

# *Saputo*



**1**st  
Quarter

# Message to Shareholders and Analysis of Operating Results and Financial Position

We are pleased to present the results for the first quarter of fiscal 2003, ended June 30, 2002.

In the course of the quarter our Canadian Dairy Products Sector enjoyed a marked improvement in profitability, with an increase of 20.7% in earnings before interest, income taxes, depreciation and amortization (EBITDA) as compared to the same period a year earlier. The sales volume of our Cheese Division (USA) grew by nearly 10% in comparison with that of the corresponding quarter last year. Almost half of this increase can be attributable to the acquisition of a plant in the United States last March, the balance coming from organic growth in the division. Operating income from our Grocery Products Sector (Bakery Division), meanwhile, was up by 3.8%. Over the quarter the American market experienced unfavourable conditions with respect to milk and cheese prices as compared to the same period last year, a situation which represented a loss of potential net earnings of roughly \$7.5 million.

During the quarter, net earnings totaled \$42.1 million or \$0.41 (basic) per share, up 4.5% over the \$40.3 million or \$0.40 (basic) per share for the same period in the previous fiscal year. Results for this quarter generated a return of 18.4% on average shareholders' equity.

EBITDA reached \$89.4 million, a decrease of 1.9% as compared to the \$91.1 million for the first quarter of fiscal 2002. EBITDA margin stood at 10.2% on June 30, 2002, down 0.2% compared to the same date last year, when it stood at 10.4%. During the quarter, the unfavourable price conditions that we experienced on the American market compared to the same period the year before created a shortfall of roughly \$11 million in EBITDA.

With regards to revenues, had it not been for the drop in the average price per pound of cheese in the United States in the course of the first quarter of fiscal 2003 in comparison with the same period a year earlier, they would have been greater by about \$37 million. Furthermore, revenues from the Grocery Products Sector last year included \$19.8 million from the manufacturing and marketing activities of cookies, fine breads and soups that were transferred to Dare Foods in July 2001. Revenues reached \$873.9 million for the quarter ended June 30, 2002, up 0.1% over the \$873.1 million for the same period of the previous fiscal year. On a comparable basis, after eliminating the impact of the elements referred to above, our revenues would have

enjoyed a growth of almost 6.8%, principally a reflection of the increase in sales volume of our Dairy Products Sector's Cheese Division (USA).

### **Cash and financial resources •**

Cash generated before changes in non-cash working capital for the first quarter totaled \$64.1 million or \$0.62 (basic) per share, up 4.6% over the \$61.3 million or \$0.60 (basic) per share of the corresponding quarter in fiscal 2002.

The Company used this important cash inflow to repay \$45.3 million in long-term debt and bank loans. Furthermore, \$14.7 million were earmarked for additional capital expenditures. These capital expenditures are part of the commitments of \$64 million earmarked for the 2003 fiscal year. On June 30, 2002, the Company had working capital of \$277.1 million, compared to \$258.9 million on March 31, 2002. The ratio of interest-bearing debt to shareholders' equity went from 0.78 on March 31, 2002, to 0.68 on June 30, 2002.

### **Perspectives •**

Over the coming quarters, our Canadian Cheese and Milk Divisions will undertake the last phases of integrating Dairyworld operations, the aim being to optimize their operations as a whole and to increase their profitability. Growth in our volumes of cheese sales in Canada is tightly connected

to growth in per-capita consumption, as a result of the regulated Canadian system. Consequently, in collaboration with the industry, we plan to promote cheese consumption in Canada. Nevertheless we remain open to any growth opportunities by way of acquisition.

Our Canadian Milk Division will concentrate its growth in Canada by increasing its penetration in the Ontario and Québec markets, where our market shares are approximately at 5% and 1.6% respectively. That division will also focus its efforts on the development of value-added products and on assessing automation possibilities for certain of its operations.

Our Cheese Division (USA) will complete the integration of the plant in Whitehall, Pennsylvania, and will redouble its efforts in order to reach its objective of increasing sales volume by 13% for the current fiscal year. We will also energetically be seeking potential acquisitions in cheese manufacturing in the United States. With respect to the volatile-price situation on the American market, the Company will work on developing permanent solutions designed to provide it with the means of lessening the repercussions of such volatility and its effects on our results.

Our Bakery Division will continue with the process undertaken last March in

connection with the closing of the plant in Aurora, Ontario, which is scheduled for September 2002. We will also continue with rationalization of the transportation operations in the division, as well as initiating certain automation and robotization projects. We intend to gradually introduce certain varieties of snack cakes on the American market beginning in the fall of 2002, while continuing to focus on greater penetration of the Ontario and Western Canadian markets so as to maximize use of the Sainte-Marie plant, which has an available manufacturing capacity of roughly 30%.

#### **Information by sector •**

##### **DAIRY PRODUCTS (CANADA)**

Revenues for the first quarter of fiscal 2003 totaled \$511.7 million, an increase of 3.7% over the \$493.3 million of the same quarter in the previous fiscal year.

EBITDA for the quarter ended June 30, 2002 reached \$49.5 million, which represents an increase of 20.7% over the \$41 million for the same period a year earlier. EBITDA margin for this sector climbed from 8.3% last year to 9.7% during the quarter. These increases can be accounted for by the furthering of the process of integrating the activities of Dairyworld, acquired in 2001, which among other things involved optimization of its operations as well as certain rationalizations carried out during the fiscal year ended March 31, 2002.

##### **DAIRY PRODUCTS (UNITED STATES)**

Revenues for the quarter ended June 30, 2002 amounted to \$319.7 million. Last year, for the same period, revenues were at a similar level, or \$319.1 million. The positive impact on revenues created by the growth of nearly 10% in the volume of cheese sold over the quarter was overshadowed by an average price per pound of cheese that was approximately US\$0.30 lower than that of the corresponding quarter of last year.

EBITDA for this quarter amounted to \$31.1 million, a drop of \$9.4 million from the \$40.5 million in the same period of the previous fiscal year. This decrease can be explained by a drop in the average price per pound of cheese as compared to the same period a year earlier, and which additionally did not fluctuate in tandem with the cost of milk. Added to that is a decrease in the price per pound of cheese of US\$0.1450 between March 31, 2002 and June 30, 2002. That particular situation deprived us of an EBITDA of roughly \$11 million in comparison with the same period in the previous fiscal year. For the quarter ended June 30, 2002, EBITDA margin came in at 9.7%, down from the 12.7% for the three months ended June 30, 2001.

##### **GROCERY PRODUCTS**

During the first quarter of the 2003 fiscal year, revenues totaled \$42.5 million and EBITDA reached \$8.8 million, for a margin of 20.7%. These results reflect the transfer

of manufacturing and marketing activities of cookies, fine breads and soups to Dare Foods in July 2001. In other words, this year, the Company's revenues do not include the aforementioned activities. Last year, those revenues totaled \$19.8 million. The Company's profitability increased as a result of that transaction. We can now concentrate on maximizing the development of our snack cakes.

**Dividends •**

The Board of Directors of the Company revised the Company's dividend policy

upward, with the result that the quarterly dividend will rise from \$0.055 per common share to \$0.10 per common share for a total of \$0.40 annually and will take effect when the dividend of September 6, 2002 is paid to common shareholders of record on August 23, 2002.

**Lino Saputo**

Chairman of the Board and  
Chief Executive Officer  
August 7, 2002

## Consolidated Statements of Earnings

(unaudited)

<b>For the three-month periods ended June 30</b>	<b>2002</b>	2001
(in thousands of dollars, except per share amounts)		
<b>Revenues</b>	<b>\$ 873,942</b>	\$ 873,056
Cost of sales, selling and administrative expenses	<b>784,569</b>	781,947
<b>Earnings before interest, depreciation and income taxes</b>	<b>89,373</b>	91,109
Depreciation of fixed assets	<b>17,611</b>	18,257
<b>Operating income</b>	<b>71,762</b>	72,852
Interest on long-term debt	<b>11,668</b>	14,291
Other interest	<b>(247)</b>	(338)
<b>Earnings before income taxes</b>	<b>60,341</b>	58,899
Income taxes	<b>18,283</b>	18,622
<b>Net earnings</b>	<b>\$ 42,058</b>	\$ 40,277
<b>Per share (Note 3)</b>		
Net earnings		
Basic	<b>\$ 0.41</b>	\$ 0.40
Diluted	<b>\$ 0.40</b>	\$ 0.39

## Consolidated Statements of Retained Earnings

(unaudited)

<b>For the three-month periods ended June 30</b>	<b>2002</b>	2001
(in thousands of dollars)		
<b>Retained earnings, beginning of period</b>	<b>\$ 409,648</b>	\$ 271,087
Net earnings	<b>42,058</b>	40,277
<b>Retained earnings, end of period</b>	<b>\$ 451,706</b>	\$ 311,364

# Segmented Information

(unaudited)

<b>For the three-month periods ended June 30</b>	<b>2002</b>	2001
(in thousands of dollars)		
<b>Revenues</b>		
Dairy products		
Canada	\$ 511,657	\$ 493,253
United States	319,743	319,122
	<b>831,400</b>	812,375
Grocery products	42,542	60,681
	<b>\$ 873,942</b>	\$ 873,056
<b>Earnings before interest, depreciation and income taxes</b>		
Dairy products		
Canada	\$ 49,489	\$ 40,971
United States	31,057	40,491
	<b>80,546</b>	81,462
Grocery products	8,827	9,647
	<b>\$ 89,373</b>	\$ 91,109
<b>Depreciation of fixed assets</b>		
Dairy products		
Canada	\$ 7,314	\$ 7,409
United States	8,921	8,378
	<b>16,235</b>	15,787
Grocery products	1,376	2,470
	<b>\$ 17,611</b>	\$ 18,257
<b>Operating income</b>		
Dairy products		
Canada	\$ 42,175	\$ 33,562
United States	22,136	32,113
	<b>64,311</b>	65,675
Grocery products	7,451	7,177
	<b>\$ 71,762</b>	\$ 72,852
Interest	11,421	13,953
<b>Earnings before income taxes</b>	<b>60,341</b>	58,899
Income taxes	18,283	18,622
<b>Net earnings</b>	<b>\$ 42,058</b>	\$ 40,277

# Consolidated Statements of Cash Flows

(unaudited)

<b>For the three-month periods ended June 30</b>	<b>2002</b>	2001
(in thousands of dollars, except per share amounts)		
<b>Cash flows related to the following activities:</b>		
<b>Operating</b>		
Net earnings	\$ 42,058	\$ 40,277
Items not affecting cash		
Depreciation of fixed assets	17,611	18,257
Future income taxes	4,390	2,789
	<b>64,059</b>	61,323
Currency (gain) loss on cash held in foreign currency	(577)	64
Changes in non-cash operating working capital items	(15,400)	(28,637)
	<b>48,082</b>	32,750
<b>Investing</b>		
Net additions to fixed assets	(14,697)	(11,826)
Other assets	599	(6,799)
Foreign currency translation adjustment	29,266	22,807
	<b>15,168</b>	4,182
<b>Financing</b>		
Bank loans	(20,255)	(9,343)
Repayment of long-term debt	(25,000)	(10,000)
Issuance of share capital	3,014	2,326
Employee future benefits	300	264
Foreign currency translation adjustment	(21,018)	(16,169)
	<b>(62,959)</b>	(32,922)
<b>Increase in cash</b>	<b>291</b>	4,010
<b>Currency gain (loss) on cash held in foreign currency</b>	<b>577</b>	(64)
<b>Cash, beginning of period</b>	<b>4,852</b>	6,294
<b>Cash, end of period</b>	<b>\$ 5,720</b>	\$ 10,240
<b>Supplemental information</b>		
Interest paid	\$ 19,247	\$ 19,617
Income taxes paid	\$ 20,110	\$ 4,587
<b>Per share (Note 3)</b>		
Net inflow of cash related to operations before changes in non-cash operating working capital items		
Basic	\$ 0.62	\$ 0.60
Diluted	\$ 0.61	\$ 0.59

# Consolidated Balance Sheets

	June 30 2002	March 31 2002
(in thousands of dollars)	(unaudited)	(audited)
<b>Assets</b>		
<b>Current assets</b>		
Cash	\$ 5,720	\$ 4,852
Receivables	265,190	272,895
Inventories	387,172	406,621
Income taxes	4,288	4,288
Future income taxes	13,587	13,781
Prepaid expenses and other assets	10,293	11,078
	<b>686,250</b>	713,515
<b>Portfolio investment</b>	<b>55,991</b>	55,991
<b>Fixed assets</b>	<b>639,583</b>	658,845
<b>Goodwill</b>	<b>559,457</b>	572,375
<b>Other assets</b>	<b>41,260</b>	41,859
<b>Future income taxes</b>	<b>4,140</b>	4,090
	<b>\$ 1,986,681</b>	\$ 2,046,675
<b>Liabilities</b>		
<b>Current liabilities</b>		
Bank loans	\$ 8,652	\$ 28,907
Accounts payable and accrued liabilities	284,297	305,752
Income taxes	11,176	17,393
Current portion of long-term debt	105,055	102,555
	<b>409,180</b>	454,607
<b>Long-term debt</b>	<b>526,356</b>	572,570
<b>Employee future benefits</b>	<b>13,247</b>	12,947
<b>Future income taxes</b>	<b>107,905</b>	105,963
	<b>1,056,688</b>	1,146,087
<b>Shareholders' Equity</b>		
<b>Share capital</b> (103,370,264 shares, 103,184,447 shares as at March 31, 2002)	<b>462,836</b>	459,822
<b>Retained earnings</b>	<b>451,706</b>	409,648
<b>Foreign currency translation adjustment</b>	<b>15,451</b>	31,118
	<b>929,993</b>	900,588
	<b>\$ 1,986,681</b>	\$ 2,046,675

# Notes

## to the Consolidated Financial Statements

### 1. Accounting policies

The unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles used in Canada and applied in the same manner as the most recently audited financial statements. The unaudited consolidated financial statements do not include all the information and notes required according to generally accepted accounting principles for annual financial statements, and should therefore be read with the audited consolidated financial statements and the notes included in the Company's annual report for the year ended March 31, 2002.

### 2. Stock-based Compensation

Using the same assumptions as in the most recent audited financial statements dated March 31, 2002, and had the stock-based compensation cost been accounted for based on the fair value of the options at the grant dates, net income for the quarter would have been \$41.5 million, the basic earnings per share and fully diluted earnings per share would have been  $\frac{1}{2}$  of 1¢ lower.

### 3. Earnings per share

The weighted average number of common shares outstanding for the three-month periods ended June 30, 2002 and June 30, 2001 are 103,282,080 and 102,547,536 respectively.

The weighted average number of common shares outstanding, including the potentially dilutive shares that could be issued following the exercise of options granted under the Company's share option plan for the three-month periods ended June 30, 2002 and June 30, 2001 are 104,254,560 and 103,099,808 respectively.

In 2001, the computations of basic and diluted earnings per share were adjusted retroactively as a result of the stock dividend paid on November 30, 2001 which had the same effect as a two for one stock split.