

HIGH RISK REPORT SUNOPTA INC.

November 13, 2019



CreditRiskMonitor's assessment of SunOpta Inc.'s ("SunOpta") "high risk" status has been determined by a combination of factors:

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MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's proprietary FRISK® score signals that SunOpta Inc. (TSX: SOY) has a 2 to 4 times greater risk of bankruptcy than the average public company.

	20			2019									
Business Name	N	D	J	F	M	A	M	J	J	A	S	0	N
SunOpta Inc.	4	3	3	3	3	3	3	2	2	2	2	2	3

The FRISK® score is
96% accurate* in
predicting the risk of
corporate failure/bankruptcy
over a 12-month horizon.
All FRISK® scores are
recalculated every night
for each subsequent
12-month period.

	EDISK® P	robability of bankru	ptcy within 12 months
	rkisk	From	То
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

^{*} FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's, Fitch, & DBRS

Crowdsourced CreditRiskMonitor Usage Data

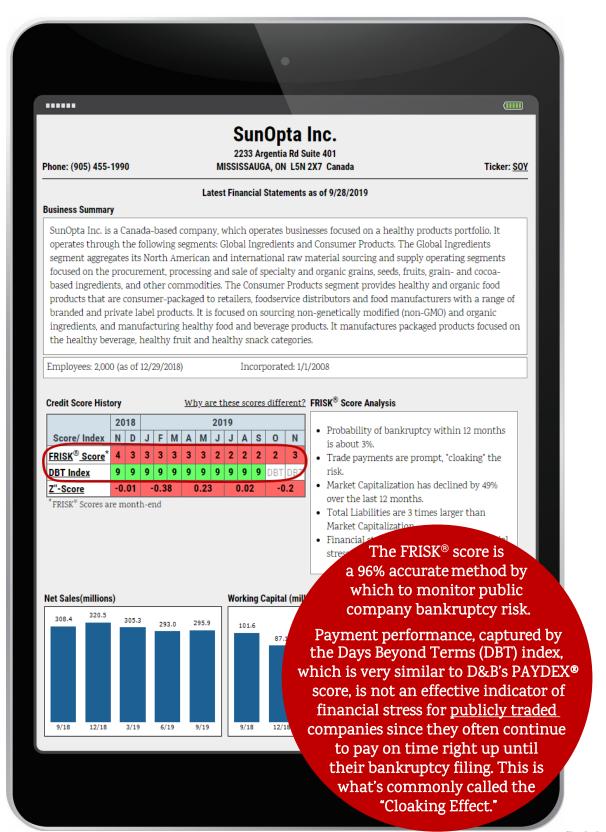
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

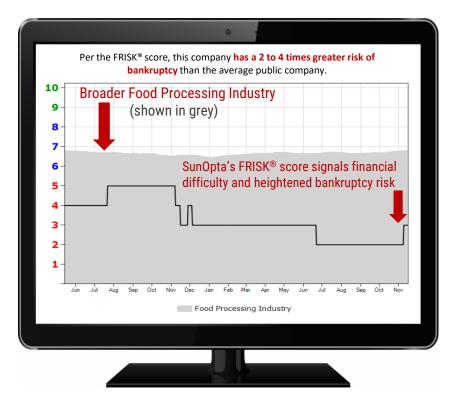
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

COMPANY REPORT DETAIL



FRISK® DEEP DIVE



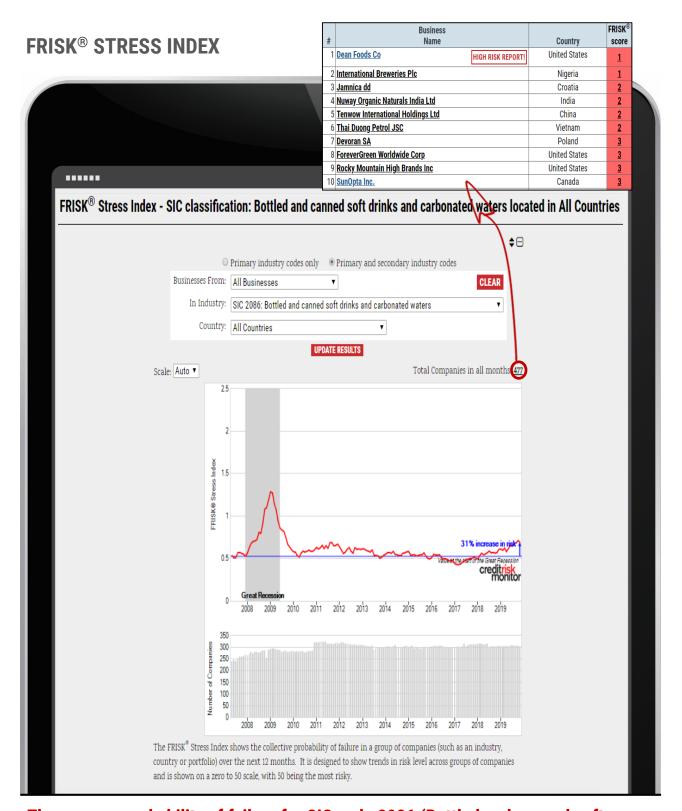
The FRISK® score relative to the broader Food Processing industry raises an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY

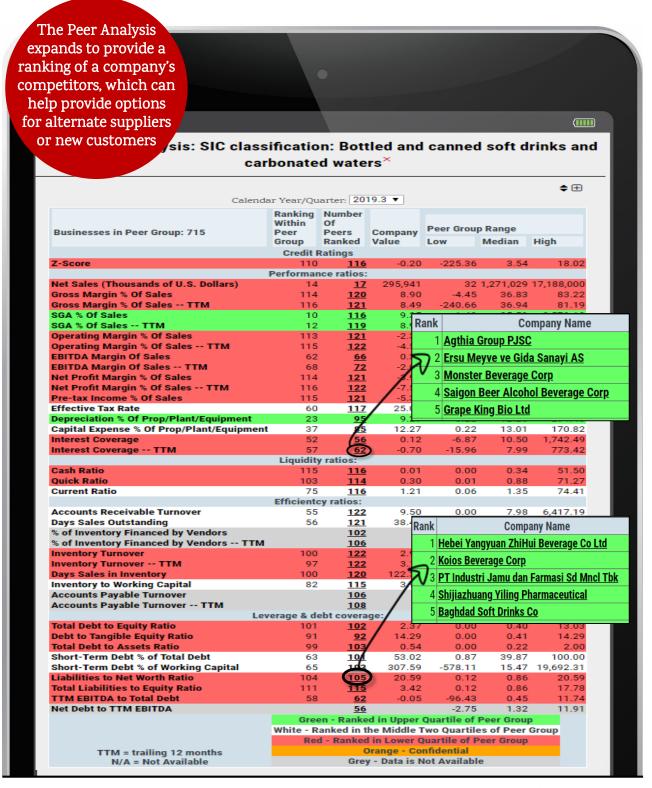


One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 2086 (Bottled and canned soft drinks and carbonated waters) has increased 31% since 2007. SunOpta is among the weakest names in the industry as evidenced by its FRISK® score of 3.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



SunOpta demonstrates bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

QUARTERLY PERFORMANCE RATIOS

Net losses in all but one of the last five fiscal quarters

Poor interest coverage ratio; insufficient free cash flow

Performance Ratios - Sequential Quarters

Performa	(Thousands	of U.S. Dollars)	iai Quartei	5	
	13 weeks	13 weeks	13 weeks	13 weeks	13 weeks
Period Ended	9/28/2019	6/29/2019	3/30/2019	12/29/2018	9/29/2018
Net Sales \$	\$295,941	\$293,004	\$305,275	\$320,521	\$308,371
% change	1.00%	-4.02%	-4.76%	3.94%	-3.43%
Gross Margin \$	\$26,325	\$27,327	\$28,206	\$21,312	\$34,128
% change	-3.67%	-3.12%	32.35%	-37.55%	-0.63%
% of sales	8.90%	9.33%	9.24%	6.65%	11.07%
change as % of incremental sales	-34.12%	n/m	n/m	-105.48%	n/m
SG&A\$	\$27,674	\$27,262	\$26,248	\$28,024	\$27,220
% change	1.51%	3.86%	-6.34%	2.95%	1.01%
% of sales	9.35%	9.30%	8.60%	8.74%	8.83%
change as % of incremental sales	14.03%	n/m	n/m	6.62%	n/m
Operating margin \$	(\$6,850)	(\$2,982)	\$43,832	(\$89,624)	\$3,386
% change	-129.71%	-106.80%	148.91%	-2,746.90%	-16.56%
% of sales	-2.31%	-1.02%	14.36%	-27.96%	1.10%
change as % of incremental sales	-131.70%	n/m	n/m	-765.51%	n/m
EBITDA \$	\$1,077	\$5,114	\$51,030	(\$81,668)	\$11,189
% change	-78.94%	-89.98%	162.48%	-829.90%	-8.56%
% of sales	0.36%	1.75%	16.72%	-25.48%	3.63%
change as % of incremental sales	-137.45%	n/m	n/m	-764.26%	n/m
EBIT \$	(\$7,440)	(\$3,072)	\$42,728	(\$89,955)	\$3,018
% change	-142.19%	-107.19%	147.50%	-3,080.62%	-25.43%
% of sales	-2.51%	-1.05%	14.00%	-28.07%	0.98%
change as % of incremental sales	-148.72%	n/m	n/m	-765.21%	n/m
Pre-tax income \$	(\$15,714)	(\$11,236)	\$35,093	(\$98,544)	(\$5,406)
% change	-39.85%	-132.02%	135.61%	-1,722.86%	-22.42%
% of sales	-5.31%	-3.83%	11.50%	-30.74%	-1.75%
change as % of incremental sales	-152.47%	n/m	n/m	-766.57%	n/m
Net income (loss) \$	(\$11,749)	(\$9,055)	\$25,649	(\$97,062)	(\$4,606)
% change	-29.75%	-135.30%	126.43%	-2,007.29%	-45.12%
% of sales	-3.97%	-3.09%	8.40%	-30.28%	-1.49%
change as % of incremental sales	-91.73%	n/m	n/m	-760.95%	n/m
Tax expense \$	(\$3,935)	(\$2,324)	\$9,498	(\$3,501)	(\$870)
Effective tax rate	25.04%	20.68%	27.07%	3.55%	16.09%
Depreciation expense \$	\$5,749	\$5,494	\$5,560	\$5,542	\$5,417
% of sales	1.94%	1.88%	1.82%	1.73%	1.76%
% of capital expenses	75.72%	58.82%	69.73%	82.94%	69.82%
% of PP&E, net (annualized)	9.29%	9.15%	10.85%	13.04%	12.89%
Capital expenditures \$	\$7,592	\$9,341	\$7,974	\$6,682	\$7,758
% change	-18.72%	17.14%	19.34%	-13.87%	-25.60%
% of PP&E, net (annualized)	12.27%	15.56%	15.56%	15.73%	18.47%
% of working capital (annualized)	32.20%	35.07%	31.85%	28.33%	29.91%
Interest coverage ratio	0.12	0.62	5.84	(9.16)	1.27
% change	-80.39%	-89.39%	163.78%	-819.44%	-11.86%
Free cash flow \$	(\$3,303)	(\$41,001)	(\$6,986)	(\$1,590)	\$2,724
% change	91.94%	-486.90%	-339.37%	-158.37%	106.10%
Source:	10-Q	10-Q	10-Q	10-K	10-Q
	11/6/2019	8/8/2019	5/9/2019	2/27/2019	11/7/2018

QUARTERLY LEVERAGE RATIOS

Total debt in relation to tangible net worth is indicating significantly heightened risk

Inadequate working capital to meet shortterm liabilities

Leverage Ratios - Sequential Quarters (Thousands of U.S. Dollars)

	(Thousands of C	7.5. Donars)			
Period Ended	9/28/2019	6/29/2019	3/30/2019	12/29/2018	9/29/2018
Total debt \$	\$514,850	\$498,528	\$454,241	\$509,197	\$505,698
% change	3.27%	9.75%	-10.79%	0.69%	-0.67%
Stockholders' equity \$	\$216,903	\$228,888	\$236,019	\$213,141	\$310,607
% change	-5.24%	-3.02%	10.73%	-31.38%	-1.39%
Total debt to equity ratio	2.37	2.18	1.92	2.39	1.63
% change	8.98%	13.17%	-19.44%	46.74%	0.73%
Tangible net worth \$	\$36,030	\$44,908	\$51,504	\$24,207	\$37,595
% change	-19.77%	-12.81%	112.76%	-35.61%	-4.02%
Total debt to tangible net worth	14.29	11.10	8.82	21.04	13.45
% change	28.72%	25.87%	-58.07%	56.38%	3.49%
Total assets \$	\$958,610	\$971,693	\$921,726	\$896,738	\$999,159
% change	-1.35%	5.42%	2.79%	-10.25%	-1.93%
Total debt to assets ratio	0.54	0.51	0.49	0.57	0.51
% change	4.68%	4.12%	-13.21%	12.19%	1.28%
Tangible assets \$	\$777,737	\$787,713	\$737,211	\$707,804	\$726,147
% change	-1.27%	6.85%	4.15%	-2.53%	-2.27%
Short-term debt \$	\$272,954	\$270,034	\$225,805	\$282,174	\$280,691
% change	1.08%	19.59%	-19.98%	0.53%	-1.03%
Short-term debt % of total debt	53.02%	54.17%	49.71%	55.42%	55.51%
% change	-2.12%	8.96%	-10.30%	-0.16%	-0.37%
Short-term debt % of working capital	307.59%	270.34%	199.46%	324.06%	276.19%
% change	13.78%	35.53%	-38.45%	17.33%	3.08%
Total liabilities \$	\$741,707	\$742,805	\$685,707	\$683,597	\$688,552
% change	-0.15%	8.33%	0.31%	-0.72%	-2.17%
Total liabilities to equity ratio	3.42	3.25	2.91	3.21	2.22
% change	5.37%	11.70%	-9.42%	44.68%	-0.80%
Total liabilities to tangible net worth ratio	20.59	16.54	13.31	28.24	18.32
% change	24.46%	24.24%	-52.85%	54.19%	1.92%
Total debt to EBITDA ratio (annualized)	119.51	24.37	2.23	n/a	11.30
% change	390,38%	995.12%	n/a	n/a	8.63%
Source:	Total	ot to	10-Q	10-K	10-Q
	Total de	טו נס	5/9/2019	2/27/2019	11/7/2018

EBITDA ratio (annualized) signals that the ability to meet financial obligations is in jeopardy

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

	C	Meager cash and quick ratios			
Period Ended	9/28/2019	usands of U.S. Do	3/30/2019	12/29/2018	9/29/2018
Current assets \$	\$520,280	\$542,773	\$494,832	\$533,421	\$551,110
% change	-4.14%	9.69%	-7.23%	-3.21%	-3.02%
% of short-term debt	190.61%	201.00%	219.14%	189.04%	196.34%
Current liabilities \$	\$431,541	\$442,887	\$381,626	\$446,346	\$449,481
% change	-2.56%	16.05%	-14.50%	-0.70%	-2.80%
Working capital \$	\$88,739	\$99,886	\$113,206	\$87,075	\$101,629
% change	-11.16%	-11.77%	30.01%	-14.32%	-3.99%
% of sales (annualized)	7.50%	8.52%	9.27%	6.79%	8.24%
Cash \$	\$2,209	\$2,530	\$6,015	\$3,280	\$1,857
% change	-12.69%	-57.94%	83.38%	76.63%	-11.02%
% of short-term debt	0.81%	0.94%	2.66%	1.16%	0.66%
Cash ratio	0.01	0.01	0.02	0.01	0.00
% change	-10.53%	-63.92%	116.44%	78.05%	-8.89%
Quick assets \$	\$130,256	\$123,614	\$126,350	\$135,411	\$133,781
% change	5.37%	-2.17%	-6.69%	1.22%	-3.85%
% of short-term debt	47.72%	45.78%	55.96%	47.99%	47.66%
Quick ratio	0.30	0.28	0.33	0.30	0.30
% change	8.13%	-15.71%	9.13%	1.95%	-1.10%
Current ratio	1.21	1.23	1.30	1.20	1.23
% change	-1.62%	-5.48%	8.49%	-2.53%	-0.23%
Source:	10-Q 11/6/2019	10-Q 8/8/2019	10-Q 5/9/2019	10-K 2/27/2019	10-Q 11/7/2018

the 3/31/19 period end*, nable to generate				-	
any positive	Rate of Return (Thousan	- Sequentia nds of U.S. Dollar			
returns Period Ended	13 weeks 9/28/2019	13 weeks 6/29/2019	13 weeks 3/30/2019	13 weeks 12/29/2018	13 weeks 9/29/2018
Return on equity	-5.13%	-3.84%	12.03%	-31.25%	-1.46%
% change	-33.79%	-131.88%	138.51%	-2,036.98%	-47.75%
Return on net tangible equity	-26.16%	-17.58%	105.96%	-258.18%	-11.76%
% change	-48.81%	-116.59%	141.04%	-2,095.52%	-54.28%
Return on total assets	-1.22%	-0.96%	2.82%	-10.24%	-0.46%
% change	-27.27%	-133.91%	127.55%	-2,142.98%	-43.73%
Return on tangible assets	-1.50%	-1.19%	3.55%	-13.54%	-0.63%
% change	-26.39%	-133.45%	126.22%	-2,059.12%	-42.60%
Source:	10-Q 11/6/2019	10-Q 8/8/2019	10-Q 5/9/2019	10-K 2/27/2019	10-Q 11/7/2018

^{*} Due to the sale of group companies.

YEAR-OVER-YEAR STATEMENT OF CASH FLOWS

Negative cash from operating activities Statement of Cash Flows - Year-over-Year - Standardized - Year to Date (Thousands of U.S. Dollars) 39 weeks 39 weeks 39 weeks 39 weeks 39 weeks Period Ended 9/28/2019 9/29/2018 9/30/2017 10/3/2015 10/1/2016 Restated Updated 9/29/2018 10/1/2016 Cash Flows from Operating Activities: \$4,904 Net income (\$12,124)(\$17,169)(\$17,708)\$7,681 Depreciation/depletion 12.739 25.005 24,501 24,601 25,955 Deferred taxes 697 2,239 (3,857)(13,340)(19,760)Non-cash Items 7,018 (36,385)13,840 39,655 14.172 Changes in working capital (31,771)(28,965)(22,146)(25,319)(60,943)Total cash from operating activities (26,383)(16, 233)(17,387)(32,801) 6,324 Cash Flows from Investing Activities: Capital expenditures (24,907)(24,921)(22,694)(14,803)(21,841)Other investing cash flow items, total 61,331 2,832 (592)(2,100)(20,485)Total cash from investing activities 36,424 (22,089)(23,286)(16,903)(42,326)Cash Flows from Financing Activities: Financing cash flow items (4,488)(4,620)(1,306)(5,471)(215)Total cash dividends paid (5,100)(5,100)(4,991)n/a n/a Issuance/retirement of stock, net 914 102,701 429 599 4.681 Issuance/retirement of debt, net (6,163)45,984 47,102 28.381 49,156 Total cash from financing activities (11,049)36,995 42,172 48,764 125,611 Foreign exchange effects 105 305 (63)(44)(14)Net change in cash 1,604 89,595 (1,071)(1,371)(635)Net cash-beginning balance 2,274 3,280 3,228 1,251 7,768 Net cash-ending balance \$2,209 \$1,857 \$2,855 \$1,639 \$97,363 Source: 10-0 10-0 10-0 10-0 10-0 11/6/2019 11/7/2018 11/8/2017 11/9/2016 11/9/2016

ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 56,000 global public companies.

CreditRiskMonitor's High Risk Reports feature companies that are exhibiting a significantly high level of financial distress, as indicated by our proprietary FRISK® score. The ultimate goal of the High Risk Report series is two-part: provide an early warning for those doing business with an increasingly distressed company and inform of the many signals that should be examined when assessing financial risks.

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Contact us at: 845.230.3000 creditriskmonitor.com/contact-us