

THOMSON REUTERS STREETEVENTS

EDITED TRANSCRIPT

SOY.TO - Sunopta Inc Conference Call to Discuss its Strategic Partnership with Oaktree Capital Management, L.P.

EVENT DATE/TIME: OCTOBER 07, 2016 / 6:00PM GMT



CORPORATE PARTICIPANTS

Rik Jacobs *SunOpta Inc. - CEO*

Dean Hollis *SunOpta, Inc. - Independent Director*

Alan Murray *SunOpta, Inc. - Chairman*

Rob McKeracher *SunOpta Inc. - VP & CFO*

CONFERENCE CALL PARTICIPANTS

Operator

Amit Sharma *BMO Capital Markets - Analyst*

Jon Andersen *William Blair - Analyst*

Eric Gottlieb *D. A. Davidson - Analyst*

Chris Krueger *Lake Street Capital - Analyst*

Peter Prattas *AltaCorp Capital Inc. - Analyst*

PRESENTATION

Operator

Good afternoon, and welcome to the Conference Call discussing SunOpta's strategic partnership with Oaktree Capital Management. By now, everyone should have access to the press release issued earlier today. The release is also available on the Investor Relations page on SunOpta's website at www.sunopta.com. This call is being webcast and its transcriptions will be available on the Company's website.

As a reminder, please note that the prepared remarks which will follow contain forward-looking statements and the management may make additional forward-looking statements in response to your questions. These statements do not guarantee future performance and therefore, undue reliance should not be placed upon them.

We refer you to all risk factors contained in SunOpta's press release issued this morning, the Company's Annual Report filed on Form 10-K, and other filings with the Securities and Exchange Commission for a more detailed discussion of the factors that could cause actual results to differ materially from those projections and other forward-looking statements.

And now, I'd like to turn the conference call over to SunOpta's CEO, Rik Jacobs.

Rik Jacobs - *SunOpta Inc. - CEO*

Thank you, operator, and good afternoon. And thanks for joining us on short notice to discuss today's announcement of our strategic partnership with the funds managed by Oaktree Capital Management. I'm pleased to be joining on the call today by Alan Murray, the Chairman of our Board of Directors; and industry veteran and newly appointed Director, Dean Hollis; as well as Rob McKeracher, our CFO.

I will begin with a brief overview of today's announcement and then turn the call over to Alan and Dean to add some further color. Following our comments, we will open the call to your questions.

Now, as we announced on June 27, the SunOpta Board of Directors engaged independent financial and legal advisors and initiated a strategic review. I will let Alan discuss the review process in a moment, but today, we announced the principal outcome of that review. We've entered into a strategic partnership with the funds managed by Oaktree Capital Management.



I'm sure that you're all aware Oaktree and its tremendous investments history, deep experience in our industry and significant resources. This partnership will allow us to leverage all of Oaktree's capabilities, resources and relationships to accelerate the achievement of our strategic and operational goals for the benefit of our Company and all of its stakeholders.

Now the details of the strategic partnership include the following; one, an \$85 million investment in newly created Series A exchangeable preferred shares which are immediately exchangeable into shares of the Company's common stock at an exchange price of \$7.50 per share. The preferred shares pay a cumulative dividend of 8% per year that may be paid-in-kind or in cash at SunOpta's option.

I would like to point out that the exchange price represents an 80% premium to the closing price of \$4.16 a share on June 24, 2016, which is the day before the strategic review was announced, and at 12% premium to the 60-day volume weighted average closing price of \$6.69 a share. The Series A Preferred cumulative dividend will increase from 8% to 12.5% beginning in the tenth year.

Two; Oaktree will have the right to purchase up to 3 million shares of SunOpta common stock in the open market for a period of one year, subject of course to customary restrictions. And three, the appointment of three new Independent Directors; two of which have been nominated by Oaktree. The Oaktree nominated Directors are Dean Hollis and Dr. Al Bolles. The third Independent Director is Brendan Springstubb of Engaged Capital. Engaged Capital is SunOpta's second largest shareholder.

The Board has committed to a further review of governance and leadership with a particular focus on continuing to add Independent Directors with significant operating and supply chain expertise in the food industry. The Board also expect to announce additional changes shortly.

Concurrent with these appointments, Doug Greene, a pioneer in the natural foods industry who has served on the SunOpta Board for eight years, has resigned from the Board, effective today. Doug had been in dialog already with the Board for some time regarding his transition at an appropriate time as he pursues other business endeavors. On behalf of us all, I'd like to thank Doug for his guidance and dedication to the Company over the last eight plus years.

And then four; finally Oaktree's ownership of common shares is subject to a 19.99% cap under the agreement, although we will ask our shareholders to support a motion to remove the cap by way of a vote at the next Annual General Meeting. On behalf of our entire management team, I can express our excitement for the [enhanced] strategic, operational and financial capabilities and flexibilities afforded by this transaction.

Let me now turn the call over to our Chairman of the Board, Alan Murray to add additional color to how we arrived at this partnership.

Alan Murray - SunOpta, Inc. - Chairman

Thank you, Rik, and welcome everyone. As many of you are well aware, we've been working diligently exploring a full range of options over the last 3.5 months since we initiated the strategic review. We've been very pleased with the level of interest we received in a variety of transactions, partnerships, investments and other options.

Beyond the activities of the formal process, we also received significant unsolicited interest after we publicly disclosed the initiation of the review. We gave careful consideration to numerous types of value enhancing initiatives and all options presented were evaluated on their merit with the help of our legal and financial advisers.

The process, along with the level of strategic and financial interest received confirmed our confidence in the strategic assets of SunOpta, our unique position in the market and opportunities for further top and bottom-line growth. It became very clear that our business potential is greatly undervalued today in the market, but also that effective execution of our business strategies is paramount to improving shareholder value.

The transaction with Oaktree provided the greatest opportunity to unlock value for all of our shareholders, by providing the resources necessary to accelerate the achievement of our strategic goals, and financial targets in the shortest possible time frame. On top of that, the Oaktree investment also immediately enhances our financial flexibility and the net proceeds had been utilized to repay a portion of our second lien debt. This effectively



means we delever by about a churn, which together with Oaktree as our partner will provide more flexibility as well as potentially more favorable interest rates in the future.

The appointment of Dean Hollis, Al Bolles and Brendan Springstubb added considerable industry and capital markets experience to our Board of Directors. Dean is Chairman of the Board of AdvancePierre Foods, and was President and COO of the Consumer Foods Division of ConAgra, and has considerable Board experience in our industry, including Diamond Foods, Boulder Brands and Landec.

Dr. Bolles is an experienced executive with demonstrated leadership across multiple organizations in global innovation, research and development, and supply chain management; most recently as the former Executive Vice President, Chief Technology and Operations Officer at ConAgra Foods.

Mr. Springstubb; Principal at Engaged Capital also brings significant investment and capital markets experience through his responsibility for sourcing and managing a variety of Engaged Capital's investments in the consumer, healthcare and technology sectors. We look forward to their contributions to our Board of Directors.

Finally, in partnership with representatives of Oaktree and Engaged Capital, SunOpta is conducting a thorough review of the Company's operations, management and governance with the objective of maximizing the Company's ability to deliver long-term value to shareholders. The Company expects to provide an update on these efforts in conjunction with the Company's third quarter earnings release, along with an updated mid-range plan which will include performance improvements and cost savings to be realized in 2017.

To conclude and on behalf of the Board of Directors, we could not be more pleased with the numerous options that were presented during the strategic review as well as the validation of our market position, assets and opportunities that were evident in the high level of interest received from potential strategic and financial investors and partners during the process.

We are pleased that the process concluded with the Oaktree investment, which we believe will best unlock value for all of our shareholders. We see considerable opportunity to leverage all aspects of this partnership to accelerate the achievement of our strategic goals.

With that, I would like to turn the call over to Dean Hollis to give his view on investment Oaktree has just made in our Company.

Dean Hollis - SunOpta, Inc. - Independent Director

Thank you, Alan, and good afternoon. Consumer trends towards healthier eating are undeniable, powerful and disruptive. SunOpta is well positioned in this space and to capitalize on these trends. We see this Company's positioning in healthy fruits, beverages and snacks providing significant opportunities for long-term sustainable growth. During Oaktree's due diligence, it became apparent that SunOpta is in the right space with the right assets to build a highly profitable, sustainable platform capitalizing on the favorable industry dynamics, growth of private label solutions and the Company's deep global sourcing capabilities.

However, the investments in capital and acquisitions intended to reposition the Company over the last couple of years, while strategically valuable, have clearly strained the operational resources, causing SunOpta to be undervalued in the market today. This partnership with Oaktree provides SunOpta with key strategic, operational and financial resources support and flexibility that will accelerate this Company's value enhancing initiatives to the benefit of all shareholders and position the Company for long-term sustainable success. I'm very much looking forward to working with SunOpta team to take advantage of the many opportunities we see ahead of us.

With that, I'd like to ask the operator to please open the call for your questions.



QUESTIONS AND ANSWERS

Operator

(Operator Instructions) Peter Prattas, AltaCorp.

Peter Prattas - AltaCorp Capital Inc. - Analyst

Good afternoon, everyone. Just given that the preferred shares have some dilution attached to them, can you say why this financing was preferred versus just rolling over the bridge financing. Will any of that be rolled over or will you just seek to maximize the ABL instead? And what do you expect your average borrowing rate to be going forward. Thanks.

Rik Jacobs - SunOpta Inc. - CEO

Let's address the technical part of your questions first, Peter, and I'll turn it over to Rob to answer that.

Rob McKeracher - SunOpta Inc. - VP & CFO

Hey Peter, it's Rob. So working back, obviously this transaction serves a number of benefits and I'll let Rik and others speak to the more strategic ones. But financially, obviously it serves as a deleveraging opportunity for us. I think everyone is aware that we've got \$310 million on the bridge that is set to had its anniversary cross over here on October 9. So obviously, it serves to reduce that.

In terms of the remaining debt capital structure I expect that the remaining bridge, the \$230-some-odd-million of what remains to roll over and become essentially long-term debt, six year long-term debt at an interest rate of 9.5% with the balance of our debt capital being the existing ABL that we have in place today at the same construct that it's under. So today, we're roughly spending about 2.25% I'd say on average percent of the interest rate on the ABL today. And of course, the size of the ABL move seasonally with the needs of our business.

And so, at the end, roughly delevering by a churn versus where we would have ended the year is our expectation on that side of things. In terms of why to look to the preferred share structure in addition to the delevering opportunity, lowering our interest costs and improving our balance sheet, there is other operational benefits that come along with that and I think I'll hand that back to Rik to speak to those.

Rik Jacobs - SunOpta Inc. - CEO

Yes. Look, I mean, the due diligence from Oaktree has served them obviously to get, as Dean mentioned, into the opportunity that we represent for them. At the same time, we have done our due diligence as well on Oaktree and many others and we find that the way that they are looking at the opportunity and the high level plans that we have been discussing are truly going to be value enhancing. So net-net, while -- yes, there is going to be some dilution, we believe that the value that's being created by this partnership will far outweigh the cost of the dilution.

Peter Prattas - AltaCorp Capital Inc. - Analyst

Thanks for that. And just one more question, with the strategic review process now concluded, can you give a little bit more color, I guess, as to the extent that a sale of all or part of the Company was considered, did you receive any formal offers along with that as well?

Rik Jacobs - SunOpta Inc. - CEO

I would say that this for us given where the Company is performing and its future potential was the most compelling offer that we saw. As Alan mentioned in his prepared remarks, we have basically explored and received all host of different offers and different suggested transactions that



were considered. So yes, everything under the sun, Peter, has been -- and this was, by far, the most compelling, because we believe in the potential of our Company going forward.

Peter Prattas - *AltaCorp Capital Inc. - Analyst*

Thank you.

Operator

Amit Sharma, BMO Capital Markets.

Amit Sharma - *BMO Capital Markets - Analyst*

Alan, a question for you. In terms of updates to the mid-term plan and you gave us that plan, like about six months ago, right, can you help us understand like what's on the table from -- to the mid-term goals perspective?

Alan Murray - *SunOpta, Inc. - Chairman*

Amit, I mean the way that we have agreed to work together with Oaktree and which I think is very normal in these kind of circumstances. I mean, they have done very deep due diligence. They have made their own set of strategic operational observations and obviously they believe in what the strategy of SunOpta is, the high level strategy. Otherwise, they would have not made this investment.

At the same time, I would be the first to admit that we can only benefit from the input of very, very smart people and extensive resources that have now spent considerable time with the Company. So while I don't expect a fundamental change in the direction of where we're going, we do expect to be able to give more detail and more color, so to speak, in the shorter term as to what exactly are we going to do and what is that going to deliver.

Amit Sharma - *BMO Capital Markets - Analyst*

Okay. And then, a question for Mr. Hollis. You talked about the attractiveness of the platform and maybe this is just the wording of it, but the focus seems to be on the CPG side of the business more and the industry dynamic and maybe private label. Can you talk about that, how do you see that developing and what role do you see for the Global Ingredients business in the portfolio going forward?

Dean Hollis - *SunOpta, Inc. - Independent Director*

Amit, thanks for the question. I think I did mention that we do see one of the -- and that we do intend to capitalize on those three legs, right. The first leg is the industry dynamics being in this space and that's the space we're in on CPG with the healthy snacks, healthy fruits and healthy beverages. Another key advantage is SunOpta's position in private label. We're very bullish on that. And the third point was, the Company's deep global sourcing capabilities that are very impressive. So, I don't want them to think that we're over-emphasizing on the CPG space because we see there is benefits to all three.

Amit Sharma - *BMO Capital Markets - Analyst*

Okay. And I think all three of you had talked about operational improvement and executional improvement. Just wanted to hear from your perspective Mr. Hollis, when you look at from outside, what are some of the two or three key priorities that you would think Company should have in the next six to 12 months?



Dean Hollis - *SunOpta, Inc. - Independent Director*

I think overall, there's two Amit. One is focus; this Company has done a tremendous job in building the platform it has and I think now we have the opportunity to focus these assets, and again, make the strategic decisions on which ones are going to double down on, and which ones we feel had the most growth and profit potential, and focus on those.

And the other part is building in systems and processes and operational excellence. This Company has done a tremendous amount of acquisitions and growth over the last several years and now, it's time for us to build the systems and processes to realize the synergistic potential and also the individual potentials of each one of these acquisitions. So, we see there is a lot of opportunity to improve operational excellence and to continue to focus across the organization.

Amit Sharma - *BMO Capital Markets - Analyst*

Last one from me, Alan, you talked about getting shareholder approvals for the removal of the cap, but the largest shareholders onboard with this transaction?

Rik Jacobs - *SunOpta Inc. - CEO*

Sorry, who was your question directed to, Amit?

Amit Sharma - *BMO Capital Markets - Analyst*

To Mr. Murray (multiple speakers).

Alan Murray - *SunOpta, Inc. - Chairman*

Amit, there has been a very active dialog with our major shareholders over the period of the strategic review and there will be further conversations with them going forward. At this stage, I am fairly confident that they will support this.

Rik Jacobs - *SunOpta Inc. - CEO*

I mean, as you obviously are aware, our second largest shareholder have signed an NDA with us so that they could actually help us in further evaluating all the potential options that were available to the Company. And obviously, given the fact that they will be joining the Board, they also believe that this is the best outcome that we could achieve.

Amit Sharma - *BMO Capital Markets - Analyst*

Got it. Thank you.

Operator

Jon Andersen, William Blair.



Jon Andersen - *William Blair - Analyst*

Good afternoon, everybody. Maybe a question for Rob to start. What is this do, the cash infusion and the retirement of a portion of the second lien to the covenant profile? Where were you with respect to the covenants prior to this and where are you with respect to that after this? And I know there were kind of incurrence covenants versus maintenance covenants at work, but can you give us an update on that?

Rob McKeracher - *SunOpta Inc. - VP & CFO*

Sure, to answer your question, I mean we worked hard in terms of building our capital structure to be covenant light, so incurrence, no maintenance covenants and that we'll maintain. We'll keep that structure, so we'll not be in any situation post this deal or post the rollover of the bridge into the longer term debt, where there are any maintenance covenants placed on the Company, and then of course, same thing with our ABL subject of course to our availability, we're not facing any maintenance covenants.

Jon Andersen - *William Blair - Analyst*

Okay, thanks. You mentioned a couple of times Rik, that the business -- you see the business is significantly undervalued here. When you think about that, you obviously have an idea of specific areas of the business where there are performance improvement opportunities. Can you call out -- where do you the biggest opportunities, two or three opportunities to really improve underlying financial performance and ultimately had that reflected in the stock?

Rik Jacobs - *SunOpta Inc. - CEO*

Well, look I agree with what Dean just mentioned to you. I believe and I think we've been fairly open about that, operational excellence is not yet present in the Company. We have had a couple of operational missteps at the end of last year, but also this year. So that has put, I think, pressure on the stock and pressure on our results. I also believe that indeed, we can get more focus behind the platforms that we have a proven track record of making very, very good margins.

The one that I would mention that everybody is aware of, is our healthy beverage platform, because of the investments that we have chosen to make. There has been a temporary dip, if you like, in the margins that we make over there with incremental focus and incremental resource support from the strategic partnership, I do believe that that unlocks further value.

Jon Andersen - *William Blair - Analyst*

Okay, last one from me. Does the investment and the involvement here of Oaktree and Engaged, I mean you talked about that accelerating your ability to drive improved financial performance and you talked a little bit about mid-range goals, two to three-year goals earlier this year. How should we think about that ability to accelerate some of the performance improvements and will you have a more detailed perspective on that, as soon as the third quarter earnings conference call. Thanks.

Rik Jacobs - *SunOpta Inc. - CEO*

Yes, I think as was mentioned in the press release, we have every intention to provide further guidance on not just a two to three year goals, which is what we shared with you earlier this year, but more specifically, what we will be achieving in 2017. And if you look at the resources depth and access and connections and everything else that Oaktree has and that they've been very, very successful in the food industry and there is no doubt in my mind that they can help accelerate.



Jon Andersen - *William Blair - Analyst*

Okay, thank you.

Operator

(Operator Instructions) Eric Gottlieb, D. A. Davidson.

Eric Gottlieb - *D. A. Davidson - Analyst*

Hi everyone. I don't know it might be a little bit early and we kind of just touched on it, but we usually get a solid review every quarter of how the plan is progressing. I'm wondering if there is any way that we can get an update -- progress this quarter that wasn't previously discussed.

Rik Jacobs - *SunOpta Inc. - CEO*

This call is specifically to address the strategic investment. In roughly one month's time from now, we will spend ample time on that.

Eric Gottlieb - *D. A. Davidson - Analyst*

Fair enough. And here is a question that, not sure if you can answer. If the 20% cap is removed, is there an optimal level of ownership that Oaktree has expressed?

Rob McKeracher - *SunOpta Inc. - VP & CFO*

No, I mean there is no -- no one has looked at it that way, Eric, in terms of an optimal level. I mean the purpose of the -- the cash is more of a regulatory thing and obviously to make sure that we've got the right level of flexibility left to have that go before our shareholder vote in the next AGM.

Rik Jacobs - *SunOpta Inc. - CEO*

But I think it's also fair to say that the total ownership would definitely stay below 30%.

Eric Gottlieb - *D. A. Davidson - Analyst*

Okay, fair enough. If the cap is removed, does that change any other part of the deal?

Rob McKeracher - *SunOpta Inc. - VP & CFO*

If the cap is removed, no I mean, the deal is still intact.

Eric Gottlieb - *D. A. Davidson - Analyst*

Okay. I think with that I'll pass along. I've got another one, but I'll wait for offline, thank you. One other thing; is there any change to the commitment to the consumer push or again, we'll hear about that on the next call?



Rik Jacobs - SunOpta Inc. - CEO

Any commitment to what? Sorry.

Eric Gottlieb - D. A. Davidson - Analyst

The push for consumer.

Alan Murray - SunOpta, Inc. - Chairman

No, I mean in terms of our focus on improving the margins in our consumer division, is that --?

Eric Gottlieb - D. A. Davidson - Analyst

Yes, that's where I was getting at.

Alan Murray - SunOpta, Inc. - Chairman

Listen, I think as Rik has already mentioned, there's going to be a heavy collaboration here now between management and Oaktree, but I think everybody, and as Dean has mentioned, sees the value in our consumer portfolio and our focus on private label and the capabilities there, leveraging our sourcing. So no, the fundamentals are part of the value proposition here.

Rik Jacobs - SunOpta Inc. - CEO

Let's just make sure that when we're talking about operational excellence and as Dean has mentioned and as I have mentioned, obviously operational excellence is more relevant where you are actually converting products from raw material into a consumer product. So that is where we need to put the emphasis -- operational emphasis, right. It's not into buying and selling of raw materials. Thank you.

Operator

Amit Sharma, BMO Capital Markets.

Amit Sharma - BMO Capital Markets - Analyst

Hi, thanks for taking the follow-up. Rik, talking about 2017, what you would talk about in the call, but I was looking at the press release, you talked updated mid-range plan as well. Now look, the plan calls for almost double-digit growth and maybe 400 basis point margin expansion in next 24 to 36 months. When we think about the updates to that plan, are we thinking about acceleration from a timeline perspective or just expansion of those goals as well or both?

Rik Jacobs - SunOpta Inc. - CEO

Yes, I think what we're looking for there, I mean, look we are sitting down with -- as you can appreciate, the deal was just closed this morning. While we have some high-level discussions on Oaktree's diligence findings, we have not yet gone into the detail. In fact, I have call scheduled this weekend to start diving into that detail. We've got physical meetings planned with all of our senior leaders starting next week to basically come up with a detail and fulsome plan addressing all the areas where Oaktree and ourselves believe we have room for improvement. That is really the key, and



so, as a result of that I don't think I can comment to you specifically at this stage. That's why we said, let's talk about that in a month's time when we should be much further along in the development of that plan.

Amit Sharma - *BMO Capital Markets - Analyst*

Got it. And one for Mr. Hollis, you talked about strategic, operational and financial resources, and then Rick talked about it brings more than that, relationships in the industry. Can you be a bit more specific in terms of like what does that mean? I mean, are you suggesting that you may be able to open more doors for SunOpta into perhaps private label on the CPE side? Is that what you were referring to?

Dean Hollis - *SunOpta, Inc. - Independent Director*

Yes, perhaps I just think it's Oaktree's kind of end-to-end experience from the financial side all the way down to the shop floor control down to having experienced in CPG business, and private label businesses in this space and, if you will, we've seen the movie before and know how to play it through. And I think that's the advantage we bring as opposed to just solving a financial issue or just solving an operational issue.

We can come and really be a partner from -- again from the Board level down to the shop floor control and help Rik and the SunOpta team really put the systems and processes in place to; a, accelerate the improvements; and b, make those improvements sustainable.

There's been so many times when you bring in kind of a one aspect solution, they leave and then all of a sudden you're sitting there and you still have a business to run and I think with Oaktree's long-term sustainable commitment, again from end-to-end we can bring in a pretty comprehensive package to -- again, to get a quicker and to keep it longer.

Amit Sharma - *BMO Capital Markets - Analyst*

Got it. Thank you very much.

Operator

(Operator Instructions) Chris Krueger, Lake Street Capital.

Chris Krueger - *Lake Street Capital - Analyst*

Good afternoon. This question is for Dean Hollis. Can you maybe provide us some examples of other food companies that maybe had operational excellence potential that you stepped in and worked on the strategy and worked on the operations in recent years?

Dean Hollis - *SunOpta, Inc. - Independent Director*

Sure, absolutely. I think the one that is probably closest and the most relevant would be Diamond Foods and in a [situation] in some aspects similar to SunOpta and some aspects not, more grave aspects not. But from an operational perspective they were making several acquisitions, just acquiring, acquiring, building up a great snack platform, going after healthy, they also had an ingredient side with the nut business.

So they had an ingredient business, they had a CPG-based business, they had a branded business and had built a platform through a lot of acquisitions, had some great people in there and then, all of a sudden, ran into some very different issues that SunOpta isn't facing. But we were able to go in and help, immediately repair some grower relationship issues. We were able to bring together some systems and processes across the supply chain. We were able to help the commercial side and focus their go forward initiatives and their topline growth initiatives and again, focus on the fewer, bigger, better.

And we were also to help the board in providing that strategic guidance and looking at strategy and risk management succession planning. So I think Diamond Foods probably would be a classic case study example and one that is relevant one as close in.

Another would be AdvancePierre Foods, which we've just taken public, did an IPO on that in July, but another example (inaudible) Company that turnaround and made it materially larger and one more profitable as a result of Oaktree's comprehensive involvement.

Chris Krueger - *Lake Street Capital - Analyst*

Okay, back to Diamond Foods, essentially it's from the date that you got involved with Diamond until, I believe they were acquired -- how many years did you work with them?

Rob McKeracher - *SunOpta Inc. - VP & CFO*

I think that was three years.

Operator

Thank you. At this time, I'm showing no further questions. I would like to turn the call back over to Rik Jacobs for closing remarks.

Rik Jacobs - *SunOpta Inc. - CEO*

Okay. Thank you, operator. And I hope you can tell from the call that we've just had, we're very pleased to announce today's partnership and we're also very excited for the opportunities that lie ahead together with Oaktree.

With today's announcements, we not only have the ability to access Oaktree's deep industry, operational and strategic expertise, but we'll also benefit from the improved flexibility afforded by Oaktree's investment. We appreciate your participation in today's call and we look forward to speaking when we report the Q3 earnings in early November. Thank you everybody and have a good weekend.

Operator

Ladies and gentlemen, thank you for your participation in today's conference. This does conclude the program and you may now disconnect. Everyone have a great day.

DISCLAIMER

Thomson Reuters reserves the right to make changes to documents, content, or other information on this web site without obligation to notify any person of such changes.

In the conference calls upon which Event Transcripts are based, companies may make projections or other forward-looking statements regarding a variety of items. Such forward-looking statements are based upon current expectations and involve risks and uncertainties. Actual results may differ materially from those stated in any forward-looking statement based on a number of important factors and risks, which are more specifically identified in the companies' most recent SEC filings. Although the companies may indicate and believe that the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward-looking statements will be realized.

THE INFORMATION CONTAINED IN EVENT TRANSCRIPTS IS A TEXTUAL REPRESENTATION OF THE APPLICABLE COMPANY'S CONFERENCE CALL AND WHILE EFFORTS ARE MADE TO PROVIDE AN ACCURATE TRANSCRIPTION, THERE MAY BE MATERIAL ERRORS, OMISSIONS, OR INACCURACIES IN THE REPORTING OF THE SUBSTANCE OF THE CONFERENCE CALLS. IN NO WAY DOES THOMSON REUTERS OR THE APPLICABLE COMPANY ASSUME ANY RESPONSIBILITY FOR ANY INVESTMENT OR OTHER DECISIONS MADE BASED UPON THE INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT TRANSCRIPT. USERS ARE ADVISED TO REVIEW THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE MAKING ANY INVESTMENT OR OTHER DECISIONS.

©2016, Thomson Reuters. All Rights Reserved.