements. Chemtrade realized a gain of \$15.3 million, after taxes upon the sale of the business. The cumulative amount of foreign exchange differences related to the International business of \$49.0 million previously recognized in accumulated other comprehensive income was reclassified from equity to net earnings from discontinued operations upon sale. The comparative consolidated statement of comprehensive income and other relevant notes have been re-stated to show the discontinued operation separately from continuing operations. Refer to note 5 of Chemtrade's condensed consolidated interim financial statements for the three and nine months ended September 30, 2017 for further details.

For the three and nine months ended September 30, 2017, revenues from the International segment were nil and \$41.9 million, respectively, compared with \$35.2 million and \$133.0 million respectively, for the comparative periods of 2016. EBITDA for the three and nine months ended September 30, 2017 was nil and \$3.0 million, compared with \$1.0 million and \$6.3 million for the comparative period of 2016. Results from operating activities were nil and \$3.3 million for the three and nine months ended September 30, 2017 compared with results from operating activities of \$0.3 million and \$3.8 million for the same periods of 2016.

Issuance of Fund 2017 4.75% Convertible Unsecured Subordinated Debentures

On May 2, 2017, the Fund completed an agreement with a syndicate of underwriters to issue \$175.0 million principal amount of convertible unsecured subordinated debentures. As allowed under provisions of the agreement to issue the

debentures, the underwriters purchased an additional \$26.3 million principal amount of the debentures, increasing the aggregate gross proceeds of the public offering to \$201.3 million. Chemtrade incurred transaction costs of approximately \$8.7 million, which included underwriters' fee and other expenses of the offering.

These convertible unsecured debentures bear interest at a rate of 4.75% per annum and are convertible, at the option of the holder, into units of the Fund at any time prior to the maturity date of May 31, 2024 at a unit price of \$26.70 per unit and are not redeemable before May 31, 2020 (the "Fund 2017 4.75% Debentures"). The net proceeds of the issuance were used to fund the mandatory change of control offers on the CEI Debentures, (see Change of Control Offers below), the redemption of the Fund's 5.75% convertible unsecured subordinated debentures due December 31, 2018 (see Redemption of Fund 2011 5.75% Debentures below) and the redemption of the remaining CEI Series IV Debentures (see Redemption of Remaining CEI Series IV Debentures below).

At September 30, 2017, the Fund also had \$126.5 million principal amount of 5.25% of convertible unsecured subordinated debentures outstanding (the "Fund 2014 5.25% Debentures") and \$143.8 million principal amount of 5.00% convertible unsecured subordinated debentures outstanding (the "Fund 2016 5.00% Debentures"; the Fund 2017 4.75% Debentures, the Fund 2014 5.25% Debentures and the Fund 2016 5.00% Debentures, collectively, the "Fund Debentures"; the Fund Debentures and the CEI Debentures, collectively, the "Debentures").

Mandatory Change of Control Offers for CEI Debentures

Following the Acquisition, CEI commenced mandatory change of control offers to purchase all of the outstanding CEI Debentures. On May 10, 2017, CEI acquired the following debentures:

- \$45.9 million principal amount of the CEI Series IV Debentures (representing 76.5% of the CEI Series IV Debentures outstanding)
- \$23.5 million principal amount of the CEI Series V Debentures (representing 21.9% of the CEI Series V Debentures outstanding)
- \$11.0 million principal amount of the CEI Series VI Debentures (representing 12.8% of the CEI Series VI Debentures outstanding)

Redemption of Fund 2011 5.75% Debentures

On May 11, 2017, the Fund completed the redemption of \$79.6 million aggregate principal amount of its 5.75% convertible unsecured debentures due December 31, 2018, (the "Fund 2011 5.75% Debentures"), representing a redemption in full of all of the outstanding Fund 2011 5.75% Debentures. The Fund 2011 5.75% Debentures were redeemed at a total redemption price of \$1,000 plus accrued and unpaid interest of \$20.64, both per \$1,000 principal amount, for a total aggregate redemption price of \$81.2 million.

Redemption of Remaining CEI Series IV Debentures

On May 15, 2017, CEI redeemed the remaining \$14.1 million principal amount of the CEI Series IV Debentures, representing a redemption in full of the CEI Series IV Debentures.

Offer to Exchange

On July 14, 2017, the Fund commenced offers (the "Offers") to purchase (i) all of the outstanding CEI Series V Debentures; and (ii) all of the outstanding CEI Series VI Debentures.

Under the terms of the offer to purchase the CEI Series V Debentures, the Fund offered to purchase all of the Series V Convertible Debentures in exchange for an equal principal amount of newly issued 5.50% convertible unsecured subordinated debentures due December 31, 2020 of the Fund plus accrued and unpaid interest in cash. Under the terms of the offer to purchase the CEI Series VI Debentures, the Fund offered to purchase all of the Series VI Convertible Debentures in exchange for an equal principal amount of newly issued 5.75% convertible unsecured subordinated debentures due December 31, 2021 of the Fund plus accrued and unpaid interest in cash.

On August 23, 2017, the Fund announced the expiration of the Offers. As the conditions to the Offers had not been satisfied, the Fund did not accept any tendered CEI Debentures for payment. The Fund incurred transaction costs of approximately \$505. These are included in finance costs in comprehensive income.

Redemption of CEI Senior Notes

On March 10, 2017, as part of the Acquisition Chemtrade assumed \$110.0 million of senior unsecured notes issued by Canexus (now CEI). The senior notes, issued at par value, bear interest at a rate of 7.875% per annum and mature on September 20, 2023 (the "CEI Senior Notes"). The CEI Senior Notes contain certain early redemption options under which CEI has the option to redeem all or a portion of the CEI Senior Notes at various redemption prices, which include the principal amount plus accrued and unpaid interest, if any, to the redemption date. Interest is payable semi-annually on March 20 and September 20, commencing on March 20, 2017.

On June 26, 2017, CEI redeemed \$38.5 million aggregate principal amount of the CEI Senior Notes, representing 35% of the \$110.0 million aggregate principal amount outstanding. The CEI Senior Notes were redeemed at a total redemption price of \$1,079 for each \$1,000 principal amount of notes, for a total aggregate redemption price of \$42.3 million being equal to 107.875% of the principal amount, plus all accrued and unpaid interest.

Financial Highlights

These financial highlights have been presented in accordance with IFRS.

| (\$'000 except per unit amounts) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|---|---------------------------|-----------------------|--------------------------|-----------------------|
| | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| Revenue from continuing operations | \$ 400,504 | \$ 273,023 | \$ 1,082,469 | \$ 815,508 |
| Net earnings ⁽¹⁾ | \$ 22,413 | \$ 2,427 | \$ 100,920 | \$ 13,646 |
| Net earnings from continuing operations ⁽¹⁾ | \$ 22,413 | \$ 2,102 | \$ 33,365 | \$ 9,797 |
| Net earnings per unit ⁽¹⁾ | \$ 0.24 | \$ 0.04 | \$ 1.16 | \$ 0.20 |
| Net earnings per unit from continuing operations ⁽¹⁾ | \$ 0.24 | \$ 0.03 | \$ 0.39 | \$ 0.14 |
| Diluted net earnings per unit ⁽¹⁾ | \$ 0.24 | \$ 0.04 | \$ 1.10 | \$ 0.20 |
| Diluted earnings per unit from continuing operations ⁽¹⁾ | \$ 0.24 | \$ 0.03 | \$ 0.39 | \$ 0.14 |
| Total assets | \$ 2,961,552 | \$ 2,172,918 | \$ 2,961,552 | \$ 2,172,918 |
| Current portion of long-term debt | \$ 3,859 | \$ 3,588 | \$ 3,859 | \$ 3,588 |
| Long-term debt | \$ 636,084 | \$ 456,023 | \$ 636,084 | \$ 456,023 |
| Convertible unsecured subordinated debentures | \$ 639,033 | \$ 391,978 | \$ 639,033 | \$ 391,978 |
| Adjusted EBITDA from continuing operations ⁽¹⁾⁽³⁾ | \$ 81,862 | \$ 60,777 | \$ 221,721 | \$ 168,900 |
| Adjusted EBITDA per unit from continuing operations ⁽¹⁾⁽³⁾⁽⁴⁾ | \$ 0.88 | \$ 0.88 | \$ 2.56 | \$ 2.45 |
| Cash flows from operating activities | \$ 70,452 | \$ 67,488 | \$ 89,130 | \$ 103,219 |
| Cash flows from operating activities per unit ⁽⁴⁾ | \$ 0.76 | \$ 0.98 | \$ 1.03 | \$ 1.49 |
| Adjusted cash flows from operating activities from continuing operations ⁽¹⁾⁽²⁾⁽³⁾ | \$ 61,333 | \$ 26,868 | \$ 146,114 | \$ 113,525 |
| Adjusted cash flows from operating activities per unit from continuing operations ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾ | \$ 0.66 | \$ 0.39 | \$ 1.69 | \$ 1.64 |
| Distributable cash after maintenance capital expenditures from continuing operations ⁽¹⁾⁽²⁾⁽³⁾ | \$ 46,783 | \$ 15,388 | \$ 114,137 | \$ 88,508 |
| Distributable cash after maintenance capital expenditures per unit from continuing operations ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾ | \$ 0.51 | \$ 0.22 | \$ 1.32 | \$ 1.28 |
| Distributions declared | \$ 27,779 | \$ 20,730 | \$ 78,655 | \$ 62,172 |
| Distributions declared per unit ⁽⁵⁾ | \$ 0.30 | \$ 0.30 | \$ 0.90 | \$ 0.90 |
| Distributions paid | \$ 27,778 | \$ 20,724 | \$ 76,312 | \$ 62,166 |
| Distributions paid per unit ⁽⁵⁾ | \$ 0.30 | \$ 0.30 | \$ 0.90 | \$ 0.90 |

⁽¹⁾ For the three months and nine months ended September 30, 2017 results include costs related to the Acquisition of \$129 or \$0.00 per unit and \$3,447 or \$0.04 per unit respectively. See **Recent Developments**.

⁽²⁾ For the nine months ended September 30, 2017 results include \$18,292 or \$0.25 per unit of foreign exchange loss realized on the repayment of long-term debt. See **Recent Developments**.

⁽³⁾ See **Non-IFRS Measures**.

⁽⁴⁾ Based on weighted average number of units outstanding for the period of:

| | | | | |
|--|------------|------------|------------|------------|
| | 92,596,006 | 69,088,131 | 86,660,662 | 69,076,285 |
|--|------------|------------|------------|------------|

⁽⁵⁾ Based on actual number of units outstanding on record date.

Non-IFRS Measures

EBITDA and Adjusted EBITDA -

Management defines EBITDA as net earnings before any deduction for net finance costs, taxes, depreciation and amortization. Adjusted EBITDA also excludes other non-cash charges such as gains and losses on the disposal and write-down of assets, and unrealized foreign exchange gains and losses. EBITDA and Adjusted EBITDA are metrics used by many investors and analysts to compare organizations on the basis of ability to generate cash from operations. Management considers Adjusted EBITDA (as defined) to be an indirect measure of operating cash flow, which is a significant indicator of the success of any business. Adjusted EBITDA is not intended to be representative of cash flow from operations or results of operations determined in accordance with IFRS or cash available for distribution.

EBITDA and Adjusted EBITDA are not recognized measures under IFRS. Chemtrade's method of calculating EBITDA and Adjusted EBITDA may differ from methods used by other income trusts or companies, and accordingly may not be comparable to similar measures presented by other organizations. A reconciliation of EBITDA and Adjusted EBITDA to net earnings follows:

| (\$'000) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|--|---------------------------|--------------------|--------------------------|--------------------|
| | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| Net earnings from continuing operations | \$ 22,413 | \$ 2,102 | \$ 33,365 | \$ 9,797 |
| Add: | | | | |
| Depreciation and amortization | 52,411 | 36,457 | 148,567 | 111,894 |
| Net finance costs | 19,154 | 26,788 | 66,352 | 49,814 |
| Income tax recovery | (12,754) | (7,055) | (31,228) | (48,987) |
| EBITDA from continuing operations | 81,224 | 58,292 | 217,056 | 122,518 |
| Add: | | | | |
| Impairment of intangible assets | — | — | — | 3,143 |
| Loss (gain) on disposal and write-down of assets | 282 | (33) | 4,346 | 55,783 |
| Unrealized foreign exchange loss (gain) | 356 | 2,518 | 319 | (12,544) |
| Adjusted EBITDA from continuing operations | \$ 81,862 | \$ 60,777 | \$ 221,721 | \$ 168,900 |

Cash Flow -

The following table is derived from, and should be read in conjunction with, the condensed consolidated interim statements of cash flows. Management believes this supplementary disclosure provides useful additional information related to the cash flows of Chemtrade including the amount of cash available for distribution to Unitholders, repayment of debt and other investing activities. Certain sub-totals presented within the cash flows table below, such as "Adjusted cash flows from operating activities", "Distributable cash after maintenance capital expenditures" and "Distributable cash after all capital expenditures", are not defined terms under IFRS. These sub-totals are used by Management as measures of internal performance and as a supplement to the consolidated statements of cash flows. Investors are cautioned that these measures should not be construed as an alternative to using net earnings as a measure of

profitability or as an alternative to the IFRS consolidated statements of cash flows. Further, Chemtrade's method of calculating each measure may not be comparable to calculations used by other income trusts or companies bearing the same description.

| (\$'000) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|--|---------------------------|--------------------|--------------------------|--------------------|
| | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| Cash flow from operating activities | \$ 70,452 | \$ 67,488 | \$ 89,130 | \$ 103,219 |
| Less: | | | | |
| Cash flow from (used in) operating activities of discontinued operations | — | 4,024 | (3,809) | 204 |
| Cash flow from operating activities of continuing operations | 70,452 | 63,464 | 92,939 | 103,015 |
| Add: | | | | |
| Changes in non-cash working capital and other items | (9,119) | (36,596) | 53,175 | 10,510 |
| Adjusted cash flows from operating activities of continuing operations | 61,333 | 26,868 | 146,114 | 113,525 |
| Less: | | | | |
| Maintenance capital expenditure | 14,550 | 11,480 | 31,977 | 25,017 |
| Distributable cash after maintenance capital expenditure from continuing operations | 46,783 | 15,388 | 114,137 | 88,508 |
| Less: | | | | |
| Non-maintenance capital expenditure ⁽¹⁾ | 1,461 | 2,684 | 5,817 | 7,106 |
| Distributable cash after all capital expenditure from continuing operations | \$ 45,322 | \$ 12,704 | \$ 108,320 | \$ 81,402 |

⁽¹⁾ Non-maintenance capital expenditures are: (a) pre-funded, usually as part of a significant acquisition and related financing; (b) considered to expand the capacity of Chemtrade's operations; (c) significant environmental capital expenditures that are considered to be non-recurring; or (d) capital expenditures to be reimbursed by a third party.

Consolidated Operating Results

Consolidated revenue from continuing operations for the third quarter of 2017 was \$400.5 million, which was \$127.5 million higher than revenue for the third quarter of 2016. On a year-to-date basis, revenue was \$1,082.5 million, which was \$267.0 million higher than revenue for the same period of 2016. The increase in revenue for the third quarter and for the first nine months of 2017 was primarily due to revenues generated by the newly acquired businesses in the EC segment of \$161.3 million and \$350.6 million, respectively. This was partially offset by lower revenues in the SPPC segment.

Chemtrade's Adjusted EBITDA for the third quarter and for the first nine months of 2017 was \$21.1 million higher and \$52.8 million higher than the Adjusted EBITDA for the same periods of 2016. This was primarily due to the Adjusted EBITDA of the newly acquired businesses in the EC segment for the third quarter and for the first nine months of 2017 of \$52.2 million and \$100.6 million, respectively (see **Recent Developments**) partially offset by lower Adjusted EBITDA for the SPPC and WSSC segments.

Net earnings from continuing operations for the third quarter and first nine months of 2017 were higher than net earnings from continuing operations of the comparative periods of 2016 by \$20.3 million and \$23.6 million, respectively. The

increase in net earnings was primarily due to the additional net earnings of the newly acquired businesses partially offset by higher depreciation and amortization.

Net finance costs for the third quarter of 2017 were \$7.6 million lower than the third quarter of 2016 primarily due to \$8.2 million of change in fair value adjustments on Debentures and \$5.8 million of lower transaction costs, partially offset by additional interest expense of \$7.1 million due to higher levels of long-term debt. For the first nine months of 2017, net finance costs were \$16.5 million higher than the same period of 2016 mainly due to additional interest expense of \$17.6 million due to higher levels of long-term debt. The level of net finance costs was affected by a few other items as detailed in the **Finance Income and Costs** section.

Net earnings for 2016 also included a loss on write-down of assets of \$55.7 million and an impairment of intangible assets of \$3.1 million, partially offset by an income tax recovery related to these write downs.

Finally, during the third quarter unrealized foreign exchange losses were \$2.2 million lower in 2017 relative to 2016 and income tax recoveries were \$5.7 million higher in 2017 relative to 2016. For the first nine months of 2017, unrealized foreign exchange losses were \$12.9 million higher than 2016 and income tax recoveries were \$17.8 million lower than 2016.

Results of Continuing Operations by Business Segment

SPPC -

| (\$'000) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|--|---------------------------|--------------------|--------------------------|--------------------|
| | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| Revenue | \$ 123,257 | \$ 146,412 | \$ 373,880 | \$ 450,576 |
| Adjusted EBITDA | 24,455 | 39,710 | 86,175 | 114,365 |
| Impairment of intangible assets | — | — | — | (3,143) |
| (Loss) gain on disposal and write-down of assets | (282) | 2 | (418) | (55,779) |
| EBITDA | 24,173 | 39,712 | 85,757 | 55,443 |
| Depreciation and amortization | (17,321) | (19,669) | (55,028) | (58,900) |
| Net finance costs | (4,275) | (5,648) | (15,512) | (15,369) |
| Income tax recovery (expense) | 6,855 | (805) | 16,580 | 32,552 |
| Net earnings | \$ 9,432 | \$ 13,590 | \$ 31,797 | \$ 13,726 |

SPPC markets, removes and/or produces merchant, regenerated and ultra pure sulphuric acid, sodium hydrosulphite, elemental sulphur, liquid sulphur dioxide, hydrogen sulphide, and sodium bisulphite, and provides other processing services. These products are marketed primarily to North American customers.

Revenue for the third quarter of 2017 was \$23.2 million lower than revenue for the third quarter of 2016. For the first nine months of 2017, revenue was \$76.7 million lower than the first nine months of 2016. The decrease in revenue for the third quarter and first nine months of 2017 compared with the same periods of 2016 was primarily due to \$13.6 million and \$38.7 million, respectively, of lower sales volume for sulphuric acid. Revenue also decreased by \$8.7

million and \$25.3 million, respectively, due to lower volumes of liquid sulphur dioxide, as Chemtrade discontinued manufacturing and selling liquid sulphur dioxide in eastern Canada. Adjusted EBITDA for the third quarter and first nine months ended September 30, 2017 was \$15.3 million and \$28.2 million lower, respectively, than Adjusted EBITDA for the same periods of 2016. There were a few issues that had an adverse impact on third quarter EBITDA. The hurricanes that occurred in the U.S. during the third quarter are estimated to have affected results by \$3.0 million. The rest of the decline in results was mainly due reduced volume of sulphuric acid resulting from operating issues experienced in the third quarter and by a key by-product supplier of sulphuric acid supplying lower volume than expected. The effect of the hurricanes and operating issues was exacerbated as inventories were extremely low entering the third quarter, as supply of acid was also constrained during the second quarter. Typically our network of sulphuric acid is able to dampen the effect of such fluctuations, but the impact of the combination of extremely low inventory levels, and the extent of the unexpected disruptions during the third quarter was too severe to be mitigated. The impact on our customers was minimized, but this resulted in additional costs. On a positive note, the fundamentals for most products in this segment were strong and but for the issues experienced during the quarter, results would have been strong. These issues were largely over by the end of the third quarter. Net earnings for the third quarter of 2017 were \$4.2 million lower than net earnings for the third quarter of 2016. This was primarily a result of lower EBITDA as described above. Net earnings for the first nine months of 2017 were \$18.1 million higher than the net earnings for the same period of 2016. This was primarily due to the loss on write-down of assets and impairment of intangible assets recorded in the second quarter of 2016, partially offset by an income tax recovery recorded in the same period primarily as a result of the reversal of certain deferred tax liabilities associated with the assets that were written down.

WSSC -

| (\$'000) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|--|---------------------------|---------------------------|---------------------------|---------------------------|
| | <u>September 30, 2017</u> | <u>September 30, 2016</u> | <u>September 30, 2017</u> | <u>September 30, 2016</u> |
| Revenue | \$ 105,437 | \$ 113,565 | \$ 323,242 | \$ 329,292 |
| Adjusted EBITDA | 21,849 | 30,531 | 76,260 | 87,090 |
| Gain (loss) on disposal and write-down of assets | — | 31 | (25) | (4) |
| EBITDA | 21,849 | 30,562 | 76,235 | 87,086 |
| Depreciation and amortization | (12,901) | (14,651) | (40,165) | (46,302) |
| Net finance costs | (5,103) | (3,254) | (15,075) | (9,118) |
| Income tax recovery | 8,998 | 7,783 | 23,445 | 15,994 |
| Net earnings | \$ 12,843 | \$ 20,440 | \$ 44,440 | \$ 47,660 |

WSSC manufactures and markets a variety of inorganic coagulants used in water treatment, including aluminum sulphate, aluminum chlorohydrate, polyaluminum chloride, and ferric sulphate; and a number of specialty chemicals, including sodium nitrite, potassium chloride, phosphorus pentasulphide, vaccine adjuvants, and sulphides. These products are marketed primarily to North American customers.

Revenue during the third quarter and first nine months of 2017 was \$8.1 million and \$6.1 million lower respectively, than the same periods of 2016 due to lower sales within the segment. Adjusted EBITDA for the third quarter of 2017 was \$8.7 million lower than the same period of 2016, primarily driven by lower revenues during the third quarter of 2017. Production was constrained at two large water sites due to a few operating issues which not only resulted in

lower volumes but also additional costs as we ensured that customers were not disrupted. Adjusted EBITDA for the first nine months of 2017 was \$10.8 million lower than the same period of 2016 primarily due to lower revenues during the first and third quarters of 2017. Net earnings for the third quarter of 2017 was \$7.6 million lower than the comparative period of 2016 primarily due to lower Adjusted EBITDA and higher net finance costs of \$1.8 million. Net earnings for the first nine months of 2017 were \$3.2 million lower than the comparative period of 2016 due to \$10.9 million of lower Adjusted EBITDA, higher net finance costs during the period by \$6.0 million, partially offset by \$7.5 million of higher income tax recovery and \$6.1 million lower depreciation and amortization expense.

EC -

| (\$'000) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|---|---------------------------|---------------------------|---------------------------|---------------------------|
| | <u>September 30, 2017</u> | <u>September 30, 2016</u> | <u>September 30, 2017</u> | <u>September 30, 2016</u> |
| Sodium Chlorate Sales Volume (000's MT) | 99 | 19 | 264 | 48 |
| Chlor-alkali Sales Volume (000's MECU) | 66 | — | 142 | — |
| Revenue | \$ 171,810 | \$ 13,046 | \$ 385,347 | \$ 35,640 |
| Adjusted EBITDA | 55,430 | 2,950 | 109,957 | 8,605 |
| Loss on write-down of assets | — | — | (3,903) | — |
| EBITDA | 55,430 | 2,950 | 106,054 | 8,605 |
| Depreciation and amortization | (22,189) | (2,137) | (53,374) | (6,692) |
| Net finance costs | (2,145) | (14) | (12,407) | (43) |
| Income tax (expense) recovery | (3,552) | 16 | (8,271) | 155 |
| Net earnings | \$ 27,544 | \$ 815 | \$ 32,002 | \$ 2,025 |

EC manufactures and markets sodium chlorate and chlor-alkali products largely for the pulp and paper, oil and gas and water treatment industries. These products are marketed primarily to North American and South American customers. This segment includes results from Chemtrade's sodium chlorate business for 2017 and the comparative periods of 2016, as well as those from the newly acquired businesses (see **Recent Developments**) since March 10, 2017, the date of acquisition.

Revenue for the third quarter and first nine months of 2017 were \$158.8 million and \$349.7 million higher than the same periods of 2016. Adjusted EBITDA for the third quarter and first nine months of 2017 were \$52.5 million and \$101.4 million higher, respectively, than the same periods of 2016. Revenue and Adjusted EBITDA were both higher in the third quarter and first nine months of 2017 primarily from the newly acquired businesses. Adjusted EBITDA for the three and nine months ended September 30, 2017 include \$0.8 million and \$4.8 million, respectively, of severance expense. Net earnings for the third quarter and first nine months of 2017 were \$26.7 million and \$30.0 million higher, respectively, than the same periods of 2016. Increases in depreciation and amortization expense, net finance costs, and income tax recoveries from the third quarter and first nine months of 2017 compared with the third quarter and first nine months of 2016 were also due to the newly acquired businesses. Net earnings for the first nine months of 2017 included a write-down of \$3.9 million related to the shut-down of a small sodium chlorate plant in Nanaimo, BC. Net finance costs for the first nine months of 2017 include a \$3.0 million premium paid on the partial redemption of the

CEI Senior Notes. Net finance costs for the third quarter and first nine months of 2017 included a gain of \$1.8 million and \$1.7 million, respectively, related to the fair value of the CEI Debentures.

Corporate -

| (\$'000) | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|---|---------------------------|--------------------|--------------------------|--------------------|
| | September 30, 2017 | September 30, 2016 | September 30, 2017 | September 30, 2016 |
| Cost of services | \$ 19,872 | \$ 12,414 | \$ 50,671 | \$ 41,160 |
| Adjusted EBITDA | \$ (19,872) | \$ (12,414) | \$ (50,671) | \$ (41,160) |
| Unrealized foreign exchange (loss) gain | (356) | (2,518) | (319) | 12,544 |
| EBITDA | (20,228) | (14,932) | (50,990) | (28,616) |
| Net finance costs | (7,631) | (17,872) | (23,358) | (25,284) |
| Income tax recovery (expense) | 453 | 61 | (526) | 286 |
| Net loss | \$ (27,406) | \$ (32,743) | \$ (74,874) | \$ (53,614) |

The Corporate segment includes the administrative costs of corporate activities such as treasury, finance, information technology, human resources, legal and risk management, and environmental, health and safety support, which are not directly allocable to an operating segment.

For the third quarter and first nine months of 2017, corporate costs, excluding unrealized foreign exchange gains and losses, net finance costs and income taxes were \$7.5 million and \$9.5 million higher, respectively, than the comparative periods of 2016. Corporate costs were higher in the third quarter of 2017 primarily due to higher incentive bonus expenses of \$2.7 million, higher fair value adjustments on the Long-Term Incentive Plan ("LTIP") of \$2.3 million, \$0.9 million of corporate costs related to the acquired business and realized foreign exchange losses of \$0.6 million. Corporate costs for the first nine months of 2017 also included \$3.4 million of transaction costs related to the Acquisition (see **Recent Developments**).

The comments on LTIP expenses relate to the 2015-2017, 2016-2018, and 2017-2019 LTIPs which Chemtrade operates and grants cash awards based on certain criteria. The 2015-2017, 2016-2018, and 2017-2019 LTIP payouts are payable at the beginning of 2018, 2019 and 2020, respectively. The LTIP awards have a performance based component and a restricted share unit component. The performance based component for the 2015-2017 LTIP award is based on total Unitholder return achieved over the three year performance period of the plan, Adjusted EBITDA growth, and total return to Chemtrade's Unitholders relative to the total return on the S&P/TSX Capped Industrial Index. The 2016-2018 and 2017-2019 LTIP awards' performance based component is similar to the 2015-2017 LTIP awards except the total return to Chemtrade's Unitholders is measured relative to the total return on the S&P/TSX Dividend Index rather than the S&P/TSX Capped Industrial Index. The restricted share unit component of the LTIP awards is a phantom plan which is payable in cash at the end of the performance period. The nature of these calculations makes it difficult to forecast the amount of LTIP expenses that will be recorded in any period, as it is based upon a valuation model which considers several variables.

Chemtrade has hedged its investment in foreign operations that use the U.S. dollar as their functional currency with its U.S. dollar-denominated long-term debt. As a result, any gains and losses arising from the U.S. dollar-denominated

debt will be offset by the foreign currency gain or loss arising from the investment in the foreign operations. The gains and losses on the translation of the designated amount of U.S. dollar-denominated debt and investment in foreign operations are recognized on a net basis in other comprehensive income. For the three and nine months ended September 30, 2017, a foreign exchange gain of \$6.7 million and \$14.5 million, respectively, on the revaluation of the U.S. dollar-denominated debt and investment in foreign operations was recognized in other comprehensive income, compared with a foreign exchange gain of \$0.7 million and \$15.7 million, respectively, during the three and nine months ended September 30, 2016.

Net finance costs during the third quarter were \$10.2 million lower than the same period of 2016 primarily due to \$6.4 million in transaction costs and \$6.5 million higher fair value adjustments related to Fund Debentures in the third quarter of 2016, offset by \$2.4 million of higher interest expense related to the Fund Debentures in the third quarter of 2017. During the first nine months ended September 30, 2017, net finance costs were \$1.9 million lower than the same period of 2016 primarily due to a \$2.1 million gain relating to the fair value of the Fund Debentures compared to a \$8.6 million loss during the first nine months of 2016, offset by \$2.8 million of higher transaction costs and \$6.1 million of additional interest due to the higher level of Fund Debentures outstanding.

Foreign Exchange

Chemtrade has certain operating subsidiaries that use the U.S. dollar as their functional currency. As Chemtrade reports in Canadian dollars, its reported net earnings are exposed to fluctuations in the Canadian/U.S. dollar exchange rate. If the Canadian dollar weakens by one-cent (for example, from \$1.25 to \$1.26), on an unhedged basis, this would have a positive impact on annual net earnings of approximately \$1.2 million, and vice-versa. The impact on annual Adjusted EBITDA and Distributable cash after maintenance capital expenditures would be approximately \$2.4 million and \$1.9 million, respectively, and vice-versa.

Chemtrade has entered into a series of foreign exchange contracts with its principal bankers to manage the volatility of foreign exchange rates. All foreign exchange contracts are under International Swap and Derivatives Association (“ISDA”) agreements. Contracts in place at September 30, 2017 include future contracts to sell the following amounts for periods through to September 2018:

| Amount | Weighted average exchange rate |
|------------|-----------------------------------|
| US\$62,200 | \$1.28 |

The purpose of these contracts is to manage foreign exchange risk on specific transactions in a foreign currency. The amount of the related derivative is recorded at fair value at the period end and is included with prepaid expenses and other assets or trade and other payables on the consolidated statements of financial position. The resultant non-cash charge or gain is included in selling and administrative expenses. The impact of this non-cash charge or gain is excluded from the computation of Adjusted EBITDA and Distributable cash after maintenance capital expenditures. See **Non-IFRS Measures - Cash Flow**.

Certain of Chemtrade's operating subsidiaries use the U.S. dollar as their functional currency. The investment in these U.S. dollar-denominated foreign operations has been hedged by Chemtrade's U.S. dollar-denominated credit facilities.

Any gains and losses from the translation of U.S. dollar-denominated borrowings on the credit facilities will be offset by the foreign currency gain or loss arising from the investment in the U.S. foreign operations. The gains and losses on the translation of the designated amount of long-term debt and investment in foreign operations are recorded in other comprehensive income. The changes recorded in the accumulated other comprehensive income account since December 31, 2016 were a result of changes in the Canadian/U.S. dollar exchange rate between December 31, 2016 and September 30, 2017.

The rate of exchange used to translate U.S. dollar-denominated balances has decreased from a rate of US\$1.00 = \$1.34 at December 31, 2016 to US\$1.00 = \$1.25 at September 30, 2017. See **Risks and Uncertainties** for additional comments on foreign exchange.

Finance Income and Costs

During the third quarter and first nine months of 2017, net finance costs were \$19.2 million and \$66.4 million, respectively, compared with net finance costs of \$26.8 million and \$49.8 million, respectively, during the third quarter and first nine months of 2016. In the third quarter of 2017 net finance costs were lower by \$7.6 million primarily due to fair value adjustments on the Debentures of \$8.2 million and \$5.9 million lower transaction costs, partially offset by \$7.1 million additional interest expense relating to higher long-term borrowings due to the Acquisition. Net finance costs were \$16.5 million higher in the first nine months of 2017 compared with the same period in 2016, primarily due to additional interest expense of \$17.6 million relating to higher long-term borrowings due to the Acquisition. Additionally, transaction costs were higher by \$2.8 million, a \$3.0 million premium was paid on the partial redemption of the CEI Senior Notes and \$5.5 million of previously deferred financing costs were written off due to the repayment of debt (see **Recent Developments**). These were offset by the fair value adjustments on the Debentures which resulted in \$12.5 million lower net finance costs.

During the third quarter and first nine months of 2017, Chemtrade recorded accretion expense of \$0.3 million and \$1.1 million, respectively, due to the amortization of transaction costs related to Chemtrade's borrowings. In the third quarter and first nine months of 2016, Chemtrade recorded accretion expenses of \$0.4 million and \$1.0 million, respectively. See **Liquidity and Capital Resources - *Financing Activities***.

The weighted average effective annual interest rate on senior debt at September 30, 2017 was 3.59% (December 31, 2016 - 3.44%). See **Liquidity and Capital Resources - *Financing Activities* - *Financial Instruments*** for information concerning swap arrangements.

Income Taxes

The Fund is a mutual fund trust and a specified investment flow-through trust ("SIFT") for income tax purposes. The Fund is subject to current income taxes at the top marginal tax rate applicable to individuals of approximately 53.5% on all taxable income not distributed to Unitholders. The Fund is also subject to current income taxes on all taxable income, other than dividends, earned from Canadian corporate and flow-through subsidiaries (other than Canadian subsidiaries that earn certain investment income) at a tax rate similar to the corporate tax rate. The Fund is not subject to tax on income received from non-Canadian subsidiaries, provided that the income is distributed to Unitholders during

the year. Based on the current organization of the Fund and its subsidiaries, Chemtrade expects that its income distributed to Unitholders will not be subject to SIFT tax.

Taxable income distributed by the Fund to its Unitholders is considered taxable income of those Unitholders.

Current income tax expense for the third quarter and first nine months of 2017 was \$2.4 million and \$4.8 million, respectively, compared with \$2.6 million and \$3.7 million for the same periods of 2016. The increase in current income tax expense in 2017 compared with 2016 is primarily due to an increase in taxable income in certain jurisdiction as a result of the Acquisition. Deferred income tax recovery for the third quarter and first nine months of 2017 was \$15.2 million and \$36.1 million, respectively, compared with \$9.7 million and \$52.7 million for the same periods in 2016. The increase in income tax recovery for the third quarter of 2017 compared with the third quarter of 2016 is primarily due to an increase in loss incurred in certain subsidiaries during the third quarter of 2017. The decrease in income tax recovery for the third quarter and first nine months of 2017 compared with the third quarter and first nine months of 2016 is primarily due to the reversal of deferred tax liabilities related to the assets that were written down in the SPPC segment during the second quarter of 2016.

The effective tax rate for the third quarter of 2017 differs from the statutory tax rate primarily due to the deduction of taxable income distributed to Unitholders, losses incurred in a jurisdiction with a higher tax rate, income earned in a jurisdiction with a lower tax rate, and the taxable portion of realized foreign exchange losses recognized in other comprehensive income instead of net earnings.

The net increase in deferred tax assets of \$67.1 million at September 30, 2017 relative to December 31, 2016 is primarily due to the deferred tax assets acquired as the result of the Acquisition and the recognition of the deferred tax assets related to transaction costs on the issuance of units during the first nine months of 2017.

The net decrease in deferred tax liabilities of \$14.3 million at September 30, 2017 relative to December 31, 2016 is primarily due to lower taxable timing differences on fixed assets, intangible assets and unrealized foreign exchange gains in certain subsidiaries, partially offset by the deferred tax liabilities acquired as the result of the Acquisition in certain jurisdictions.

The Fund does not record deferred taxes related to its deductible temporary differences nor those of its flow-through subsidiaries, as these differences primarily relate to investments in corporate subsidiaries and are expected to reverse without tax consequences to the Fund.

Excess Cash Flows and Net Earnings Over Distributions Paid

The following table presents excess cash flows from operating activities and net earnings over distributions paid for the three and nine months ended September 30, 2017, and for the years ended December 31, 2016 and December 31, 2015.

| (\$'000) | <u>Three months</u> <u>ended</u> | <u>Nine months</u> <u>ended</u> | <u>Year ended</u> | |
|---|-------------------------------------|------------------------------------|----------------------|----------------------|
| | September 30, 2017 | September 30, 2017 | December 31, 2016 | December 31, 2015 |
| Cash flows from operating activities | \$ 70,452 | \$ 89,130 | \$ 153,009 | \$ 161,974 |
| Net earnings (loss) | 22,413 | 100,920 | (12,658) | (47,590) |
| Distributions paid during period | 27,778 | 76,312 | 82,912 | 82,640 |
| Excess of cash flows from operating activities over cash distributions paid | 42,674 | 12,818 | 70,097 | 79,334 |
| (Shortfall) excess of net earnings over cash distributions paid | (5,365) | 24,608 | (95,570) | (130,230) |

Chemtrade considers the amount of cash generated by the business in determining the amount of distributions available for payment to its Unitholders. In general, Chemtrade does not take into account quarterly working capital fluctuations as these tend to be temporary in nature. Chemtrade does not generally consider net earnings in setting the level of distributions as this is a non-cash metric and is not reflective of the level of cash flow that Chemtrade can generate. This divergence is particularly relevant for Chemtrade as it has a relatively high level of depreciation and amortization expenses, foreign exchange gains and losses, and deferred tax expenses and recoveries.

For the nine months ended September 30, 2017, distributions to Unitholders exceeded cash flows from operating activities mainly due to an increase in working capital during the quarter. Chemtrade maintains a revolving credit facility to manage the effects of temporary fluctuations in working capital.

Distributions -

Distributions to Unitholders for the three and nine months ended September 30, 2017 were declared as follows:

| Record Date | Payment Date | Distribution Per Unit | Total (\$'000) |
|--|--------------------|--------------------------|-------------------|
| Three months ended September 30: | | | |
| July 31, 2017 | August 31, 2017 | \$ 0.10 | \$ 9,259 |
| August 31, 2017 | September 29, 2017 | 0.10 | 9,260 |
| September 29, 2017 | October 30, 2017 | 0.10 | 9,260 |
| Sub-Total | | \$ 0.30 | \$ 27,779 |
| Three months ended June 30, 2017 | | \$ 0.30 | \$ 27,778 |
| Three months ended March 31, 2017 | | \$ 0.30 | \$ 23,098 |
| Total for the nine months ended September 30, 2017 | | \$ 0.90 | \$ 78,655 |

Distributions to Unitholders for the three and nine months ended September 30, 2016 were declared as follows:

| Record Date | Payment Date | Distribution Per Unit | Total (\$'000) |
|--|--------------------|-----------------------|----------------|
| Three months ended September 30: | | | |
| July 29, 2016 | August 31, 2016 | \$ 0.10 | \$ 6,907 |
| August 31, 2016 | September 30, 2016 | 0.10 | 6,909 |
| September 30, 2016 | October 31, 2016 | 0.10 | 6,914 |
| Sub-Total | | \$ 0.30 | \$ 20,730 |
| Three months ended June 30, 2016 | | \$ 0.30 | \$ 20,721 |
| Three months ended March 31, 2016 | | \$ 0.30 | \$ 20,721 |
| Total for the nine months ended September 30, 2016 | | \$ 0.90 | \$ 62,172 |

Treatment of Chemtrade's distributions for Canadian Income Tax purposes for 2016 and 2017 is as follows:

| | Other Income | Dividends ⁽¹⁾ | Foreign Non-Business Income | Total |
|---------------------|--------------|--------------------------|-----------------------------|-------|
| 2016 | 19.3% | 16.3% | 64.4% | 100% |
| 2017 ⁽²⁾ | 14.2% | 36.9% | 48.9% | 100% |

(1) These dividends are not considered to be eligible dividends for Canadian resident Unitholders and therefore not eligible for the enhanced tax credit.

(2) Represents anticipated tax characterization of planned distributions. The actual tax treatment of 2017 distributions will be determined by February 28, 2018.

Liquidity and Capital Resources

The Fund's distributions to Unitholders are sourced entirely from its investments in operating subsidiary entities. The Fund's investments are financed by trust units held by Unitholders, the Credit Facilities, and the Debentures. The cash flow of Chemtrade is required to fund cash distributions to Unitholders, capital requirements, interest, general corporate purposes and other legal obligations.

Cash Flow from Operating Activities

Cash flow from operating activities for the third quarter of 2017 was an inflow of \$70.5 million, an increase of \$3.0 million from the third quarter of 2016. The increase in cash flow from operating activities in the third quarter of 2017, compared with the third quarter of 2016 was primarily due to higher Adjusted EBITDA, partially offset by higher interest paid and an increase in working capital. Cash flow from operating activities in the first nine months of 2017 was an inflow of \$89.1 million compared to an inflow of \$103.2 million during the first nine months of 2016. The decrease in the cash flow from operating activities in the first nine months of 2017 compared with the first nine months of 2016 was primarily due to higher interest and income taxes paid.

Investing Activities

On March 10, 2017, Chemtrade completed the Acquisition. This transaction was financed through a combination of an underwritten equity offering and syndicated senior secured Credit Facilities (see **Recent Developments**).

Capital expenditures were \$16.0 million in the third quarter of 2017, compared with \$14.2 million in the third quarter of 2016. These amounts include \$14.6 million in the third quarter of 2017 and \$11.5 million in the third quarter of 2016 for maintenance capital requirements for continuing operations. Investment in capital expenditures was \$38.0 million for the first nine months of 2017, compared with \$32.2 million for the first nine months of 2016. These amounts include \$32.0 million in the first nine months of 2017 and \$25.0 million in first nine months of 2016 for maintenance capital requirements. Chemtrade expects to incur between \$60.0 million and \$75.0 million of maintenance capital expenditures during 2017.

Non-maintenance capital expenditures were \$1.5 million during the third quarter of 2017, compared with \$2.7 million during the third quarter of 2016. Investment in non-maintenance capital expenditures was \$5.8 million and \$7.1 million, respectively, during the first nine months of 2017 and 2016. Non-maintenance capital expenditures are: (i) pre-funded, usually as part of a significant acquisition and related financing; (ii) considered to expand or improve the capacity of Chemtrade's operations; (iii) significant environmental capital expenditures that are considered to be non-recurring; or (iv) capital expenditures to be reimbursed by a third party.

Financing Activities

At September 30, 2017, Chemtrade's Credit Facilities were comprised of a \$405.5 million (US\$325.0 million) five year term loan and a \$655.0 million (US\$525.0 million) revolving credit facility. Total amount drawn on March 10, 2017 from the Credit Facilities to finance the Acquisition and to repay Chemtrade's and Canexus' former credit facilities was \$687.1 million. Costs related to the new Credit Facilities amounted to \$6.3 million. These costs have been deferred and are being amortized to finance costs in comprehensive income using the effective interest method. In order to reduce stand-by fees, during the third quarter of 2017, Chemtrade reduced the size of its revolving credit facility by US\$200.0 million and increased the accordion feature of its credit facility by US\$200.00 million.

During the first quarter of 2017, the Fund issued 21,800,000 units for gross proceeds of approximately \$400.0 million. Net proceeds of the offering were used to finance the Acquisition. Issuance costs in relation to the equity offering amounted to \$17.2 million.

There was a net decrease in borrowings of \$32.5 million and \$162.4 million, respectively, on the revolving portion of the Credit Facilities during the third quarter of 2017 and 2016, respectively. During the first nine months of 2017, there was a net increase in the revolving credit facility of \$157.4 million, compared to a net decrease of \$130.5 million in 2016. During the first nine months of 2017, the additional borrowings on the Credit Facilities were used to repay Chemtrade's and Canexus' former credit facilities (see **Recent Developments**).

Distributions to Unitholders during the three and nine months ended September 30, 2017 were higher than the same periods of 2016 due to the issuance of subscription receipts and units issued on the conversion of the Fund Debentures since the comparative period of 2016. For additional information on cash distributions, see **Non-IFRS Measures - Cash Flow** and **Excess Cash Flows and Net Earnings Over Distributions Paid**.

Financial Instruments -

In March 2014, Chemtrade entered into swap arrangements with its principal bankers, which fix the LIBOR components of its interest rates on US\$325.0 million of its outstanding long-term debt until January 2019. These swaps have been formally designated as hedges at the date of inception. All changes in the fair value of the swap arrangements have been recorded in other comprehensive income in the consolidated statements of comprehensive income.

As of January 1, 2015, Chemtrade hedged its investment in foreign operations that use the U.S. dollar as their functional currency with its U.S. dollar-denominated long-term debt. Any gains and losses arising from the U.S. dollar-denominated debt will be offset by the foreign currency gain or loss arising from the investment in the foreign operations. The gains and losses on the translation of the designated amount of U.S. dollar-denominated debt and investment in foreign operations are being recognized in other comprehensive income.

Cash Balances -

At September 30, 2017, Chemtrade had net cash balances of \$10.2 million and working capital of \$116.6 million. Comparable figures for December 31, 2016 were \$14.7 million and \$14.2 million, respectively. Chemtrade defines working capital to exclude cash, assets held for sale, distributions payable, current portion of long-term debt and debentures, and liabilities directly associated with assets held for sale. Cash generated by Chemtrade will be used to fund cash distributions to Unitholders, capital requirements, interest, general corporate purposes and other legal obligations.

Future Liquidity -

The future liquidity of Chemtrade is primarily dependent on cash flows of its operating subsidiaries. These cash flows will be used to finance ongoing expenditures, including maintenance capital, distributions to Unitholders and normal course financial commitments. Cash flows are sensitive to changes in volume, sales prices and input costs and any changes in these may impact future liquidity. Management believes that cash flows from operating activities will be sufficient for Chemtrade to meet future obligations and commitments that arise in the normal course of business activities. In addition, Chemtrade has revolving credit facilities which can be used for general corporate purposes, including to fund capital expenditures. See *Capital Resources* below for more details.

Capital Resources -

At September 30, 2017, Chemtrade had Credit Facilities of approximately \$1.06 billion (US\$850.0 million), consisting of a \$405.5 million (US\$325.0 million) five year term loan and a \$655.0 million (US\$525.0 million) revolving credit facility. These credit facilities are due March 2022. At September 30, 2017, Chemtrade had the entire term loan outstanding, and had drawn \$160.0 million on its revolving credit facility. Additionally, it had committed a total of \$22.4 million of its revolving credit facility towards standby letters of credit.

At September 30, 2017, Chemtrade had \$71.5 million of the CEI Senior Notes outstanding that it assumed as part of the Acquisition. The CEI Senior Notes, issued at par value, bear interest at a fixed rate of 7.875% per annum and mature on September 20, 2023.

At September 30, 2017, Chemtrade had a long-term loan of \$8.9 million related to its facilities located at Syncrude's Mildred Lake oil sands facility in Alberta. The loan is secured by the assets at this facility. The loan bears interest at a fixed rate of 7.3% per annum, with monthly principal repayments due until December 2019.

At September 30, 2017, Chemtrade had five series of debentures outstanding (three series issued under the Fund and two series under CEI) with an aggregate par value of \$630.1 million (market value of \$639.0 million) and maturity dates ranging from December 31, 2020 to May 31, 2024.

Debt Covenants -

As at September 30, 2017, Chemtrade was compliant with all debt covenants contained in its credit agreements.

Summary of Quarterly Results

| (\$ millions) | Q3 2017 | Q2 2017 | Q1 2017 | Q4 2016 | Q3 2016 ⁽¹⁾ | Q2 2016 | Q1 2016 | Q4 2015 |
|--|----------|----------|----------|----------|------------------------|-----------|----------|-----------|
| Revenue from continuing operations | \$ 400.5 | \$ 407.4 | \$ 274.6 | \$ 251.7 | \$ 273.0 | \$ 262.1 | \$ 280.4 | \$ 277.5 |
| Cost of sales and services | (341.5) | (347.9) | (241.9) | (228.5) | (230.1) | (280.1) | (246.1) | (342.1) |
| Gross profit (loss) | 59.0 | 59.5 | 32.6 | 23.3 | 42.9 | (17.9) | 34.2 | (64.6) |
| Selling and administrative expenses: | | | | | | | | |
| Unrealized foreign exchange (loss) gain | (0.4) | (1.8) | 1.8 | (3.9) | (2.5) | 1.7 | 13.4 | (3.2) |
| LTIP | (3.4) | (2.1) | (1.8) | (1.4) | (1.2) | (1.8) | (0.2) | (2.4) |
| Other | (26.4) | (23.5) | (25.1) | (24.6) | (17.4) | (19.3) | (21.3) | (18.1) |
| Total selling and administrative expenses | (30.2) | (27.4) | (25.1) | (29.9) | (21.1) | (19.4) | (8.1) | (23.7) |
| Operating income (loss) | 28.8 | 32.1 | 7.5 | (6.7) | 21.8 | (37.3) | 26.1 | (88.3) |
| Net finance costs: | | | | | | | | |
| Mark-to-market on debentures | 0.5 | 4.1 | (0.8) | (1.1) | (7.7) | (3.3) | 2.3 | 0.6 |
| Debt issuance and extinguishment costs | (0.5) | (8.7) | (5.5) | — | (7.0) | — | — | — |
| Other | (19.2) | (22.6) | (13.7) | (11.8) | (12.1) | (10.9) | (11.1) | (11.4) |
| Total net finance costs | (19.2) | (27.2) | (20.0) | (12.9) | (26.8) | (14.2) | (8.8) | (10.8) |
| Income tax recovery | 12.8 | 5.3 | 13.2 | 26.0 | 7.1 | 31.7 | 10.2 | 16.5 |
| Net earnings (loss) from continuing operations | 22.4 | 10.3 | 0.7 | 6.4 | 2.1 | (19.8) | 27.5 | (82.6) |
| Net earnings (loss) from discontinued operations | — | 67.0 | 0.6 | (15.3) | 0.3 | 2.2 | 1.3 | 2.6 |
| Net earnings (loss) | \$ 22.4 | \$ 77.3 | \$ 1.3 | \$ (8.9) | \$ 2.4 | \$ (17.6) | \$ 28.8 | \$ (80.1) |

⁽¹⁾ During the first quarter of 2017, management determined that the reclassification of realized foreign exchange loss of \$20.1 million to selling and administrative expenses from other comprehensive income during the third quarter of 2016 on the repayment of Chemtrade's long-term debt should not have been recorded. Since Chemtrade's U.S. dollar denominated debt is effectively hedged against its net investment in its U.S. subsidiaries, the cumulative foreign exchange loss related to the long-term debt that was recorded in other comprehensive income should have remained in other comprehensive income until the disposal or partial disposal of its U.S. subsidiaries. As such the previously reported net loss for the three months ended September 30, 2016 of \$15.0 million and other comprehensive income of \$36.6 million are adjusted to net earnings of \$2.4 million and other comprehensive income of \$19.2 million. The adjustment has no impact on total comprehensive income or on the statement of cash flows for any period presented.

In general, seasonality has had a limited impact on financial results. Below are some of the key items that had a significant impact on financial results over the last eight quarters.

Revenue and Gross Profit

The second and third quarters of 2017 includes results from the newly acquired businesses, resulting in an increase in revenue and gross profit, partially offset by weaker results in the SPPC and WSSC segment. Gross profit was lower in the fourth quarter of 2016 due to weaker results in the WSSC segment. Gross profit was lower in the second quarter of 2016 due to a \$55.7 million write-down of certain assets and a \$3.1 million impairment of intangible assets. Gross profit was lower in the fourth quarter of 2015 due to an \$88.7 million impairment loss on goodwill and \$7.4 million write-down of certain assets.

Selling and Administrative Expenses

The change in fair value of Chemtrade's LTIP obligation is included in selling and administrative expenses. The amount of the expense recorded in any quarter depends on changes in the various factors used in arriving at the fair value of the obligation.

Other selling and administrative expenses were high during the second and third quarter of 2017 due to costs associated with the newly acquired business. Other selling and administrative expenses were high during the first quarter of 2017 and the fourth quarter of 2016 as they included acquisition costs of \$2.9 million and \$8.5 million, respectively, related to the Acquisition (see **Recent Developments**).

Net Finance Costs

Net finance costs include changes in the fair value of the Debentures. The amount recorded in any quarter related to the fair value adjustments on the Debentures fluctuates depending upon the market value of the Debentures at the end of the period. The primary component of other net finance costs is interest from Chemtrade's credit facilities and Debentures.

The second quarter of 2017 and the third quarter of 2016 included \$8.7 million and \$6.4 million, respectively, of transaction costs related to the issuance of debentures. The first quarter of 2017 and the third quarter of 2016 included debt extinguishment costs resulting from the repayment of the credit facilities of \$5.5 million and \$0.7 million, respectively. Other net finance costs for 2017 include interest expense on additional debt taken on as a result of the Acquisition. Other net finance costs for the second quarter of 2017 included a \$3.0 million premium paid on the redemption of the CEI Senior Notes.

Income Taxes

Income tax recoveries were high in the third and first quarter of 2017, the third quarter of 2016, and the fourth quarter of 2015 primarily due to higher net losses incurred during these quarters. Income tax recovery was high during the fourth quarter of 2016 primarily due to the release of a tax provision that was inherited as part of a previous acquisition for periods that are now statute-barred, as well as the reversal of certain deferred tax liabilities. The income tax recovery in the second quarter of 2016 was high primarily due to the reversal of certain deferred tax liabilities related to the

write-down and impairment of assets. The income tax recovery in the first quarter of 2016 was high primarily due to the reversal of certain deferred tax liabilities due to the change in value of the U.S. dollar relative to the Canadian dollar.

Discontinued Operations

Discontinued operations represents the International segment which was classified as a discontinued operation at March 31, 2017 and December 31, 2016 (see **Recent Developments**). The transaction closed on May 31, 2017. Net earnings during the second quarter of 2017 include a \$17.1 million gain on sale of the discontinued operation and the reclassification of the cumulative amount of foreign exchange differences of \$49.0 million from equity to net earnings. This was previously recognized in other comprehensive income.

Outstanding Securities of the Fund

As at November 14, 2017 and September 30, 2017, the following common units and securities convertible into units of the Fund were issued and outstanding:

| | November 14, 2017 | | September 30, 2017 | |
|---|------------------------|--------------------|------------------------|--------------------|
| | Convertible Securities | Units | Convertible Securities | Units |
| Common units outstanding | | 92,596,006 | | 92,596,006 |
| 5.25% Debentures ⁽¹⁾ | 126,500 | 4,517,857 | 126,500 | 4,517,857 |
| 5.00% Debentures ⁽²⁾ | 143,750 | 5,784,708 | 143,750 | 5,784,708 |
| 4.75% Debentures ⁽³⁾ | 201,250 | 7,537,453 | 201,250 | 7,537,453 |
| Units outstanding and issuable upon conversion of Debentures | | 110,436,024 | | 110,436,024 |

⁽¹⁾ Convertible at \$28.00 per unit

⁽²⁾ Convertible at \$24.85 per unit

⁽³⁾ Convertible at \$26.70 per unit

Contractual Obligations

Information concerning contractual obligations at September 30, 2017 is shown below:

| Contractual Obligations (\$'000) | Total | Less Than 1 Year | 1-3 Years | 4-5 Years | After 5 Years |
|---|------------------|-----------------------------|------------------|------------------|--------------------------|
| Long-term debt | 646,051 | 3,857 | 5,236 | 565,458 | 71,500 |
| Debentures | 630,071 | — | — | 285,071 | 345,000 |
| Purchase commitments | 245,502 | 42,269 | 91,020 | 98,372 | 13,841 |
| Interest on debentures | 169,816 | 33,276 | 66,552 | 47,467 | 22,521 |
| Operating leases | 158,295 | 34,973 | 72,831 | 40,422 | 10,069 |
| Interest on long-term debt | 102,308 | 26,125 | 51,436 | 16,402 | 8,345 |
| Total contractual obligations | 1,952,043 | 140,500 | 287,075 | 1,053,192 | 471,276 |

Risks and Uncertainties

Chemtrade operates a diversified business providing industrial chemicals and services to customers in North America and around the world. Chemtrade is one of North America's largest suppliers of sulphuric acid, spent acid processing services, inorganic coagulants for water treatment, sodium chlorate, sodium nitrite, sodium hydrosulphite and phosphorus pentasulphide. Chemtrade is a leading regional supplier of sulphur, chlor-alkali products, liquid sulphur dioxide, potassium chloride and zinc oxide. Additionally, Chemtrade provides industrial services such as processing by-products and waste streams. Chemtrade faces various risks associated with its business. These risks include, amongst others, a general reduction in demand for its products, the loss of a portion of its customer base, the interruption of the supply of products or raw materials, price fluctuations in the products sold and/or raw materials purchased, industry capacity, acquisition integration and operational, transportation and product hazard risks associated with the nature of its business. Chemtrade imports key raw materials and products from overseas and as such has additional risks associated with the sourcing activity. Chemtrade makes extensive use of the railway system to transport material within North America. Certain locations are serviced by a sole carrier and thus a disruption in service or changes to the regulatory environment relating to transportation could have a significant negative impact on results. In addition, Chemtrade sells a significant portion of its major products to large customers. While many of these customers are under contract, there can be no assurance that these contracts will be renewed. As Chemtrade's business is international in nature, it is exposed to foreign exchange risks related to the payment of dividends and other transactions by its foreign subsidiaries. For a more detailed discussion of Chemtrade's risks, please refer to the "RISK FACTORS" section of the most recently filed Annual Information Form.

Chemtrade manages the risks associated with its customer base and sales prices by seeking to obtain contractual protection to mitigate these risks. Chemtrade also seeks to differentiate its products and services with customers to mitigate price fluctuations and uses its scale to obtain beneficial raw material contracts.

Chemtrade's Board of Trustees periodically reviews a framework identifying the principal risks of Chemtrade's business, and ensures the implementation of appropriate systems to manage these risks. The Audit Committee reviews major operational and financial risks, the systems implemented to monitor those risks and the strategies in place to manage

those risks. In addition, Chemtrade maintains an extensive insurance program which includes general liability and environmental coverage.

There are a number of risks that warrant additional disclosure which are discussed in detail in the MD&A for the year ended December 31, 2016. There have been no material changes to the business of Chemtrade that require an update to the discussion of these risks except as noted below.

Risk of Legal Proceedings

As previously disclosed, Chemtrade is a subject of an ongoing investigation by the U.S. Department of Justice concerning alleged anticompetitive conduct in the water treatment chemicals industry, for which it has the benefit of conditional amnesty, as well as a defendant in two class action lawsuits and a number of civil proceedings relating to the same conduct. The vendors of the General Chemical business agreed to indemnify Chemtrade for certain losses that could result from the conduct that is the subject of this investigation. The parties are disputing the scope of the indemnity and it is possible that Chemtrade could be unsuccessful in collecting on its indemnity. The amount, if any, that would not be indemnified is not determined at this time. It is also possible that the damages and costs could exceed the indemnification amount. In either case, this could have a material adverse effect on Chemtrade's financial condition.

Chemtrade faces the following additional risks as a result of the Acquisition:

Product Price and Sales Volume Risk -

For every \$50 change in the price per MT of North American produced sodium chlorate, income before income taxes for the three and nine months ended September 30, 2017 would have changed by \$5.0 million and \$14.5 million, respectively. For every \$100 change in the price per MECU of chlor-alkali products produced in North America, income before income taxes for the three and nine months ended September 30, 2017 would have changed by \$5.4 million and \$15.2 million, respectively. These sensitivities to changes in prices are based on approximately 100,000 and 290,000 MT of North American sodium chlorate sales and 54,000 and 152,000 MECU of North American chlor-alkali sales for the three and nine months ended September 30, 2017, respectively. Sensitivities of \$50 per MT for sodium chlorate and \$100 per MECU for chlor-alkali products are considered reasonable given historical product price changes and market expectations for future movement.

A change in sales volumes for North American sodium chlorate of 2,500 and 7,500 MT would have changed income before income taxes for the three and nine months ended September 30, 2017 by \$0.7 million and \$2.2 million, respectively. A change in sales volumes for North American chlor-alkali products of 1,250 and 3,750 MECU would have changed income before income taxes for the three and nine months ended September 30, 2017 by \$0.9 million and \$2.4 million, respectively. These sales volume changes are considered to be reasonable due to current market conditions and expectations for future movement.

South America Chlor-alkali Facility Operating Rate Risk -

Chemtrade's major customer in South America typically consumes more caustic soda than the operating capacity of Chemtrade's Brazilian chlor-alkali facility and Chemtrade is obliged to supply the customer up to the operating capacity of the plant. To the extent Chemtrade is unable to operate its chlor-alkali facility at capacity, it is required to purchase caustic soda at market prices to fulfill this obligation and this could result in higher costs.

Electricity Price Risk -

For every four percent change in the price of electricity in North America, income before income taxes for the three and nine months ended September 30, 2017 would have changed by \$1.1 million and \$3.2 million, respectively. This sensitivity to changes in electricity prices is based on North American electricity consumption of approximately 623,000 and 1,832,000 Megawatt hours for the three and nine months ended September 30, 2017, respectively. A four percent change in the price of electricity in North America is considered reasonable given historical price changes and market expectations for future movement.

Foreign Currency Rate Risk -

A substantial portion of the revenues of the Acquired businesses are denominated in or referenced to the U.S. dollar, including the sale of certain chemical products into the United States market, as well as the majority of sales margins in South America. As a result, Chemtrade's exposure to fluctuations in the exchange rate of the U.S. dollar relative to the Canadian dollar has significantly increased (see **Foreign Exchange**).

Critical Judgments and Sources of Estimation Uncertainty

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Key Sources of Estimation Uncertainty -

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment within the next financial year are discussed in detail in the MD&A for the year ended December 31, 2016. There have been no material changes to the business of Chemtrade that require an update to the discussion of these sources of estimation uncertainty.

IFRS Standards and Interpretations Not Yet Adopted

On July 24, 2014 the IASB issued the complete IFRS 9 *Financial Instruments* ("IFRS 9 (2014)"). The mandatory effective date of IFRS 9 (2014) is for annual periods beginning on or after January 1, 2018 and must be applied retrospectively with some exemptions. IFRS 9 (2014) includes finalized guidance on the classification and measurement of financial assets. The standard introduces additional changes relating to financial liabilities. The final standard also amends the impairment model by introducing a new "expected credit loss" model for calculating impairment, and new general hedge accounting requirements. Chemtrade intends to adopt IFRS 9 (2014) in its financial statements for the annual period beginning on January 1, 2018. Chemtrade has made significant progress toward completing its assessment of the potential changes from adopting IFRS 9 (2014) and does not anticipate the amendments to have a material impact on the consolidated financial statements.

On May 28, 2014 the IASB issued IFRS 15 Revenue from Contracts with Customers ("IFRS 15"). The new standard is effective for annual periods beginning on or after January 1, 2018. The standard can be applied retrospectively, or using a cumulative catch-up approach. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced which may affect the amount and/or timing of revenue recognized. Chemtrade intends to adopt IFRS 15 in its financial statements for the annual period beginning on January 1, 2018. Chemtrade has made significant progress toward completing its assessment of the potential changes from adopting IFRS 15 and does not anticipate the amendments to have a material impact on the consolidated financial statements.

On January 13, 2016 the IASB issued IFRS 16 Leases ("IFRS 16"). The new standard is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted for entities that apply IFRS 15 at or before the date of initial adoption of IFRS 16. IFRS 16 will replace IAS 17 Leases ("IAS 17"). This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided. Chemtrade intends to adopt IFRS 16 in its financial statements for the annual period beginning on January 1, 2019. Chemtrade has started to assess the extent of the impact of adoption of the standard on its consolidated financial statements.

For additional information regarding IFRS standards and interpretations not yet adopted, refer to note 3(p) of the audited consolidated financial statements of Chemtrade for the year ended December 31, 2016.

Disclosure Controls and Procedures and Internal Controls Over Financial Reporting

Chemtrade maintains a set of disclosure controls and procedures designed to ensure that information required to be disclosed in the reports that the Fund publicly files is recorded, processed, summarized and reported within a timely manner and that such information is accumulated and communicated to Chemtrade's Management, including its Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding disclosure. The Chief Executive Officer and the Chief Financial Officer have evaluated Chemtrade's disclosure controls procedures as of September 30, 2017 through inquiry and review.

Chemtrade also maintains a system of internal controls over financial reporting designed under the supervision of Chemtrade's Chief Executive Officer and Chief Financial Officer to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

Chemtrade's Management, including the Chief Executive Officer and the Chief Financial Officer, is responsible for establishing and maintaining adequate internal control over financial reporting and evaluating its effectiveness. Management has used The Committee of Sponsoring Organizations of the Treadway Commission ("COSO") framework (2013) to evaluate the effectiveness of Chemtrade's internal control over financial reporting as of September 30, 2017. There have been no changes to the design of internal controls over financial reporting that occurred during the quarter ended September 30, 2017 that have materially affected or are reasonably likely to materially affect the internal controls over financial reporting.

Outlook

We remain confident that our portfolio of businesses, business model and our strong balance sheet will allow us to comfortably sustain our distributions and increase our financial flexibility by reducing leverage levels.

Other

Additional information concerning Chemtrade, including the Annual Information Form, is filed on SEDAR and can be accessed at www.sedar.com.

November 14, 2017

CHEMTRADE LOGISTICS INCOME FUND

Condensed Consolidated Interim Statements of Financial Position

(In thousands of Canadian dollars)

(Unaudited)

| | Notes | September 30, 2017 | December 31, 2016 |
|---|-------|-----------------------|----------------------|
| ASSETS | | | |
| <i>As recast (note 16)</i> | | | |
| Current assets | | | |
| Cash and cash equivalents | | \$ 10,246 | \$ 14,742 |
| Trade and other receivables | | 186,474 | 127,660 |
| Inventories | | 105,811 | 66,283 |
| Income taxes receivable | | 3,118 | 3,712 |
| Prepaid expenses and other assets | 14 | 17,323 | 12,167 |
| Assets held for sale | 5 | — | 50,817 |
| Total current assets | | 322,972 | 275,381 |
| Non-current assets | | | |
| Property, plant and equipment | | 1,261,711 | 790,867 |
| Other assets | | 13,822 | 10,529 |
| Intangible assets | | 1,280,189 | 1,069,569 |
| Deferred tax assets | 13 | 82,858 | 15,726 |
| Total non-current assets | | 2,638,580 | 1,886,691 |
| Total assets | | 2,961,552 | 2,162,072 |
| LIABILITIES AND UNITHOLDERS' EQUITY | | | |
| Current liabilities | | | |
| Trade and other payables | 6,14 | \$ 188,487 | \$ 189,328 |
| Distributions payable | | 9,257 | 6,917 |
| Provisions | | 7,384 | 6,255 |
| Current portion of long-term debt | 7 | 3,859 | 3,654 |
| Convertible unsecured subordinated debentures | 8 | — | 32,281 |
| Liabilities directly associated with assets held for sale | 5 | — | 26,243 |
| Total current liabilities | | 208,987 | 264,678 |
| Non-current liabilities | | | |
| Long-term debt | 7 | 636,084 | 451,526 |
| Convertible unsecured subordinated debentures | 8 | 639,033 | 360,108 |
| Other long-term liabilities | | 19,832 | 18,028 |
| Employee benefits | | 79,303 | 73,666 |
| Provisions | | 113,076 | 60,709 |
| Deferred tax liabilities | 13 | 149,968 | 164,302 |
| Total non-current liabilities | | 1,637,296 | 1,128,339 |
| Total liabilities | | 1,846,283 | 1,393,017 |
| Unitholders' equity | | | |
| Units | 9 | 1,461,995 | 1,048,738 |
| Contributed surplus | | 9,720 | 9,720 |
| Deficit | 16 | (485,188) | (507,453) |
| Accumulated other comprehensive income | 16 | 128,742 | 218,050 |
| Total unitholders' equity | | 1,115,269 | 769,055 |
| Total liabilities and unitholders' equity | | \$ 2,961,552 | \$ 2,162,072 |

The accompanying notes on pages 32 to 58 are an integral part of these condensed consolidated interim financial statements.

CHEMTRADE LOGISTICS INCOME FUND

Condensed Consolidated Interim Statements of Comprehensive Income

(In thousands of Canadian dollars, except per unit amounts)

(Unaudited)

| | Notes | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|---|-------|---|----------------------------|--|----------------------------|
| | | 2017 | 2016 | 2017 | 2016 |
| | | | <i>As recast (note 16)</i> | | <i>As recast (note 16)</i> |
| Revenue | | \$ 400,504 | \$ 273,023 | \$ 1,082,469 | \$ 815,508 |
| Cost of sales and services | 12 | (341,479) | (230,080) | (931,301) | (756,288) |
| Gross profit | | 59,025 | 42,943 | 151,168 | 59,220 |
| Selling and administrative expenses | 10,12 | (30,212) | (21,108) | (82,679) | (48,596) |
| Operating income | | 28,813 | 21,835 | 68,489 | 10,624 |
| Finance income | 11 | 180 | — | 466 | — |
| Finance costs | 11 | (19,334) | (26,788) | (66,818) | (49,814) |
| Income (loss) before income tax | | 9,659 | (4,953) | 2,137 | (39,190) |
| Income tax (expense) recovery | 13 | | | | |
| Current | | (2,416) | (2,629) | (4,845) | (3,746) |
| Deferred | | 15,170 | 9,684 | 36,073 | 52,733 |
| | | 12,754 | 7,055 | 31,228 | 48,987 |
| Net earnings from continuing operations | | 22,413 | 2,102 | 33,365 | 9,797 |
| Net earnings from discontinued operations | 5 | — | 325 | 67,555 | 3,849 |
| Net earnings | | \$ 22,413 | \$ 2,427 | \$ 100,920 | \$ 13,646 |
| Other comprehensive income (loss) | | | | | |
| Items that may subsequently be reclassified to earnings: | | | | | |
| Gain on net investment hedge of foreign operations net of tax recovery of \$0 and \$2,429 (2016 - \$2,665 and \$2,665) | 14 | 6,715 | 698 | 14,535 | 15,667 |
| Foreign currency translation differences for foreign operations, net of tax recovery of \$1,902 and \$3,610 (2016 - net of tax recovery of \$760 and \$2,744) | | (28,048) | 16,602 | (101,002) | (64,458) |
| Effective portion of change in the fair value of cash flow hedges, net of tax expense of \$127 and \$648 (2016 - expense of \$701 and recovery of \$750) | 14 | (1,289) | 1,935 | (2,841) | (2,018) |
| Other comprehensive (loss) income | | (22,622) | 19,235 | (89,308) | (50,809) |
| Total comprehensive (loss) income | | \$ (209) | \$ 21,662 | \$ 11,612 | \$ (37,163) |
| Net earnings per unit | 9 | | | | |
| Basic net earnings per unit | | \$ 0.24 | \$ 0.04 | \$ 1.16 | \$ 0.20 |
| Diluted net earnings per unit | | \$ 0.24 | \$ 0.04 | \$ 1.10 | \$ 0.20 |
| Net earnings per unit from continuing operations | | | | | |
| Basic net earnings per unit | | \$ 0.24 | \$ 0.03 | \$ 0.39 | \$ 0.14 |
| Diluted net earnings per unit | | \$ 0.24 | \$ 0.03 | \$ 0.39 | \$ 0.14 |

The accompanying notes on pages 32 to 58 are an integral part of these condensed consolidated interim financial statements.

CHEMTRADE LOGISTICS INCOME FUND

Condensed Consolidated Interim Statements of Changes in Unitholders' Equity
(In thousands of Canadian dollars)
(Unaudited)

| | Notes | Units | Contributed surplus | Deficit | Cumulative translation account* | Unrealized gains/ losses on cash flow and net investment hedges* | Total unitholders' equity |
|--------------------------------------|-----------|---------------------|---------------------|---------------------|---------------------------------|--|---------------------------|
| Balance at January 1, 2017 | 16 | \$ 1,048,738 | \$ 9,720 | \$ (507,453) | \$ 224,693 | \$ (6,643) | \$ 769,055 |
| Net earnings | | — | — | 100,920 | — | — | 100,920 |
| Other comprehensive (loss) income | | — | — | — | (101,002) | 11,694 | (89,308) |
| Distributions | 9 | — | — | (78,655) | — | — | (78,655) |
| Issuance of units | 9 | 413,257 | — | — | — | — | 413,257 |
| Balance at September 30, 2017 | | \$ 1,461,995 | \$ 9,720 | \$ (485,188) | \$ 123,691 | \$ 5,051 | \$ 1,115,269 |

| | Notes | Units | Contributed surplus | Deficit | Cumulative translation account* | Unrealized gains/ losses on cash flow and net investment hedges* | Total unitholders' equity |
|--------------------------------------|----------|---------------------|---------------------|---------------------|---------------------------------|--|---------------------------|
| Balance at January 1, 2016 | | \$ 1,046,922 | \$ 9,720 | \$ (433,136) | \$ 296,601 | \$ (39,339) | \$ 880,768 |
| Net earnings | | — | — | 13,646 | — | — | 13,646 |
| Other comprehensive (loss) income | | — | — | — | (64,458) | 13,649 | (50,809) |
| Distributions | 9 | — | — | (62,172) | — | — | (62,172) |
| Issuance of units | 9 | 1,162 | — | — | — | — | 1,162 |
| Balance at September 30, 2016 | | \$ 1,048,084 | \$ 9,720 | \$ (481,662) | \$ 232,143 | \$ (25,690) | \$ 782,595 |

*Accumulated other comprehensive income.

The accompanying notes on pages 32 to 58 are an integral part of these condensed consolidated interim financial statements.

CHEMTRADE LOGISTICS INCOME FUND

Condensed Consolidated Interim Statements of Cash Flows

(In thousands of Canadian dollars)

(Unaudited)

| | Note | Three months ended September 30, | | Nine months ended September 30, | |
|---|------|-------------------------------------|------------------|------------------------------------|------------------|
| | | 2017 | 2016 | 2017 | 2016 |
| | | <i>As recast (note 16)</i> | | <i>As recast (note 16)</i> | |
| Cash flows from operating activities: | | | | | |
| Net Earnings | | \$ 22,413 | \$ 2,427 | \$ 100,920 | \$ 13,646 |
| Adjustments for: | | | | | |
| Depreciation and amortization | 12 | 52,411 | 36,696 | 148,983 | 112,631 |
| Loss (gain) on disposal and write-down of assets | | 282 | (33) | (12,792) | 55,783 |
| Cumulative foreign exchange gain on sale of International business | | — | — | (48,950) | — |
| Impairment of intangible assets | | — | — | — | 3,143 |
| Income tax recovery | | (12,754) | (6,693) | (30,160) | (47,404) |
| Net interest costs | | 17,889 | 16,860 | 59,469 | 35,773 |
| Accretion expense | | 1,044 | 854 | 3,015 | 2,560 |
| Net pension interest | | 734 | 735 | 2,191 | 2,238 |
| Debt extinguishment costs including realized foreign exchange loss | 7 | — | 893 | 5,508 | 893 |
| Change in fair value of convertible unsecured subordinated debentures | 8 | (513) | 7,693 | (3,810) | 8,664 |
| Unrealized foreign exchange loss (gain) | | 358 | 2,518 | (33,219) | (12,544) |
| | | 81,864 | 61,950 | 191,155 | 175,383 |
| Decrease (increase) in working capital | | 2,543 | 14,251 | (38,967) | (38,482) |
| Interest paid | | (13,293) | (7,498) | (50,250) | (26,658) |
| Interest received | | 180 | 15 | 488 | 37 |
| Income taxes paid | | (842) | (1,230) | (13,296) | (7,061) |
| Net cash flows from operating activities | | 70,452 | 67,488 | 89,130 | 103,219 |
| Cash flows from investing activities: | | | | | |
| Decrease in restricted cash | | — | — | — | 873 |
| Additions to property, plant and equipment | | (16,011) | (14,198) | (37,962) | (32,179) |
| Decrease (increase) in other assets | | 311 | (327) | 2,340 | (1,391) |
| Proceeds from disposal of subsidiary | 5 | — | — | 55,543 | — |
| Acquisition (net of cash acquired) | 4 | — | — | (281,205) | — |
| Net cash flows used in investing activities | | (15,700) | (14,525) | (261,284) | (32,697) |
| Cash flows from financing activities: | | | | | |
| Distributions to unitholders | 9 | (27,778) | (20,724) | (76,312) | (62,166) |
| Issuance of convertible debentures | 8 | — | 143,750 | 201,250 | 143,750 |
| Transaction costs related to the issuance of convertible debentures | 8 | (505) | (6,354) | (9,166) | (6,354) |
| Issuance of units | 4,9 | — | — | 395,831 | — |
| Share issuance costs | | — | — | (17,167) | — |
| Repayment of term debt | 4,7 | (922) | (857) | (438,833) | (2,525) |
| Increase in term debt | 4,7 | — | — | 436,118 | — |
| Repayment of Canexus credit facilities | 4,7 | — | — | (262,421) | — |
| Repayment of convertible debentures | 8 | — | — | (175,468) | — |
| Net change in revolving credit facility | 4,7 | (32,464) | (162,437) | 157,358 | (130,455) |
| Financing transaction costs | | (98) | — | (6,598) | — |
| Increase (decrease) in other long-term liabilities | | 4,800 | 1,485 | 1,731 | (1,984) |
| Principal redemption of high-yield senior notes | 4,7 | — | — | (38,500) | — |
| Net cash flows (used in) from financing activities | | (56,967) | (45,137) | 167,823 | (59,734) |
| (Decrease) increase in cash and cash equivalents | | (2,215) | 7,826 | (4,331) | 10,788 |
| Cash and cash equivalents, beginning of the period | | 12,665 | 10,687 | 14,742 | 7,992 |
| Effect of exchange rates on cash held in foreign currencies | | (204) | 52 | (165) | (215) |
| Cash and cash equivalents, end of the period | | \$ 10,246 | \$ 18,565 | \$ 10,246 | \$ 18,565 |

The accompanying notes on pages 32 to 58 are an integral part of these condensed consolidated interim financial statements.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

1. CORPORATE INFORMATION:

Chemtrade Logistics Income Fund (the "Fund") is a publicly listed Income Trust formed in Ontario, Canada and its units are listed on the Toronto Stock Exchange ("TSX"). The term "Chemtrade" refers to the Fund and its consolidated subsidiaries. Chemtrade commenced operations on July 18, 2001 when it completed an initial public offering. Chemtrade operates in four business segments: Sulphur Products & Performance Chemicals ("SPPC"), Water Solutions & Specialty Chemicals ("WSSC"), Electrochemicals ("EC") and Corporate ("Corp"). On May 31, 2017, the sale of the International segment was completed and it has been classified as a discontinued operation, see note 5. For additional information regarding Chemtrade's business segments, see note 15.

Chemtrade is an entity domiciled in Canada. The head office, principal address, and registered and records office of Chemtrade are located at 155 Gordon Baker Road, Suite 300, Toronto, Ontario, M2H 3N5.

Chemtrade's condensed consolidated interim financial statements include all of its controlled subsidiaries and have been prepared on a going concern basis, which contemplates the realization of assets and settlements of liabilities in the normal course of business.

2. BASIS OF PREPARATION:

(a) Statement of compliance:

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standards ("IAS") 34, Interim Financial Reporting, using the same accounting policies and standards as were used for Chemtrade's 2016 annual consolidated financial statements.

These condensed consolidated interim financial statements should be read in conjunction with Chemtrade's 2016 annual consolidated financial statements.

The condensed consolidated interim financial statements were authorized for issue by the Board of Trustees on November 14, 2017.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

2. BASIS OF PREPARATION (continued):

(b) Basis of measurement:

The condensed consolidated interim financial statements have been prepared on the historical cost basis, except for the following material items in the condensed consolidated interim statements of financial position:

- Derivative financial instruments are measured at fair value;
- Financial instruments at fair value through profit or loss are measured at fair value;
- Liabilities for cash settled share-based payment arrangements are measured at fair value;
- The defined benefit liability is recognized as the fair value of the plan assets and the present value of the defined benefit obligation; and
- Deferred tax assets and liabilities are measured at the tax rates that are expected to be applied to temporary differences when they reverse.

(c) Presentation currency:

These condensed consolidated interim financial statements are presented in thousands of Canadian dollars, except for net earnings per unit information which is presented in Canadian dollars.

3. SIGNIFICANT ACCOUNTING POLICIES:

(a) Standards and interpretations not yet adopted:

On July 24, 2014, the IAS Board ("IASB") issued the complete International Financial Reporting Standards ("IFRS") 9 Financial Instruments ("IFRS 9 (2014)"). The mandatory effective date of IFRS 9 (2014) is for annual periods beginning on or after January 1, 2018 and must be applied retrospectively with some exemptions. IFRS 9 (2014) includes finalized guidance on the classification and measurement of financial assets. The standard introduces additional changes relating to financial liabilities. The final standard also amends the impairment model by introducing a new "expected credit loss" model for calculating impairment, and new general hedge accounting requirements. Chemtrade intends to adopt IFRS 9 (2014) in its financial statements for the annual period beginning on January 1, 2018. Chemtrade has made significant progress toward completing

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

3. SIGNIFICANT ACCOUNTING POLICIES (continued):

its assessment of the potential changes from adopting IFRS 9 (2014) and does not anticipate the amendments to have a material impact on the consolidated financial statements.

On May 28, 2014, the IASB issued IFRS 15 Revenue from Contracts with Customers ("IFRS 15"). The new standard is effective for annual periods beginning on or after January 1, 2018. The standard can be applied retrospectively, or using a cumulative catch-up approach. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced which may affect the amount and/or timing of revenue recognized. Chemtrade intends to adopt IFRS 15 in its financial statements for the annual period beginning on January 1, 2018. Chemtrade has made significant progress toward completing its assessment using the contract-based five-step analysis model and does not anticipate the impacts on its consolidated financial statements to be material.

On January 13, 2016 the IASB issued IFRS 16 Leases ("IFRS 16"). The new standard is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted for entities that apply IFRS 15 at or before the date of initial adoption of IFRS 16. IFRS 16 will replace IAS 17 Leases ("IAS 17"). This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided. Chemtrade intends to adopt IFRS 16 in its financial statements for the annual period beginning on January 1, 2019. Chemtrade has started to assess the extent of the impact of adoption of the standard on its consolidated financial statements.

4. CANEXUS ACQUISITION:

On March 10, 2017, Chemtrade completed the acquisition (the "Acquisition") of all the issued and outstanding common shares of Canexus Corporation ("Canexus") by way of a court-approved plan of arrangement. Following completion of the Acquisition, Canexus amalgamated with 1993754 Alberta Ltd., an indirect, wholly-owned subsidiary of the Fund and subsequently with another subsidiary of Canexus, with the resulting entity's name being Chemtrade Electrochem Inc. ("CEI").

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

4. CANEXUS ACQUISITION (continued):

CEI is an Alberta corporation which produces sodium chlorate and chlor-alkali products largely for the pulp and paper, oil and gas and water treatment industries. Its main operations are in Canada, the United States of America and South America.

Acquisitions are accounted for under the acquisition method of accounting, and the results of operations since the respective dates of acquisition are included in comprehensive income. From time to time, as a result of the timing of acquisitions in relation to Chemtrade's reporting schedule and the availability of information, certain information relating to the purchase allocations and valuations may not be finalized at the time of reporting. Purchase price allocations are completed within one year from acquisition, after the vendors' final financial statements and income tax returns have been prepared and accepted by Chemtrade. Such preliminary purchase price allocations are based on management's best estimates of the fair value of the acquired assets and liabilities at the reporting date. Upon finalization, adjustments to the initial estimates may be required, and such adjustments may be material.

On January 27, 2017, the Fund completed an offering of subscription receipts at a price of \$18.35 per unit. The offering was undertaken on a bought deal basis by a syndicate of underwriters. The Fund issued 21,800,000 subscription receipts, resulting in aggregate gross proceeds of approximately \$400,000. The net proceeds of the offering were used to partially fund the Acquisition. Upon closing of the Acquisition, the subscription receipts issued in the offering were exchanged on a one-for-one basis for units of the Fund without payment of additional consideration or further action, and an aggregate of 21,800,000 units were issued.

The Acquisition was structured as a share acquisition for total consideration of \$935,860. The Acquisition was financed by a combination of: (i) \$1,408,996 (US\$1,050,000) syndicated senior secured credit facilities consisting of a \$436,118 (US\$325,000) term loan and a \$972,878 (US\$725,000) revolver with a \$268,380 (US\$200,000) optional accordion (the "Credit Facilities"); (ii) the net proceeds of the equity offering of 21,800,000 units noted above; (iii) the assumption of \$372,799 of CEI's (formerly, Canexus') long-term debt which consisted of \$110,000 of senior notes and \$262,799 of extendible revolving credit facilities; and (iv) the assumption of \$254,696 fair value of CEI's (formerly, Canexus') convertible debentures comprised of the 5.75% convertible unsecured subordinated Series IV debentures due December 31, 2018 (the "CEI Series IV Debentures"); the 6.00% convertible unsecured subordinated Series V debentures due December 31, 2020 (the "CEI Series V Debentures") and the 6.50% convertible unsecured subordinated Series VI debentures due December 31, 2021 (the "CEI Series VI Debentures"; the CEI Series IV Debentures, the CEI Series V Debentures and the CEI Series VI Debentures collectively, the "CEI Debentures"). In connection with the Acquisition, a portion of Chemtrade's new Credit Facilities were used to repay its existing credit facilities and CEI's (formerly, Canexus') extendible revolving credit facilities. The amount drawn on the Credit Facilities to finance the Acquisition and

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

4. CANEXUS ACQUISITION (continued):

to repay both Chemtrade's and CEI's (formerly, Canexus') existing credit facilities was \$687,070. As a result of the repayment, Chemtrade expensed \$5,508 of previously deferred financing costs. Costs related to the new Credit Facilities of \$6,320 have been reflected in long-term debt. These costs have been deferred and are being amortized to finance costs in comprehensive income using the effective interest method.

The aggregate consideration for this acquisition was preliminarily allocated as follows:

| | | March 10, 2017 |
|--|-----------|-----------------------|
| Cash | \$ | 308,365 |
| Long-term debt assumed at fair value | | 372,799 |
| Convertible debentures assumed at fair value | | 254,696 |
| Total consideration | \$ | 935,860 |

Adjustments have been made to the purchase price allocation subsequent to the acquisition date which have been reflected in the table below. These adjustments are related to a decrease in property, plant and equipment, of \$133,816, an increase in intangible assets of \$65,881, an increase in goodwill of \$39,111, an increase in deferred tax assets of \$48,976 and an increase in deferred tax liabilities of \$20,152.

| | | As at September 30, 2017 |
|---|-----------|---------------------------------|
| Working capital (including cash acquired of \$27,160) | \$ | 96,436 |
| Property, plant and equipment | | 582,960 |
| Other assets | | 6,691 |
| Intangible assets | | 281,000 |
| Goodwill | | 39,111 |
| Deferred tax assets | | 60,513 |
| Other long-term liabilities | | (16,284) |
| Employee benefits | | (12,213) |
| Provisions | | (60,908) |
| Deferred tax liabilities | | (41,446) |
| Consideration | \$ | 935,860 |

Directly attributable Acquisition-related costs are \$11,919, of which \$8,472 were expensed in 2016, and the remainder have been expensed during the first nine months of 2017, including \$129 expensed in the third quarter of 2017. These are included in selling and administrative expenses in comprehensive income.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

4. CANEXUS ACQUISITION (continued):

As part of the integration of the newly acquired businesses, Chemtrade reconfigured its business segments and introduced a new segment called Electrochemicals ("EC"), which includes Chemtrade's sodium chlorate business and the newly acquired businesses. Segmented comparatives in note 15 have been re-stated to conform with the current period presentation.

The amount of revenue and earnings attributable to CEI since Acquisition have been included in the consolidated statement of comprehensive income. For the three and nine months ended September 30, 2017, revenue has increased by \$161,222 and \$350,563, respectively, and net earnings have increased by \$25,601 and \$32,354, respectively as a result of the Acquisition. The net earnings generated by the newly acquired businesses were partially offset by the higher depreciation and amortization incurred as a result of the fair market value adjustments from the preliminary purchase price allocation.

(a) Pro forma information:

The following pro forma revenue and earnings are prepared in accordance with IFRS as if the Acquisition had occurred on January 1, 2017. The pro forma consolidated revenue and earnings are not intended to be indicative of the results that would actually have occurred, or the results expected in future periods, had the events reflected herein occurred on the date indicated. Any potential synergies that may be realized and integration costs that may be incurred have been excluded from the pro forma revenue and earnings.

Pro forma assumptions and adjustments

Certain adjustments have been reflected in the pro forma information below to illustrate the effects of purchase accounting where the impact could be reasonably estimated. The adjustments were:

- To increase depreciation expense to reflect depreciation of the fair value increment on property, plant and equipment, and amortization expense to reflect amortization of the intangibles acquired
- To include additional interest costs on the new Credit Facilities, including accretion of transaction costs
- To remove interest costs from old debt of Canexus that has been paid off as part of the Acquisition
- To remove Chemtrade and Canexus Acquisition costs

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

4. CANEXUS ACQUISITION (continued):

- To eliminate intercompany sales and purchases between Chemtrade and Canexus
- To consider the effect of taxes on all the above-listed adjustments

| | Nine months ended September 30, 2017 | | |
|--------------|--------------------------------------|------------|--------------|
| | Actual | Adjustment | Pro Forma |
| Revenue | \$ 1,082,469 | \$ 114,608 | \$ 1,197,077 |
| Net earnings | \$ 100,920 | \$ 7,726 | \$ 108,646 |

5. DISCONTINUED OPERATIONS:

On February 24, 2017, Chemtrade entered into a definitive agreement to sell its International business segment to Mitsui & CO., Ltd. for \$55,543 (€36,822) which is subject to a working capital adjustment. The transaction, which was subject to relevant regulatory approvals, closed on May 31, 2017. The business provided removal and marketing services for elemental sulphur and sulphuric acid to customers globally. Chemtrade realized a gain of \$15,312, after taxes upon the sale of the business. The cumulative amount of foreign exchange differences related to the International business of \$48,950 previously recognized in accumulated other comprehensive income was reclassified from equity to net earnings from discontinued operations upon the sale.

The comparative consolidated statement of comprehensive income and other relevant notes have been re-stated to show the discontinued operation separately from continuing operations.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

5. DISCONTINUED OPERATIONS (continued):

(a) Results of discontinued operations:

| | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|--|---|-----------|--|------------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenue | \$ — | \$ 35,234 | \$ 41,942 | \$ 133,033 |
| Cost of sales and services | — | (31,055) | (36,720) | (117,383) |
| Gross profit | — | 4,179 | 5,222 | 15,650 |
| Selling and administrative expenses | — | (3,465) | (2,666) | (10,124) |
| Operating income | — | 714 | 2,556 | 5,526 |
| Finance income | — | 15 | 22 | 37 |
| Finance costs | — | (42) | (43) | (131) |
| Income before tax | — | 687 | 2,535 | 5,432 |
| Income tax (expense) recovery | | | | |
| Current | — | (324) | (9,861) | (1,533) |
| Deferred | — | (38) | 10,619 | (50) |
| Results from operating activities, net of tax | — | 325 | 3,293 | 3,849 |
| Cumulative foreign exchange differences | — | — | 48,950 | — |
| Gain on sale of discontinued operation | — | — | 17,138 | — |
| Deferred income tax on gain on sale of discontinued operations | — | — | (1,826) | — |
| Net earnings from discontinued operations | \$ — | \$ 325 | \$ 67,555 | \$ 3,849 |
| Net earnings per unit from discontinued operations | | | | |
| Basic earnings per unit | \$0.00 | \$0.00 | \$0.78 | \$0.06 |
| Diluted earnings per unit | \$0.00 | \$0.00 | \$0.65 | \$0.05 |

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

5. DISCONTINUED OPERATIONS (continued):

(b) Cash flows from (used in) discontinued operations:

| | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|--|---|-----------------|--|---------------|
| | 2017 | 2016 | 2017 | 2016 |
| Net cash flows from (used in) operating activities | \$ — | \$ 4,024 | \$ (3,809) | \$ 204 |
| Net cash flows used in investing activities | — | (34) | (169) | (56) |
| Net cash inflows (outflows) for the year | \$ — | \$ 3,990 | \$ (3,978) | \$ 148 |

(c) Effect of disposal on financial position:

| | <u>At May 31,</u> <u>2017</u> |
|---------------------------------------|----------------------------------|
| Inventories | \$ 1,412 |
| Trade and other receivables | 11,469 |
| Prepaid expenses and other assets | 1,040 |
| Property, plant and equipment | 5,747 |
| Intangible assets | 28,907 |
| Deferred income tax asset | 819 |
| Trade and other payables | (9,793) |
| Employee benefits | (8,589) |
| Net assets | \$ 31,012 |
| Consideration received, in cash | \$ 55,543 |
| Cash and cash equivalents disposed of | (6,465) |
| Disposal costs | (928) |
| Net cash inflow | \$ 48,150 |

6. SHARE-BASED PAYMENTS:

Chemtrade operates a Long-Term Incentive Plan ("LTIP"), which grants cash awards based on certain criteria. The 2015-2017, 2016-2018 and 2017-2019 LTIP awards have a performance based component and a restricted share unit component. For the 2015-2017 LTIP awards, the performance based component is based on total Unitholder return over a performance period,

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

6. SHARE-BASED PAYMENTS (continued):

EBITDA growth and total return to Chemtrade's Unitholders relative to the total return on the S&P/TSX Capped Industrial Index. The 2016-2018 and 2017-2019 LTIP awards' performance based component is similar to the 2015-2017 LTIP awards except the total return to Chemtrade's Unitholders is measured relative to the total return on the S&P/TSX Dividend Index rather than the S&P/TSX Capped Industrial Index. Total Unitholder return consists of changes in unit price and distributions paid to Unitholders. The restricted share unit component of the LTIP awards is a phantom plan which is payable in cash at the end of the performance period.

As at September 30, 2017, a liability of \$14,385 (December 31, 2016 - \$12,844) has been recorded, of which \$6,034 (December 31, 2016 - \$5,671) is included in trade and other payables and \$8,351 (December 31, 2016 - \$7,173) is included in other long-term liabilities. For the three and nine months ended September 30, 2017, Chemtrade recorded an expense of \$3,425 and \$7,250, respectively (2016 - expense of \$1,158 and \$3,127, respectively) in selling and administrative expenses related to the LTIP.

Inputs for measurement of fair values

The fair value of the share-based component of LTIP is measured based on the Monte Carlo sampling method. Base price is the average unit price for the first 20 business days at the beginning of each LTIP performance period. Expected volatility is estimated by considering historic average unit price volatility. The risk-free interest rate is based on Canadian government bonds and Canadian government treasury bills.

The inputs used in the measurement of the fair value of the share-based component of LTIP are as follows:

| | September 30, 2017 | December 31, 2016 |
|---------------------------------|--------------------|-------------------|
| Chemtrade units: | | |
| Average base price | \$18.19 | \$18.92 |
| Period-end unit price | \$19.81 | \$18.94 |
| Average expected volatility | 18.53% | 20.55% |
| Index units: | | |
| Average base price | \$168.70 | \$186.92 |
| Period-end unit price | \$207.16 | \$229.29 |
| Average expected volatility | 9.66% | 12.76% |
| Average risk free interest rate | 1.32% | 0.60% |
| Average expected remaining term | 1.25 years | 1.50 years |

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

7. LONG-TERM DEBT:

| | September 30, 2017 | December 31, 2016 |
|--|--------------------|-------------------|
| Term bank debt | | |
| US\$325,000 (December 31, 2016 - US\$325,000) | \$ 405,470 | \$ 436,378 |
| Revolving credit facility | | |
| US\$95,774 (December 31, 2016 - US\$9,140) | 119,485 | 12,271 |
| Canadian dollar-denominated | 40,500 | — |
| Less: Transaction costs | (5,868) | (4,984) |
| Long-term debt (note (a)) | \$ 559,587 | \$ 443,665 |
| Senior unsecured notes (note (b)) | 71,500 | — |
| Long-term loan - Fort McMurray facility (note (c)) | 8,856 | 11,515 |
| | \$ 639,943 | \$ 455,180 |
| Less: Current portion | (3,859) | (3,654) |
| Long-term debt | \$ 636,084 | \$ 451,526 |

(a) Long-term debt:

At September 30, 2017 Chemtrade had senior Credit Facilities of approximately \$1,060,460 (US\$850,000), consisting of a term loan of \$405,470 (US\$325,000), and a revolving credit facility of \$654,990 (US\$525,000). At September 30, 2017, Chemtrade had drawn \$159,985 (December 31, 2016 - \$12,271) on the Credit Facilities and had committed a total of \$22,445 (December 31, 2016 - \$21,912) of this facility towards standby letters of credit. The Credit Facilities are secured by all the property, plant and equipment of Chemtrade, excluding the Fort McMurray facility, and the property, plant and equipment of CEI (formerly, Canexus) and its material subsidiaries until such time as the senior notes (see below under (b)) are repaid permanently. At September 30, 2017, the weighted average effective interest rate of the facilities is 3.6% (December 31, 2016 - 3.3%).

In connection with the Acquisition, a portion of Chemtrade's new Credit Facilities were used to repay its existing credit facilities and CEI's (formerly, Canexus') extendible revolving credit facilities. The amount drawn on the Credit Facilities to finance the Acquisition and to repay both Chemtrade's and CEI's (formerly, Canexus') existing credit facilities was \$687,070. As a result of the repayment, Chemtrade expensed \$5,508 of previously deferred financing costs. Costs related to the new Credit Facilities of \$6,320 have been reflected in long-term debt. These costs have been deferred and are being amortized to finance costs in comprehensive income using the effective interest method.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

7. LONG-TERM DEBT (continued):

Chemtrade is subject to certain covenants on its Credit Facilities, which include a Net Debt to EBITDA ratio, Adjusted Net Debt to Adjusted EBITDA ratio, and an Interest Coverage ratio (as all terms are defined in the credit agreement). Chemtrade monitors these ratios and reports them to its lenders on a quarterly basis. As at September 30, 2017, Chemtrade was in compliance with all covenants.

(b) Senior unsecured notes:

On March 10, 2017, Chemtrade assumed \$110,000 of senior unsecured notes of Canexus as part of the Acquisition. The senior notes, issued at par value, bear interest at a rate of 7.875% per annum and mature on September 20, 2023 (the "CEI Senior Notes"). The CEI Senior Notes contain certain early redemption options under which CEI has the option to redeem all or a portion of the CEI Senior Notes at various redemption prices, which include the principal amount plus accrued and unpaid interest, if any, to the redemption date. Interest is payable semi-annually on March 20 and September 20, which commenced on March 20, 2017.

On June 26, 2017, CEI redeemed \$38,500 aggregate principal amount of its CEI Senior Notes, representing 35% of the \$110,000 aggregate principal amount outstanding. The notes were redeemed at a total aggregate redemption price of \$42,346, being equal to 107.875% of the principal amount, plus all accrued and unpaid interest.

(c) Long-term loan - Fort McMurray facility:

The Fort McMurray facility operates processing facilities at Syncrude's Mildred Lake oil sands facility in Alberta. In order to finance a portion of the construction of such facilities, a separate loan secured by the assets was entered into and remains outstanding. This loan bears interest at a fixed rate of 7.3% per annum with monthly principal repayments due until December 2019.

8. CONVERTIBLE UNSECURED SUBORDINATED DEBENTURES:

As part of the Acquisition on March 10, 2017, Chemtrade assumed all of the outstanding CEI Debentures issued by Canexus comprised of:

- CEI Series IV Debentures with a total par value of \$60,000, which bear interest at 5.75% per annum and mature on December 31, 2018;
- CEI Series V Debentures with a total par value of \$107,500, which bear interest at 6.00% per annum and mature on December 31, 2020;

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

8. CONVERTIBLE UNSECURED SUBORDINATED DEBENTURES (continued):

- CEI Series VI Debentures with a total par value of \$85,550, which bear interest at 6.50% per annum and mature on December 31, 2021.

On May 2, 2017, the Fund completed an agreement with a syndicate of underwriters to issue \$175,000 principal amount of convertible unsecured subordinated debentures. As allowed under provisions of the agreement to issue the debentures, the underwriters purchased an additional \$26,250 principal amount of the debentures, increasing the aggregate gross proceeds of the public offering to \$201,250. Chemtrade incurred transaction costs of approximately \$8,661, which included the underwriters' fee and other expenses of the offering.

These convertible unsecured debentures bear interest at a rate of 4.75% per annum and are convertible, at the option of the holder, into units of the Fund at any time prior to the maturity date of May 31, 2024, at a unit price of \$26.70 per unit and are not redeemable before May 31, 2020 (the "Fund 2017 4.75% Debentures"). The net proceeds of the issuance were used to fund the mandatory change of control offers in respect of the CEI Debentures, the redemption of \$79,590 aggregate principal amount of its 5.75% convertible unsecured debentures due December 31, 2018 (the "Fund 2011 5.75% Debentures") and the redemption of the remaining CEI Series IV Debentures.

At September 30, 2017, the Fund also had \$126,500 principal amount of 5.25% of convertible unsecured subordinated debentures outstanding (the "Fund 2014 5.25% Debentures") and \$143,750 principal amount of 5.00% convertible unsecured subordinated debentures outstanding (the "Fund 2016 5.00% Debentures"). The Fund 2017 4.75% Debentures, the Fund 2014 5.25% Debentures and the Fund 2016 5.00% Debentures are collectively referred to as the "Fund Debentures". The Fund Debentures and the CEI Debentures are collectively referred to as the "Debentures".

Following the Acquisition, CEI commenced mandatory change of control offers to purchase all of the outstanding CEI Debentures. On May 10, 2017, CEI acquired the following debentures:

- \$45,888 principal amount of 5.75% debentures (representing 76.5% of the outstanding CEI Series IV Debentures);
- \$23,489 principal amount of 6.00% debentures (representing 21.9% of the outstanding CEI Series V Debentures);
- \$10,966 principal amount of 6.50% debentures (representing 12.8% of the outstanding CEI Series VI Debentures).

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

8. CONVERTIBLE UNSECURED SUBORDINATED DEBENTURES (continued):

On May 11, 2017, the Fund completed the redemption of \$79,590 aggregate principal amount of the Fund 2011 5.75% Debentures representing a redemption in full of all of the outstanding Fund 2011 5.75% Debentures. The Fund 2011 5.75% Debentures were redeemed at par value plus accrued and unpaid interest for a total aggregate redemption price of \$81,233.

On May 15, 2017, CEI redeemed the remaining \$14,112 principal amount of the CEI Series IV Debentures, representing a redemption in full of the CEI Series IV Debentures.

On July 14, 2017, the Fund commenced offers (the "Offers") to purchase (i) all of the outstanding CEI Series V Debentures; and (ii) all of the outstanding CEI Series VI Debentures. On August 23, 2017, the Fund announced the expiration of the Offers. As the conditions to the Offers had not been satisfied, the Fund did not accept any tendered CEI Debentures for payment. The Fund incurred transaction costs of approximately \$505. These are included in finance costs in comprehensive income.

Chemtrade has designated its Debentures as financial liabilities at fair value through profit or loss. At September 30, 2017, the fair value of the Debentures was \$639,033 (December 31, 2016 - \$392,389).

For the three and nine months ended September 30, 2017, there were net finance costs of \$8,380 and \$28,666, respectively, (2016 - \$17,872 and \$25,289, respectively) related to the Debentures, which included a gain of \$513 and \$3,810, respectively (2016 - loss of \$7,693 and \$8,664, respectively) due to the change in fair value of the Debentures, interest expense of \$8,388 and \$23,310, respectively (2016 - \$3,825 and \$10,271, respectively) and transaction costs of \$505 and \$9,166 (2016 - \$6,354 and \$6,354, respectively).

9. UNITS AND OTHER COMPONENTS OF EQUITY:

(a) Units:

Chemtrade has authorized an unlimited number of units. Chemtrade's units have no par value. The following table presents the number of units outstanding:

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

9. UNITS AND OTHER COMPONENTS OF EQUITY (continued):

| | 2017 | | 2016 | |
|---|-----------------|--------------|-----------------|--------------|
| | Number of Units | Amount | Number of Units | Amount |
| Units | | | | |
| Balance – January 1 | 69,172,785 | \$ 1,048,738 | 69,069,226 | \$ 1,046,922 |
| Issued for cash | 21,800,000 | 395,831 | — | — |
| Issuance costs (net of tax) | — | (12,598) | — | — |
| Conversion of unsecured subordinated convertible debentures | 1,623,221 | 30,024 | 67,185 | 1,162 |
| Balance – September 30 | 92,596,006 | \$ 1,461,995 | 69,136,411 | \$ 1,048,084 |

(b) Distributions:

Distributions paid for the three and nine months ended September 30, 2017 were \$27,778 and \$76,312, respectively, (2016 - \$20,724 and \$62,166) or \$0.30 and \$0.90 per unit (2016 - \$0.30 and \$0.90 per unit). All of Chemtrade's distributions are discretionary and subject to approval by the Board of Trustees.

(c) Net earnings per unit:

Net earnings per unit has been calculated on the basis of the weighted average number of units outstanding. The following tables provide a breakdown of the numerator and denominator used in the calculation of net earnings per unit, and diluted net earnings per unit:

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

9. UNITS AND OTHER COMPONENTS OF EQUITY (continued):

(i) Earnings per unit:

| | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|---|---|----------|--|-----------|
| | 2017 | 2016 | 2017 | 2016 |
| Numerator | | | | |
| Net earnings | \$ 22,413 | \$ 2,427 | \$ 100,920 | \$ 13,646 |
| Net finance costs on convertible unsecured subordinated debentures ⁽¹⁾ | — | — | 13,302 | — |
| Diluted net earnings | \$ 22,413 | \$ 2,427 | \$ 114,222 | \$ 13,646 |

⁽¹⁾ For the three months ended September 30, 2017, and three and nine months ended September 30, 2016, the potential conversion of the convertible unsecured subordinated debentures has not been included as the effect on net earnings per unit would be anti-dilutive.

| | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|---|---|------------|--|------------|
| | 2017 | 2016 | 2017 | 2016 |
| Denominator | | | | |
| Weighted average number of units | 92,596,006 | 69,088,131 | 86,660,662 | 69,076,285 |
| Weighted average convertible unsecured subordinated debenture dilutive units ⁽¹⁾ | — | — | 16,928,545 | — |
| Weighted average number of diluted units | 92,596,006 | 69,088,131 | 103,589,207 | 69,076,285 |

⁽¹⁾ For the three months ended September 30, 2017, and three and nine months ended September 30, 2016, the potential conversion of the convertible unsecured subordinated debentures has not been included as the effect on net earnings per unit would be anti-dilutive.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

9. UNITS AND OTHER COMPONENTS OF EQUITY (continued):

(ii) Earnings per unit from continuing operations:

| | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|--|---|----------|--|----------|
| | 2017 | 2016 | 2017 | 2016 |
| Numerator | | | | |
| Net earnings from continuing operations | \$ 22,413 | \$ 2,102 | \$ 33,365 | \$ 9,797 |
| Net interest and fair value adjustment on convertible unsecured subordinated debentures ⁽¹⁾ | — | — | — | — |
| Diluted net earnings from continued operations | \$ 22,413 | \$ 2,102 | \$ 33,365 | \$ 9,797 |

⁽¹⁾ For the three and nine months ended September 30, 2017, and three and nine months ended September 30, 2016, the potential conversion of the convertible unsecured subordinated debentures has not been included as the effect on net earnings per unit would be anti-dilutive.

| | <u>Three months ended</u> <u>September 30,</u> | | <u>Nine months ended</u> <u>September 30,</u> | |
|---|---|------------|--|------------|
| | 2017 | 2016 | 2017 | 2016 |
| Denominator | | | | |
| Weighted average number of units | 92,596,006 | 69,088,131 | 86,660,662 | 69,076,285 |
| Weighted average convertible unsecured subordinated debenture dilutive units ⁽¹⁾ | — | — | — | — |
| Weighted average number of diluted units | 92,596,006 | 69,088,131 | 86,660,662 | 69,076,285 |

⁽¹⁾ For the three and nine months ended September 30, 2017, and three and nine months ended September 30, 2016, the potential conversion of the convertible unsecured subordinated debentures has not been included as the effect on net earnings per unit would be anti-dilutive.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

10. SELLING AND ADMINISTRATIVE EXPENSES:

The components of selling and administrative expenses are as follows:

| | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|---|---------------------------|------------------|--------------------------|------------------|
| | <u>September 30,</u> | | <u>September 30,</u> | |
| | 2017 | 2016 | 2017 | 2016 |
| Wages, salaries and benefits, including bonuses and other | \$ 25,418 | \$ 17,453 | \$ 70,435 | \$ 56,908 |
| Share-based payments (note 6) | 3,425 | 1,158 | 7,250 | 3,127 |
| Realized foreign exchange loss (gain) | 627 | (248) | 3,578 | 459 |
| Unrealized foreign exchange loss (gain) | 356 | 2,518 | 319 | (12,544) |
| Depreciation | 386 | 227 | 1,097 | 646 |
| Selling and administrative expenses | \$ 30,212 | \$ 21,108 | \$ 82,679 | \$ 48,596 |

11. FINANCE INCOME AND COSTS:

The components of finance income and costs are as follows:

| | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|--|---------------------------|------------------|--------------------------|------------------|
| | <u>September 30,</u> | | <u>September 30,</u> | |
| | 2017 | 2016 | 2017 | 2016 |
| Interest income | \$ 180 | \$ — | \$ 466 | \$ — |
| Finance income | \$ 180 | \$ — | \$ 466 | \$ — |
| Interest expense | \$ 18,298 | \$ 11,215 | \$ 52,939 | \$ 31,564 |
| Accretion expense | 1,044 | 854 | 3,015 | 2,560 |
| Debt extinguishment costs (note 7) | — | 672 | 5,508 | 672 |
| Transaction costs on issuance of convertible debentures (note 8) | 505 | 6,354 | 9,166 | 6,354 |
| Change in the fair value of convertible debentures (note 8) | (513) | 7,693 | (3,810) | 8,664 |
| Finance costs | \$ 19,334 | \$ 26,788 | \$ 66,818 | \$ 49,814 |

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

12. DEPRECIATION AND AMORTIZATION:

The components of depreciation expense of property, plant and equipment and amortization expense of intangible assets are as follows:

| | <u>Three months ended</u> | | <u>Nine months ended</u> | |
|--|---------------------------|------------------|--------------------------|-------------------|
| | <u>September 30,</u> | | <u>September 30,</u> | |
| | 2017 | 2016 | 2017 | 2016 |
| Cost of sales and services: | | | | |
| Depreciation expense | \$ 30,875 | \$ 24,155 | \$ 94,641 | \$ 74,745 |
| Amortization expense | 21,150 | 12,294 | 53,214 | 37,181 |
| Selling and administrative expenses: | | | | |
| Depreciation expense | 386 | 247 | 1,128 | 705 |
| Total depreciation and amortization expense | \$ 52,411 | \$ 36,696 | \$ 148,983 | \$ 112,631 |

For the three and nine months ended September 30, 2017, Chemtrade recorded total depreciation and amortization expenses of nil and \$416, respectively, (September 30, 2016 - \$239 and \$737, respectively) related to discontinued operations.

13. INCOME TAXES:

Chemtrade is a mutual fund trust and a specified investment flow-through trust ("SIFT") for income tax purposes. Chemtrade is subject to current income taxes at the top marginal tax rate applicable to individuals of approximately 53.5% on all taxable income not distributed to Unitholders.

Chemtrade is also subject to current income taxes on all taxable income, other than dividends, earned from Canadian corporate and flow-through subsidiaries (other than Canadian subsidiaries that earn certain investment income) at a tax rate similar to the corporate tax rate. Chemtrade will not be subject to tax on income received from non-Canadian subsidiaries, provided that the income is distributed to Unitholders during the year. Based on the current organization of Chemtrade and its subsidiaries, Chemtrade expects that its income distributed to Unitholders will not be subject to SIFT tax.

Income tax expense is recognized based on management's best estimate of the weighted average annual income tax rate expected for the full financial year applied to the pre-tax income of the interim period. Chemtrade calculates the consolidated estimated effective annual tax rate by determining the amount of current and deferred income taxes as a percentage of income before tax. Chemtrade's consolidated estimated effective tax rate in respect of continuing operations for the three months and nine months ended September 30, 2017 was negative 132.0% and 1,461.3%, respectively, (2016 - 38.5% and 93.0%, respectively), compared to a statutory rate of 26.6% (2016 - 26.6%).

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

13. INCOME TAXES (continued):

The effective tax rates for the third quarter and first nine months of 2017 differ from the statutory tax rate primarily due to the deduction of taxable income distributed to Unitholders, losses incurred in a jurisdiction with a higher tax rate, income earned in a jurisdiction with a lower tax rate, and the taxable portion of realized foreign exchange losses recognized in other comprehensive income instead of net earnings.

14. FINANCIAL INSTRUMENTS:

(a) Derivatives and hedging:

| | September 30, 2017 | | | December 31, 2016 | | |
|--|--------------------|-----------------|---------------|-------------------|--------------|-----------------|
| | Notional Amount | Fair Value | | Notional Amount | Fair Value | |
| | | Asset | Liability | | Asset | Liability |
| Derivatives designated in a formal hedging relationship | | | | | | |
| Interest rate swaps | US\$ 325,000 | \$ — | \$ 494 | US\$ 325,000 | \$ — | \$ 2,963 |
| Derivatives not designated in a formal hedging relationship | | | | | | |
| Foreign exchange contracts ⁽¹⁾ | — | 2,360 | — | — | 28 | — |
| Total | | \$ 2,360 | \$ 494 | | \$ 28 | \$ 2,963 |

⁽¹⁾ See below for notional amounts.

On September 30, 2017, Chemtrade had swap arrangements with its principal bankers which fixed the LIBOR components of its interest rates on US\$325,000 of its outstanding long-term debt until January 2019. These swaps are formally designated as cash flow hedges at the date of inception and any changes in the fair value of the effective portion of the swaps are recognized in other comprehensive income.

On January 1, 2015, Chemtrade hedged its investment in foreign operations that use the U.S. dollar as their functional currency by Chemtrade's U.S. dollar-denominated long-term debt. Any foreign currency gains and losses arising from the U.S. dollar-denominated debt will be offset by the foreign currency gain or loss arising from the investment in the foreign operations. The gains and losses on the foreign currency translation of the designated amount of U.S. dollar-denominated debt and investment in foreign operations are being recognized in other comprehensive income. For the three and nine months ended September 30, 2017, a foreign exchange gain of \$6,715 and \$12,106, respectively (2016 - loss of \$1,967 and gain of \$13,002, respectively) on the revaluation of the U.S. dollar-denominated debt related to this hedging strategy was recognized in other comprehensive income.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

14. FINANCIAL INSTRUMENTS (continued):

As part of the Acquisition, Chemtrade assumed a cross currency swap associated with the payment of interest on the CEI Series IV Debentures in U.S. dollars. During the second quarter of 2017, Chemtrade purchased the entire principal CEI Series IV Debentures balance and terminated the related cross currency swap on the CEI Series IV Debentures, resulting in a loss of \$2,128, which is included in selling and administrative expenses.

Chemtrade has entered into foreign exchange contracts to manage certain of its exposures to foreign currencies. Chemtrade buys and sells specific amounts of currencies at pre-determined dates and exchange rates, which are matched with the anticipated operational cash flows. Contracts in place at September 30, 2017 include future contracts to sell the following amounts for periods through to September 30, 2018:

| Amount | Weighted average exchange rate |
|------------|-----------------------------------|
| US\$62,200 | \$1.28 |

(b) Fair values of financial instruments:

Fair value is the value that would be agreed upon in an arm's length transaction between willing and knowledgeable counter-parties. The carrying amounts of cash and cash equivalents, trade and other receivables, trade and other payables and distributions payable approximate their fair values because of the short-term maturity of these financial instruments. The carrying amount of long-term receivables and the note receivable approximates their fair value. The carrying amount of long-term debt, excluding transaction costs, approximates fair value as the debt accrues interest at prevailing market rates.

For fair value estimates relating to the convertible unsecured subordinated debentures and derivatives, Chemtrade classifies fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

Level 1 - Unadjusted quoted prices at the measurement date for identical assets or liabilities in active markets.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

14. FINANCIAL INSTRUMENTS (continued):

Level 2 - Observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

Level 3 - Significant unobservable inputs which are supported by little or no market activity.

The fair value hierarchy also requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

The Fund Debentures are classified within Level 1 because they are actively traded on the TSX and the fair value is based on the quoted prices on the TSX. The CEI debentures are classified as Level 2 as their fair value is determined using observable inputs. Any changes in the fair value of the Debentures are recognized in net earnings.

All of Chemtrade's derivative financial instruments are classified within Level 2 because they are based on rates quoted by banks and other public data sources. These derivatives are recorded in prepaid expenses and other assets, trade and other payables, and other long-term liabilities on the statements of financial position.

The fair value of the foreign exchange contracts is the difference between the forward exchange rate and the contract rate. Any changes in the fair value of these contracts are recognized in net earnings.

The fair value of the interest rate swap arrangements is the difference between the forward interest rates and the contract rates discounted. The liability is recorded in other long-term liabilities in the statements of financial position. Any changes in the fair value of these arrangements are recognized in other comprehensive income.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

15. BUSINESS SEGMENTS:

Chemtrade operates in four reportable segments: SPPC, WSSC, EC, and Corp. On May 31, 2017, the sale of the International segment was completed and it was classified as a discontinued operation, see note 5. The reportable segments of Chemtrade are strategic business groups that offer products and services to target markets, as described below. The accounting policies applied by the segments are the same as those applied by Chemtrade.

SPPC markets, removes and/or produces merchant, regenerated and ultra pure sulphuric acid, sodium hydrosulphite, elemental sulphur, liquid sulphur dioxide, hydrogen sulphide, and sodium bisulphite, and provides other processing services. These products are marketed primarily to North American customers.

WSSC manufactures and markets a variety of inorganic coagulants used in water treatment, including aluminum sulphate, aluminum chlorohydrate, polyaluminum chloride, and ferric sulphate; and a number of specialty chemicals, including sodium nitrite, potassium chloride, phosphorus pentasulphide, vaccine adjuvants, and sulphides. These products are marketed primarily to North American customers.

EC manufactures and markets sodium chlorate and chlor-alkali products largely for the pulp and paper, oil and gas and water treatment industries. These products are marketed primarily to North American and South American customers. This segment includes results from Chemtrade's sodium chlorate business, as well as those from the newly acquired businesses (note 4).

The International business provided removal and marketing services for elemental sulphur and sulphuric acid. These products were marketed to customers globally. As the sale of the International Segment was completed on May 31, 2017 (note 5), this segment was classified as a discontinued operation.

Corp is a non-operating segment that provides centralized services, such as treasury, finance, information technology, human resources, legal and risk management, and environmental, health and safety support.

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

15. BUSINESS SEGMENTS (continued):

Three months ended September 30, 2017

| | SPPC | WSSC | EC | Intl | Corp | Total |
|---|------------|------------|------------|------|----------|------------|
| Revenue | \$ 123,257 | \$ 105,437 | \$ 171,810 | \$ — | \$ — | \$ 400,504 |
| Inter-segment revenues | 5,029 | — | — | — | — | 5,029 |
| Operating income (loss) | 6,852 | 8,948 | 33,241 | — | (20,228) | 28,813 |
| Net finance costs | (4,275) | (5,103) | (2,145) | — | (7,631) | (19,154) |
| Income tax recovery (expense) | 6,855 | 8,998 | (3,552) | — | 453 | 12,754 |
| Earnings from discontinued operations | — | — | — | — | — | — |
| Net earnings (loss) | 9,432 | 12,843 | 27,544 | — | (27,406) | 22,413 |
| Capital expenditures | 5,444 | 4,601 | 5,806 | — | 160 | 16,011 |
| Depreciation and amortization | 17,321 | 12,901 | 22,189 | — | — | 52,411 |
| Loss on disposal and write-down of assets | 282 | — | — | — | — | 282 |

Three months ended September 30, 2016

| | SPPC | WSSC | EC | Intl | Corp | Total |
|---|------------|------------|-----------|------|----------|------------|
| Revenue | \$ 146,412 | \$ 113,565 | \$ 13,046 | \$ — | \$ — | \$ 273,023 |
| Inter-segment revenues | 7,719 | — | — | — | — | 7,719 |
| Operating income (loss) | 20,043 | 15,911 | 813 | — | (14,932) | 21,835 |
| Net finance costs | (5,648) | (3,254) | (14) | — | (17,872) | (26,788) |
| Income tax (expense) recovery | (805) | 7,783 | 16 | — | 61 | 7,055 |
| Earnings from discontinued operations | — | — | — | 325 | — | 325 |
| Net earnings (loss) | 13,590 | 20,440 | 815 | 325 | (32,743) | 2,427 |
| Capital expenditures | 6,281 | 7,473 | 371 | 34 | 39 | 14,198 |
| Depreciation and amortization | 19,669 | 14,651 | 2,137 | 239 | — | 36,696 |
| Gain on disposal and write-down of assets | (2) | (31) | — | — | — | (33) |

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

15. BUSINESS SEGMENTS (continued):

Nine months ended September 30, 2017

| | SPPC | WSSC | EC | Intl | Corp | Total |
|--|------------|------------|------------|----------|----------|-------------|
| Revenue | \$ 373,880 | \$ 323,242 | \$ 385,347 | \$ — | \$ — | \$1,082,469 |
| Inter-segment revenues | 15,431 | — | — | — | — | 15,431 |
| Operating income (loss) | 30,729 | 36,070 | 52,680 | — | (50,990) | 68,489 |
| Net finance costs | (15,512) | (15,075) | (12,407) | — | (23,358) | (66,352) |
| Income tax recovery (expense) | 16,580 | 23,445 | (8,271) | — | (526) | 31,228 |
| Earnings from discontinued operations | — | — | — | 67,555 | — | 67,555 |
| Net earnings (loss) | 31,797 | 44,440 | 32,002 | 67,555 | (74,874) | 100,920 |
| Capital expenditures | 11,115 | 12,838 | 12,743 | 169 | 1,097 | 37,962 |
| Depreciation and amortization | 55,028 | 40,165 | 53,374 | 416 | — | 148,983 |
| Loss (gain) on disposal and write-down of assets | 418 | 25 | 3,903 | (17,138) | — | (12,792) |

Nine months ended September 30, 2016

| | SPPC | WSSC | EC | Intl | Corp | Total |
|---|------------|------------|-----------|-------|----------|------------|
| Revenue | \$ 450,576 | \$ 329,292 | \$ 35,640 | \$ — | \$ — | \$ 815,508 |
| Inter-segment revenues | 22,581 | — | — | — | — | 22,581 |
| Operating (loss) income | (3,457) | 40,784 | 1,913 | — | (28,616) | 10,624 |
| Net finance costs | (15,369) | (9,118) | (43) | — | (25,284) | (49,814) |
| Income tax recovery | 32,552 | 15,994 | 155 | — | 286 | 48,987 |
| Earnings from discontinued operations | — | — | — | 3,849 | — | 3,849 |
| Net earnings (loss) | 13,726 | 47,660 | 2,025 | 3,849 | (53,614) | 13,646 |
| Capital expenditures | 14,326 | 15,885 | 1,286 | 56 | 626 | 32,179 |
| Depreciation and amortization | 58,900 | 46,302 | 6,692 | 737 | — | 112,631 |
| Loss on disposal and write-down of assets | 55,779 | 4 | — | — | — | 55,783 |
| Impairment of intangible assets | 3,143 | — | — | — | — | 3,143 |

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

15. BUSINESS SEGMENTS (continued):

September 30, 2017

| | SPPC | WSSC | EC | Intl | Corp | Total |
|-------------------|--------------|------------|--------------|------|----------|--------------|
| Total assets | \$ 1,008,305 | \$ 911,506 | \$ 1,032,776 | \$ — | \$ 8,965 | \$ 2,961,552 |
| Total liabilities | 370,894 | 618,743 | 357,651 | — | 498,995 | 1,846,283 |
| Intangible assets | 424,151 | 546,465 | 309,573 | — | — | 1,280,189 |

December 31, 2016

| | SPPC | WSSC | EC | Intl | Corp | Total |
|-------------------|--------------|------------|------------|-----------|----------|--------------|
| Total assets | \$ 1,056,986 | \$ 949,023 | \$ 102,090 | \$ 50,817 | \$ 3,156 | \$ 2,162,072 |
| Total liabilities | 245,473 | 703,627 | 5,113 | 26,243 | 412,561 | 1,393,017 |
| Intangible assets | 469,816 | 593,757 | 5,996 | — | — | 1,069,569 |

Geographic segments:

Chemtrade operates primarily in Canada, the United States and South America. Revenue is attributed to customers based on location of sale.

Revenue

| | Three months ended September 30, | | Nine months ended September 30, | |
|---------------|-------------------------------------|------------|------------------------------------|------------|
| | 2017 | 2016 | 2017 | 2016 |
| Canada | \$ 125,830 | \$ 69,093 | \$ 316,565 | \$ 191,930 |
| United States | 249,899 | 203,930 | 708,527 | 623,578 |
| South America | 24,775 | — | 57,377 | — |
| | \$ 400,504 | \$ 273,023 | \$ 1,082,469 | \$ 815,508 |

Property, plant and equipment, and intangible assets

| | September 30, 2017 | December 31, 2016 |
|---------------|-----------------------|----------------------|
| Canada | \$ 1,108,123 | \$ 390,238 |
| United States | 1,354,797 | 1,470,198 |
| South America | 78,980 | — |
| | \$ 2,541,900 | \$ 1,860,436 |

CHEMTRADE LOGISTICS INCOME FUND

Notes to Condensed Consolidated Interim Financial Statements
(In thousands of Canadian dollars, except per unit amounts)
(Unaudited)

Three and nine months ended September 30, 2017 and 2016

16. RECLASSIFICATION OF REALIZED FOREIGN EXCHANGE LOSS:

During the first quarter of 2017, management determined that the reclassification of a realized foreign exchange loss of \$20,067 to selling and administrative expenses from other comprehensive income during the third quarter of 2016 on the repayment of Chemtrade's long-term debt should not have been recorded. Since Chemtrade's U.S. dollar denominated debt is effectively hedged against its net investment in its U.S. subsidiaries, the cumulative foreign exchange loss related to the long-term debt that was recorded in other comprehensive income should have remained in other comprehensive income until the disposal or partial disposal of its U.S. subsidiaries. As a result, the comparative information on the statement of financial position for the year ended December 31, 2016 has been recast to reflect this immaterial reclassification, reducing the deficit and decreasing accumulated other comprehensive income by \$17,402 (net of taxes of \$2,665).

As such the previously reported net loss for the three months ended September 30, 2016 of \$14,975 and other comprehensive income of \$36,637 are adjusted to net earnings of \$2,427 and other comprehensive income of \$19,235 and the previously reported net loss of \$12,658 and other comprehensive loss of \$17,950 as reported for the year ended December 31, 2016 are adjusted to net earnings of \$4,744 and comprehensive loss of \$35,352. The adjustment has no impact on total comprehensive income (loss) or on the statement of cash flows for any period presented.

UNITHOLDER INFORMATION

Senior Management

Mark Davis

President and Chief Executive Officer

Rohit Bhardwaj

Chief Financial Officer

Leon Aarts

Group Vice-President, Commercial

Dan Dietz

Vice-President

Tejinder Kaushik

Vice-President, Information Technology

Tab McCullough

Group Vice-President, Manufacturing,
Engineering and Responsible Care

Emily Powers

Vice-President, Human Resources

Michael St. Pierre

Group Vice-President, Global Services

Susan Paré

General Counsel

Head Office

155 Gordon Baker Road, Suite 300
Toronto, Ontario
M2H 3N5

Tel: (416) 496-5856

Fax: (416) 496-9942

Website: www.chemtradelogistics.com

Stock Exchange Listing

The Toronto Stock Exchange
Stock symbol: CHE.UN

Transfer Agent and Registrar

Computershare Investor Services
100 University Avenue, 8th Floor
Toronto, Ontario
M5J 2Y1

Telephone Toll Free: 1-800-564-6253

Email: service@computershare.com

Website: www.computershare.com

Investor Information

Unitholders or other interested parties seeking financial information about Chemtrade are invited to call:

Rohit Bhardwaj
Chief Financial Officer
(416) 496-5856