

## MESSAGE TO SHAREHOLDERS

Saputo Group Inc. has completed an initial public offering of 9 470 500 common shares priced at \$ 17 each. Gross proceeds from the offering totalled \$ 161 000 000 of which \$ 21 000 000 was used to pay down bank indebtedness subsequent to the exercise of the underwriters' over-allotment or greenshoe option.

As President and Chief Executive Officer, I proudly acknowledge the tremendous support and confidence demonstrated by all new Company shareholders. As a result, this initial public offering has proven a great success and will enable Saputo Group Inc. to achieve its goals and objectives.

On behalf of the Board of Directors, I am pleased to present our first quarterly report and to unveil our financial results for the first six months ended September 30, 1997. Consistent with corporate expectations, these results take into account the initial public offering completed October 15, 1997, and include a pro-forma balance sheet and a statement of changes in financial position for the six months under review. You will note that the bank indebtedness, on a pro-forma basis, has decreased from \$ 14.1 million to \$ 3.1 million.

Revenues for the second quarter, ended September 30, 1997, totalled \$ 123.2 million, an increase of 8.1 % over revenues for the corresponding quarter of 1996. Revenues for the first six months stood at \$ 240.8 million, an advance of 9.0 % over the figure for the previous financial year. Two recent acquisitions, namely Fromages Caron Inc., a cheese distributor and importer acquired August 4, 1996, and Crémerie des Trois-Rivières Ltée, a fluid milk and ice cream company acquired July 31, 1997, contributed to the increase in revenues.

Net earnings for the second quarter stood at \$ 10.9 million, up 6.5 % over the second quarter of 1996. For the first six months of the year, the Company reported net earnings of \$ 21.6 million, up 6.3 % over the corresponding period of the previous year.

Basic earnings per share for the second quarter rose from 0.34 to 0.37; figures for the first six months were 0.68 and 0.72 respectively. Basic pro-forma earnings per share for the second quarter increased from 0.26 (0.26 fully diluted pro-forma) to 0.28 (0.27 fully diluted pro-forma), whereas basic pro-forma earnings per share for the first six months increased from 0.52 (0.51 fully diluted pro-forma) to 0.55 (0.54 fully diluted pro-forma).

In the coming year, Saputo Group Inc. expects to sustain strong growth and profitability through ongoing internal development and further acquisitions. The Company recently agreed to purchase Stella Foods Inc., a major US cheese producer, for US \$ 405 million under the terms of an acquisition to be finalized during the month of December 1997. The company will continue to explore additional acquisition opportunities.

Lino Saputo President and Chief Executive Officer November 17, 1997. (in thousands of dollars except for earnings per share)

	For the three months ended September 30		For the six months ended September 30	
	1997	1996	1997	1996
	<b>\$</b>	\$	\$	\$
Revenue	123,181	113,903	240,758	220,930
Cost of sales, selling and administrative expenses	103,751	95,373	202,638	184,903
Earnings before the undernoted expenses	19,430	18,530	38,120	36,027
Depreciation and amortization of fixed assets	1,976	1,847	3,897	3,721
Amortization of goodwill	<u>75</u>	<u>74</u>	<u> 150</u>	148
Earnings before interest and income taxes	17,379	16,609	34,073	32,158
Interest, net of interest income	68	<u>156</u>	22	108
Earnings before income taxes	17,311	16,453	34,051	32,050
Income taxes	6,353	6,169	12,412	11,690
Net earnings	10,958	10,284	<u>21,</u> 639	20,360
Earnings per share				
Basic (1) Basic pro-forma (2) Fully diluted pro-forma (3)	\$ 0.37 \$ 0.28 \$ 0.27	\$ 0.34 \$ 0.26 \$ 0.26	\$ 0.72 \$ 0.55 \$ 0.54	\$ 0.68 \$ 0.52 \$ 0.51

<sup>(1)</sup> Based on 30,000,000 shares.

<sup>(2)</sup> Based on 39,470,500 shares, which includes 9,470,500 shares issued through the initial public offering on October 15, 1997.

<sup>(3)</sup> Based on 40,020,500 shares, which includes 550,000 shares that may be issued through the share option purchase plan.

	Pro-forma as at September 30 1997	As at September 30 <b>1997</b> 1996	
	<b>\$</b>	\$	\$
ASSE	ГS		
Current assets			
Receivables Inventories Prepaid expenses and other assets Advances to companies controlled by shareholders,	36,599 37,363 1,996	36,599 37,363 1,996	36,322 37,641 1,722 23,259
bearing interest at bank prime rate	75,958	75,958	98,944
Investments Fixed assets Goodwill, net of accumulated amortization Other assets	750 86,352 1,143 1,105 165,308	750 86,352 1,143 1,105 165,308	2,401 76,143 1,558 1,458 180,504
LIABILI	TIES		
Current liabilities			
Bank indebtedness Accounts payable and accrued liabilities Income taxes Current portion of long-term debt Advances from a shareholder corporation, bearing interest at bank prime rate	3,129 30,077 467 181 —	14,129 30,077 1,199 181 —	4,559 32,172 2,553 - 17,500 56,784
Long-term debt Deferred income taxes	1,400 7,457 42,711	1,400 10,497 57,483	9,858 66,642
SHAREHOLDE	RS' EQUITY		
Share capital Retained earnings	122,597 	15,287 92,538 107,825 165,308	15,057 98,805 113,862 180,504

<sup>(1)</sup> The pro-forma consolidated balance sheet takes into consideration the initial public offering of shares on October 15, 1997.

	Pro-forma for the six months ended September 30	For the six months ended September 30		
	1997 (1)	1997	1996	
	\$	<u> </u>	\$	
Net inflow (outflow) of cash related to the following activities:				
Operating				
Net earnings	21,639	21,639	20,360	
Items not affecting cash				
Depreciation and amortization	4,047	4,047	3,869	
Deferred income taxes	(2,943)	<u> </u>	<u>-</u>	
	22,743	25,783	24,229	
Changes in non-cash operating working capital items	<u>(6,956</u> )	(6,224)	(3,999)	
	<u> 15,787</u>	19,559	20,230	
Investing				
Acquisition of businesses	(4,290)	(4,290)	(2,062)	
Additions to fixed assets	(8,659)	(8,659)	(1,405)	
Proceeds from the disposal of fixed assets	<del>-</del>	-	1,361	
Investments - net change	1,595	1,595	(1,728)	
Other assets - net change	208	208	(303)	
Advances to companies controlled by shareholders	20,944	20,944	(12,059)	
Foreign currency translation adjustment	40	40	227	
	9,838	9,838	(15,969)	
Financing				
Repayment of long-term debt	(64)	(64)	_	
Repayment of promissory note	(14,000)	-	_	
Advances from a shareholder corporation	(3,775)	(3,775)	(1,395)	
Issuance of common shares	161,000	-	-	
Redemption of preferred shares	(126,000)	-	-	
Share capital issue costs, net of income taxes	(6,228)	-	-	
Dividends	(28,044)	(28,044)	(12,500)	
	(17,111)	(31,883)	(13,895)	
Increase (decrease) in cash	8,514	(2,486)	(9,634)	
(Bank indebtedness) cash, beginning of period	(11,643)	(11,643)	5,075	
Bank indebtedness, end of period	$\frac{(11,043)}{(3,129)}$	$\frac{(11,043)}{(14,129)}$	(4,559)	
mace to discount of period	(0,==>)	(= •,==>)	(1,557)	

<sup>(1)</sup> The pro-forma consolidated statement of changes in financial position takes into consideration the initial public offering of shares on October 15, 1997.