



**SIR CORP.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**FOR THE 12-WEEK AND 24-WEEK PERIODS ENDED FEBRUARY 12, 2017**

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***Executive Summary***

SIR Corp.'s ("SIR's") second quarter of fiscal 2017 was from November 21, 2016 to February 12, 2017 inclusive. Highlights for SIR's 12-week and 24-week periods ended February 12, 2017 ("Q2 2017" and "YTD 2017", respectively) include:

***Consolidated revenue and Same Store Sales<sup>(1)</sup> ("SSS"):***

- Food and beverage revenue from corporate restaurant operations for Q2 2017 was \$62.4 million. This represents a \$1.2 million increase, or 1.9% growth, compared to the second quarter of fiscal 2016 ("Q2 2016"). Food and beverage revenue from corporate restaurant operations for YTD 2017 was \$125.9 million, up 1.3% from \$124.3 million for the 24-week period ended February 14, 2016 ("YTD 2016").
- SIR reported Same Store Sales Growth ("SSSG")<sup>(1)</sup> of 0.3% for Q2 2017 and a decline in Same Store Sales ("SSS")<sup>(1)</sup> of 0.1% for YTD 2017.
- SIR's flagship Concept Restaurant brand, Jack Astor's®, which generated approximately 72% of Pooled Revenue in Q2 2017, had a SSS<sup>(1)</sup> decline of 0.1% and 1.0% for Q2 2017 and YTD 2017, respectively. Canyon Creek® had a SSS<sup>(1)</sup> decline of 5.6% and 4.5% for Q2 2017 and YTD 2017, respectively. Scaddabush Italian Kitchen & Bar® ("Scaddabush"), together with Alice Fazooli's® ("Scaddabush/Alice Fazooli's"), had SSSG<sup>(1)</sup> of 3.5% and 7.9% for Q2 2017 and YTD 2017, respectively. The downtown Toronto Signature Restaurants had SSSG<sup>(1)</sup> of 9.2% and 6.5% for Q2 2017 and YTD 2017, respectively.

***Investment in new and existing restaurants and closed restaurants***

- During Q1 2017, on November 3, 2016, SIR opened a new Scaddabush restaurant on Front Street in downtown Toronto, Ontario. This restaurant is expected to be added to Royalty Pooled Restaurants on January 1, 2018.
- SIR has completed renovations at six Jack Astor's locations during YTD 2017. Four of these locations (Mississauga, Pickering, Etobicoke, and Kingston, Ontario) were completed in Q1 2017, and were closed for a combined total of 20 days in the quarter. The other two renovations were completed during Q2 2017 (St. Catharines and Barrie, Ontario), resulting in closures for a combined total of 17 days in the quarter. One additional Jack Astor's renovation was completed subsequent to February 12, 2017. SIR also began the conversion of the Alice Fazooli's restaurant in Oakville, Ontario to a new Scaddabush restaurant, subsequent to February 12, 2017, which is expected to open in April 2017.
- During Q1 2017, effective October 15, 2016, Far Niente®/FOUR®/Petit Four® located in downtown Toronto was permanently closed. SIR was required to pay a Make-Whole Payment to the SIR Royalty Income Fund (the "Fund"), via the SIR Royalty Limited Partnership (the "Partnership") for this location from the date of closure until it ceased to be part of Royalty Pooled Restaurants on January 1, 2017.
- During the 52-week period ended August 28, 2016, ("fiscal 2016"), SIR opened one new Jack Astor's restaurant and one new Scaddabush restaurant. The Jack Astor's restaurant was opened on September 8, 2015 in Ottawa, Ontario and was added to Royalty Pooled Restaurants on January 1, 2016, along with another Jack Astor's restaurant that was opened in Ottawa during the 52-week period ended August 30, 2015. The new Scaddabush restaurant was opened on July 12, 2016 in Scarborough, Ontario, and was added to Royalty Pooled Restaurants on January 1, 2017.
- During fiscal 2016, SIR completed its second conversion of an Alice Fazooli's restaurant into a Scaddabush restaurant, in Richmond Hill, Ontario. During fiscal 2016, SIR also completed major renovations of two Jack Astor's restaurants, one in Q2 2016 (Scarborough, Ontario) and the other in Q4 2016 (Halifax, Nova Scotia). These locations were closed for 16 days and 11 days, respectively.

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(1) Same store sales ("SSS") and same store sales growth ("SSSG") are non-GAAP financial measures and do not have standardized meanings prescribed by International Financial Reporting Standards ("IFRS"). However, SIR believes that SSS and SSSG are useful measures and provide investors with an indication of the change in year-over-year sales. SIR's method of calculating SSS and SSSG may differ from those of other issuers and, accordingly, SSS and SSSG may not be comparable to measures used by other issuers. SSSG is the percentage increase in SSS over the prior comparable period. SSS includes revenue from all SIR Restaurants except for those locations that were not open for the entire comparable periods in fiscal 2017 and fiscal 2016. The seasonal Abbey's Bakehouse and Abbey's Bakehouse retail outlet are not SIR Restaurants. SSS for Scaddabush includes three Scaddabush restaurants and two Alice Fazooli's restaurants. Please refer to the reconciliation of consolidated revenue to SSS on page 8 and to the definition of SSS in the Revenue section on page 10.

***Net Earnings (Loss) and Comprehensive Income (Loss) and Adjusted Net Earnings (Loss)<sup>(2)</sup>***

- Net loss and comprehensive loss was \$9.9 million in Q2 2017, compared to net earnings and comprehensive income of \$9.1 million in Q2 2016. Net loss and comprehensive loss for YTD 2017 was \$11.1 million, compared to net earnings and comprehensive income of \$5.3 million for YTD 2016.
- SIR had Adjusted Net Earnings<sup>(2)</sup> of \$0.2 million in Q2 2017 and an Adjusted Net Loss<sup>(2)</sup> of \$0.3 million in YTD 2017, compared to an Adjusted Net Loss of \$0.03 million and \$0.7 million in Q2 2016 and YTD 2016, respectively.

***EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup>***

- EBITDA<sup>(3)</sup> was \$3.7 million in Q2 2017, unchanged from \$3.7 million in Q2 2016, and Adjusted EBITDA<sup>(3)</sup> was \$3.8 million, down from \$4.0 million in Q2 2016.
- EBITDA<sup>(3)</sup> was \$6.6 million for YTD 2017, unchanged from \$6.6 million in YTD 2016, and Adjusted EBITDA<sup>(3)</sup> was \$7.5 million, up from \$7.0 million in YTD 2016.

***Outlook***

- As at March 27, 2017, the date of this MD&A, SIR has one commitment to lease a property upon which it plans to build one new Reds® restaurant. It is expected that the Reds restaurant will open during calendar year 2017. There can be no assurance that this restaurant will be opened or will become part of Royalty Pooled Restaurants. SIR has terminated a previous commitment to lease a property in Calgary, Alberta.
- SIR's newest concept brand Scaddabush is demonstrating strong sales performance and SIR has continued with its program to rebrand its Alice Fazooli's concept brand into the more popular Scaddabush brand to drive sales growth. To date, SIR has converted two Alice Fazooli's locations into Scaddabush locations (Mississauga and Richmond Hill, Ontario) and, subsequent to Q2 2017, effective March 19, 2017, began the conversion of the Alice Fazooli's location in Oakville, Ontario. SIR plans to convert its last Alice Fazooli's restaurant by the end of calendar year 2017. SIR has also opened three new Scaddabush restaurants, including the one at the intersection of Yonge Street and Gerrard Street in downtown Toronto, Ontario, one in Scarborough, Ontario, and one on Front Street in downtown Toronto. The Scaddabush in Scarborough was added to Royalty Pooled Restaurants on January 1, 2017. The new Scaddabush on Front Street in Toronto will be added to Royalty Pooled Restaurants on January 1, 2018.
- SIR has elected, as is its option, under the License and Royalty Agreement, to treat the Alice Fazooli's restaurant in Oakville, Ontario as a New Closed Restaurant and to treat the Scaddabush restaurant in Oakville as a New Additional Restaurant. SIR is obligated to pay a Make-Whole Payment from the date of closure to December 31, 2017. The Alice Fazooli's restaurant in Oakville will cease to be part of Royalty Pooled Restaurants on January 1, 2018 and the new Scaddabush restaurant will be added to Royalty Pooled Restaurants on January 1, 2018. It is expected that the conversion of the Alice Fazooli's restaurant in Vaughan, Ontario to a Scaddabush restaurant, which is planned prior to the end of 2017, will also be treated as a permanent closure and New Additional Restaurant.

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(2) *Adjusted Net Earnings (Loss) is calculated by removing the change in amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership from the net earnings (loss) for the period. Adjusted Net Earnings (Loss) is a non-GAAP financial measure and does not have a standardized meaning prescribed by IFRS. Management believes that in addition to net earnings (loss), Adjusted Net Earnings (Loss) is a useful supplemental measure to evaluate SIR's performance. Changes in the amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership is a non-cash transaction and varies with changes in the market price of the Fund units. The exclusion of the change in amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership eliminates this non-cash impact. Management cautions investors that Adjusted Net Earnings (Loss) should not replace net earnings or loss or cash flows from operating, investing and financing activities (as determined in accordance with IFRS), as an indicator of SIR's performance. SIR's method of calculating Adjusted Net Earnings (Loss) may differ from the methods used by other issuers. Please refer to the reconciliations of net earnings (loss) for the period to Adjusted Net Earnings (Loss) on page 7 of this document.*

(3) *References to EBITDA are to the net earnings (loss) for the period before provision for (recovery of) income taxes, interest expense, interest on loan payable to SIR Royalty Income Fund, depreciation and amortization, and change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership.*

*References to Adjusted EBITDA are to SIR's EBITDA plus or minus interest (income) and other expense (income) – net, goodwill impairment, impairment of non-financial assets, loss on disposal of property and equipment, and pre-opening costs. Pre-opening costs are added back to EBITDA because Management views these costs as investments in new restaurants and not as on-going costs of operations.*

*Management believes that, in addition to net earnings or loss, EBITDA and Adjusted EBITDA are useful supplemental measures in evaluating SIR's performance, as these are useful estimates of the core business' contribution to cash flow from operations and approximate the funds generated by SIR which are available to meet its financing obligations and capital expenditure requirements. Management interprets trends in EBITDA and Adjusted EBITDA as indicators of relative operating performance. EBITDA and Adjusted EBITDA are non-GAAP financial measures and do not have standardized meanings prescribed by IFRS. Management cautions investors that EBITDA and Adjusted EBITDA should not replace net earnings or loss or cash flows from operating, investing and financing activities (as determined in accordance with IFRS), as an indicator of SIR's performance. SIR's method of calculating EBITDA and Adjusted EBITDA may differ from the methods used by other issuers. Therefore, SIR's EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Please refer to the reconciliation of net earnings (loss) and comprehensive income (loss) for the period to EBITDA and Adjusted EBITDA on page 7 of this document.*

- SIR's Management is pleased with the performance at the recently renovated Jack Astor's locations and plans to continue to implement similar renovations at additional Jack Astor's locations in the future as part of its ongoing focus on strengthening its flagship brand and driving same store sales growth.
- SIR continues to focus on sustaining and growing existing restaurant sales and profits while effectively managing costs. SIR carefully monitors economic conditions, competitive actions, and consumer confidence, and considers new restaurant developments and renovations to existing restaurants where appropriate. Based on its assessment of these conditions, the timing of new restaurant construction and renovations, as well as related opening schedules will be reviewed regularly by SIR and adjusted as necessary.

### *Overview*

SIR is a private company amalgamated under the Business Corporations Act of Ontario. As at February 12, 2017, SIR owned 60 Concept and Signature Restaurants in Canada (in Ontario, Quebec, Alberta, Nova Scotia, and Newfoundland). The Concept Restaurants include Jack Astor's, Canyon Creek and Scaddabush/Alice Fazooli's. The Signature group of restaurants located in downtown Toronto include Reds Wine Tavern, Reds Midtown Tavern, and the Loose Moose®. SIR also owns a Duke's Refresher® & Bar in downtown Toronto and one seasonal restaurant, Abbey's Bakehouse®, in addition to one seasonal Abbey's Bakehouse retail outlet, which are not part of Royalty Pooled Restaurants. SIR owns 100% of all its Canadian restaurants. As at February 12, 2017, 57 SIR Restaurants were included in Royalty Pooled Restaurants.

Subsequent to February 12, 2017, SIR closed the Alice Fazooli's restaurant in Oakville, Ontario to convert it to a Scaddabush restaurant, expected to open in April 2017.

On January 1, 2017, one restaurant was added to Royalty Pooled Restaurants, the Scaddabush restaurant in Scarborough, Ontario that opened in Q4 2016.

Effective October 15, 2016, Far Niente/FOUR/Petit Four located in downtown Toronto was closed. SIR was unable to negotiate a lease extension with the landlord with sufficient term to ensure a suitable return on its planned investment in the location and therefore decided to allow its lease for the site at 187 Bay Street to terminate on the expiry date of October 31, 2016. Far Niente/FOUR/Petit Four are considered as one restaurant under the Fund's Royalty Pooled Revenue accounting structure. Under terms of the License and Royalty Agreement between SIR and the Partnership, SIR was obligated to indirectly pay the Fund, via the Partnership, a "Make-Whole Payment", subject to certain terms, equal to \$0.08 million which is the amount of the Royalty that otherwise would have been paid to the Partnership by Far Niente/FOUR/Petit Four from the date of closure until December 31, 2016. On January 1, 2017, SIR converted the same number of Class A GP units that it received for this restaurant when it was added to the Royalty Pooled restaurants at the time of the Fund's initial public offering in October 2004 into Class B GP units. This had the net effect of increasing the Fund's share of the Partnership's earnings. Far Niente/FOUR/Petit Four ceased to be a part of Royalty Pooled Restaurants on January 1, 2017.

SIR expects the impact to Royalty Pool Revenue resulting from the closure of Far Niente/FOUR/Petit Four to be offset in 2017 and beyond by the aforementioned conversion of Class A GP units to Class B GP units, the anticipated positive contributions from the addition of new restaurants to the Royalty Pool going forward, and from investments by SIR to drive future same store sales growth.

SIR believes that Duke's Refresher has multi-unit growth potential and has advised the Fund that Duke's Refresher should be considered as a potential New Concept Restaurant brand. As such, the earliest that any Duke's Refresher would be added to the Royalty pool would be the Adjustment Date following the earlier of: (i) the date that four Duke's Refresher restaurants are open for business at the same time, and (ii) 90 days following the end of the fiscal year in which revenues from all Duke's Refresher restaurants in Canada first exceed \$12.0 million (the "Trigger Event"). As neither of these events are expected to occur in calendar year 2017, Duke's Refresher is not expected to be added to the Royalty Pool on January 1, 2018. The Duke's Refresher brand is currently being managed and developed by SIR's Signature group. Accordingly, the current Duke's Refresher location in downtown Toronto is classified as a Signature restaurant for reporting purposes.

On October 1, 2004, the Fund filed a final prospectus for a public Offering of Units of the Fund (the "Offering") and the Offering closed on October 12, 2004. The net proceeds of the Offering of \$51.2 million were used by the Fund to acquire the SIR Loan and indirectly, through the SIR Holdings Trust (the "Trust"), the SIR Rights owned or licensed by SIR or its subsidiaries and used in connection with the operation of SIR's restaurants in Canada. In 2004, the Partnership granted SIR a 99-year license to use the SIR Rights in most of Canada in consideration for a Royalty, payable by SIR to the Partnership, equal to 6% of the revenue of the Royalty Pooled Restaurants. The Partnership also issued its own securities to SIR in return for the SIR Rights acquired.

SIR's fiscal year is comprised of 52 or 53-week periods ending on the last Sunday in August. Fiscal quarters of SIR consist of accounting periods of 12, 12, 12 and 16 (or 17) weeks, respectively. The fiscal years for 2017 and 2016 both consist of 52 weeks.

### Seasonality

The full-service restaurant sector of the Canadian foodservice industry, in which SIR operates, experiences seasonal fluctuations in revenues. Favourable summer weather generally results in increased revenues during SIR's fourth quarter (ending on the last Sunday in August) when patios can be open. Certain holidays and observances also affect dining patterns both favourably and unfavourably.

### Selected Consolidated Historical Financial Information

The following tables set out selected financial information of SIR for the 12-week and 24-week periods ended February 12, 2017 and February 14, 2016, respectively. The unaudited interim consolidated financial statements of SIR are prepared in accordance with IFRS and are presented in Canadian dollars. This information should be read in conjunction with the annual audited consolidated financial statements of SIR, including the notes thereto.

| <i>Statements of Operations and Comprehensive Income (Loss)</i> | 12-Week                              | 12-Week                              | 24-Week                              | 24-Week                              |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
|   | Period Ended<br>February 12,<br>2017 | Period Ended<br>February 14,<br>2016 | Period Ended<br>February 12,<br>2017 | Period Ended<br>February 14,<br>2016 |
|   | (in thousands of dollars)            |                                      |                                      |                                      |
|   | (unaudited)                          |                                      |                                      |                                      |
| <b>Corporate restaurant operations:</b>                         |                                      |                                      |                                      |                                      |
| Food and beverage revenue                                       | 62,364                               | 61,198                               | 125,923                              | 124,337                              |
| Cost of corporate restaurant operations                         | 57,619                               | 57,106                               | 117,461                              | 116,607                              |
| <b>Earnings from corporate restaurant operations</b>            | <b>4,745</b>                         | <b>4,092</b>                         | <b>8,462</b>                         | <b>7,730</b>                         |
| <b>Net earnings (loss) and comprehensive income (loss)</b>      | <b>(9,905)</b>                       | <b>9,122</b>                         | <b>(11,115)</b>                      | <b>5,341</b>                         |
| <b>Adjusted Net Earnings (Loss)<sup>(2)</sup></b>               | <b>225</b>                           | <b>(29)</b>                          | <b>(333)</b>                         | <b>(679)</b>                         |

### Statement of Financial Position

|                               | February 12, 2017         | August 28, 2016 |
|-------------------------------|---------------------------|-----------------|
|                               | (in thousands of dollars) |                 |
|                               | (unaudited)               |                 |
| Total assets                  | 71,140                    | 71,071          |
| Total non-current liabilities | 181,120                   | 166,287         |

### Adjusted Net Earnings (Loss)<sup>(2)</sup>, EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup>

Adjusted Net Earnings (Loss)<sup>(2)</sup>, EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup> are financial measures that do not have standardized meanings prescribed by IFRS. They are used by SIR to supplement its reporting of net earnings (loss) and net cash flow. Adjusted Net Earnings (Loss)<sup>(2)</sup> consist of net earnings (loss) excluding the change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership. EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup> consist of net earnings (loss) excluding certain non-cash expenses and other expenses that SIR considers not to be of an operating nature. SIR believes that Adjusted Net Earnings (Loss)<sup>(2)</sup>, EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup> are useful estimates of the core business' contribution to cash flow from operations and uses these measures as a supplemental measure of SIR's performance. Similarly, SIR believes that certain investors may also find these non-GAAP financial measures to be useful measures for their independent evaluation of SIR's performance.

The following table reconciles net earnings (loss) and comprehensive income (loss) for the period to Adjusted Net Earnings (Loss)<sup>(2)</sup>:

|   | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 |
|---|---|---|---|---|
|   | (in thousands of dollars)<br>(unaudited)        |   |   |   |
| Net earnings (loss) for the period  | (9,905)   | 9,122   | (11,115)  | 5,341   |
| Change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership | 10,130  | (9,151)   | 10,782  | (6,020)   |
| <b>Adjusted Net Earnings (Loss)<sup>(2)</sup></b>                                     | <b>225</b>                                      | <b>(29)</b>                                     | <b>(333)</b>                                    | <b>(679)</b>                                    |

The following table reconciles net earnings (loss) and comprehensive income (loss) for the period to EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup>:

|  | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 |
|--|---|---|---|---|
|  | (in thousands of dollars)<br>(unaudited)        |   |   |   |
| Net earnings (loss) and comprehensive income (loss) for the period   | (9,905)   | 9,122   | (11,115)  | 5,341   |
| Add (deduct):  |   |   |   |   |
| Provision for income taxes   | 43  | 27  | 67  | 47  |
| Interest expense   | 249   | 364   | 454   | 688   |
| Interest on loan payable to SIR Royalty Income Fund  | 700   | 696   | 1,392   | 1,396   |
| Depreciation and amortization  | 2,529   | 2,598   | 5,029   | 5,158   |
| Change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership  | 10,130  | (9,151)   | 10,782  | (6,020)   |
| <b>EBITDA<sup>(3)</sup></b>  | <b>3,746</b>                                    | <b>3,656</b>                                    | <b>6,609</b>                                    | <b>6,610</b>                                    |
| Interest (income) and other expense (income) – net   | 140   | 289   | 152   | 230   |
| Loss on disposal of property and equipment   | 27  | 29  | 96  | 41  |
| Pre-opening costs  | (83)  | 53  | 639   | 149   |
| <b>Adjusted EBITDA<sup>(3)</sup></b>   | <b>3,830</b>                                    | <b>4,027</b>                                    | <b>7,496</b>                                    | <b>7,030</b>                                    |
| Income from Class A & B GP Units of the Partnership <sup>(4)</sup><br>(Not included in EBITDA <sup>(3)</sup> and Adjusted EBITDA <sup>(3)</sup> above) | 678   | 987   | 1,405   | 1,865   |
| 6% Royalty obligations under License and Royalty Agreement <sup>(5)</sup>  | 3,629   | 3,601   | 7,370   | 7,264   |

(4) Includes the special conversion distribution paid to Class B GP Unitholders or the special conversion refund to Class A GP Unitholders declared in December of each year, if any.

(5) See the SIR Royalty Income Fund section of this document for the Royalty calculation. Pooled Revenue includes revenue from all restaurants included in Royalty Pooled Restaurants. On January 1st of each year, New Additional Restaurants are added and New Closed Restaurants are removed from Royalty Pooled Restaurants. Royalty obligations equal 6% of Pooled Revenue plus any Make-Whole Payments.

*Results of Operations*

| Reconciliation of Revenue from Consolidated Financial Statements to Pooled Revenue | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 |
|--|---|---|---|---|
|  | (in thousands of dollars)<br>(unaudited)        |   |   |   |
| Revenue reported in consolidated financial statements                              | 62,364  | 61,198  | 125,923   | 124,337   |
| Less: Revenue from corporate restaurant operations excluded from the Royalty pool  | (2,544)   | (1,182)   | (4,379)   | (3,276)   |
| Revenue for Restaurants in Royalty pool (Pooled Revenue)                           | <b>59,820</b>                                   | <b>60,016</b>                                   | <b>121,544</b>                                  | <b>121,061</b>                                  |

| Reconciliation of Revenue from Consolidated Financial Statements to Same Store Sales <sup>(1)</sup> | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 |
|---|---|---|---|---|
|   | (in thousands of dollars)<br>(unaudited)        |   |   |   |
| Revenue reported in consolidated financial statements   | 62,364  | 61,198  | 125,923   | 124,337   |
| Less: Revenue from corporate restaurant operations excluded from Same Store Sales <sup>(1)</sup>    | (3,216)   | (2,227)   | (5,882)   | (4,174)   |
| Same Store Sales <sup>(1)</sup>   | <b>59,148</b>                                   | <b>58,971</b>                                   | <b>120,041</b>                                  | <b>120,163</b>                                  |

| Same Store Sales <sup>(1)</sup> by Segment | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | % Fav./<br>(Unfav.) | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 | % Fav./<br>(Unfav.) |
|--|---|---|---------------------|---|---|---------------------|
|  | (in thousands of dollars)<br>(unaudited)        |   |                     |   |   |                     |
| Jack Astor's                               | 42,377  | 42,403  | (0.1%)              | 87,180  | 88,031  | (1.0%)              |
| Canyon Creek                               | 6,716   | 7,112   | (5.6%)              | 12,852  | 13,458  | (4.5%)              |
| Scaddabush/Alice Fazooli's                 | 4,984   | 4,814   | 3.5%                | 9,727   | 9,018   | 7.9%                |
| Signature Restaurants                      | 5,071   | 4,642   | 9.2%                | 10,282  | 9,656   | 6.5%                |
| Same Store Sales <sup>(1)</sup>            | <b>59,148</b>                                   | <b>58,971</b>                                   | <b>0.3%</b>         | <b>120,041</b>                                  | <b>120,163</b>                                  | <b>(0.1%)</b>       |

**Summary of Quarterly Results**

| <b>Statement of Operations</b>                             | 2 <sup>nd</sup> Quarter                     | 1 <sup>st</sup> Quarter                     | 4 <sup>th</sup> Quarter                   | 3 <sup>rd</sup> Quarter               | 2 <sup>nd</sup> Quarter                     | 1 <sup>st</sup> Quarter                     | 4 <sup>th</sup> Quarter                   | 3 <sup>rd</sup> Quarter                |
|--|---|---|---|---------------------------------------|---|---|---|--|
|  | Ended<br>February 12,<br>2017<br>(12 weeks) | Ended<br>November 20,<br>2016<br>(12 weeks) | Ended<br>August 28,<br>2016<br>(16 weeks) | Ended<br>May 8,<br>2016<br>(12 weeks) | Ended<br>February 14,<br>2016<br>(12 weeks) | Ended<br>November 22,<br>2015<br>(12 weeks) | Ended<br>August 30,<br>2015<br>(16 weeks) | Ended<br>May 10,<br>2015<br>(12 weeks) |
|  | (in thousands of dollars)<br>(unaudited)    |   |   |                                       |   |   |   |  |
| <b>Corporate Restaurant Operations</b>                     |   |   |   |                                       |   |   |   |  |
| Food and beverage revenue                                  | 62,364                                      | 63,559                                      | 92,043                                    | 64,438                                | 61,198                                      | 63,139                                      | 88,734                                    | 62,051                                 |
| Cost of corporate restaurant operations                    | 57,619                                      | 59,842                                      | 85,441                                    | 58,171                                | 57,106                                      | 59,501                                      | 83,651                                    | 56,973                                 |
| <b>Earnings from corporate restaurant operations</b>       | <b>4,745</b>                                | <b>3,717</b>                                | <b>6,602</b>                              | <b>6,267</b>                          | <b>4,092</b>                                | <b>3,638</b>                                | <b>5,083</b>                              | <b>5,078</b>                           |
| <b>Net earnings (loss) and comprehensive income (loss)</b> | <b>(9,905)</b>                              | <b>(1,210)</b>                              | <b>(15,572)</b>                           | <b>(13,442)</b>                       | <b>9,122</b>                                | <b>(3,781)</b>                              | <b>4,167</b>                              | <b>(3,664)</b>                         |
| <b>Adjusted Net Earnings (Loss)<sup>(2)</sup></b>          | <b>225</b>                                  | <b>(558)</b>                                | <b>517</b>                                | <b>1,772</b>                          | <b>(29)</b>                                 | <b>(650)</b>                                | <b>20</b>                                 | <b>557</b>                             |

The following table reconciles net earnings (loss) and comprehensive income (loss) for the quarters to Adjusted Net Earnings (Loss)<sup>(2)</sup>:

|   | 2 <sup>nd</sup> Quarter                     | 1 <sup>st</sup> Quarter                     | 4 <sup>th</sup> Quarter                   | 3 <sup>rd</sup> Quarter               | 2 <sup>nd</sup> Quarter                     | 1 <sup>st</sup> Quarter                     | 4 <sup>th</sup> Quarter                   | 3 <sup>rd</sup> Quarter                |
|---|---|---|---|---------------------------------------|---|---|---|--|
|   | Ended<br>February 12,<br>2017<br>(12 weeks) | Ended<br>November 20,<br>2016<br>(12 weeks) | Ended<br>August 28,<br>2016<br>(16 weeks) | Ended<br>May 8,<br>2016<br>(12 weeks) | Ended<br>February 14,<br>2016<br>(12 weeks) | Ended<br>November 22,<br>2015<br>(12 weeks) | Ended<br>August 30,<br>2015<br>(16 weeks) | Ended<br>May 10,<br>2015<br>(12 weeks) |
|   | (in thousands of dollars)<br>(unaudited)    |   |   |                                       |   |   |   |  |
| Net earnings (loss) and comprehensive income (loss)                                       | (9,905)                                     | (1,210)                                     | (15,572)                                  | (13,442)                              | 9,122                                       | (3,781)                                     | 4,167                                     | (3,664)                                |
| Change in amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership | 10,130                                      | 652   | 16,089                                    | 15,214                                | (9,151)                                     | 3,131                                       | (4,147)                                   | 4,221                                  |
| <b>Adjusted Net Earnings (Loss)<sup>(2)</sup></b>   | <b>225</b>                                  | <b>(558)</b>                                | <b>517</b>                                | <b>1,772</b>                          | <b>(29)</b>                                 | <b>(650)</b>                                | <b>20</b>                                 | <b>557</b>                             |

**Selected Unaudited Consolidated Statement of Cash Flows Information:**

|  | 2 <sup>nd</sup> Quarter                     | 1 <sup>st</sup> Quarter                     | 4 <sup>th</sup> Quarter                   | 3 <sup>rd</sup> Quarter               | 2 <sup>nd</sup> Quarter                     | 1 <sup>st</sup> Quarter                     | 4 <sup>th</sup> Quarter                   | 3 <sup>rd</sup> Quarter                |
|--|---|---|---|---------------------------------------|---|---|---|--|
|  | Ended<br>February 12,<br>2017<br>(12 weeks) | Ended<br>November 20,<br>2016<br>(12 weeks) | Ended<br>August 28,<br>2016<br>(16 weeks) | Ended<br>May 8,<br>2016<br>(12 weeks) | Ended<br>February 14,<br>2016<br>(12 weeks) | Ended<br>November 22,<br>2015<br>(12 weeks) | Ended<br>August 30,<br>2015<br>(16 weeks) | Ended<br>May 10,<br>2015<br>(12 weeks) |
|  | (in thousands of dollars)<br>(unaudited)    |   |   |                                       |   |   |   |  |
| <b>Cash provided by (used in) operations</b>                       | (1,404)                                     | (1,478)                                     | 8,313                                     | 3,110                                 | 3,182                                       | (2,645)                                     | 6,020                                     | 2,821                                  |
| <b>Cash used in investing activities</b>                           | (2,660)                                     | (3,245)                                     | (3,611)                                   | (2,092)                               | (1,634)                                     | (2,323)                                     | (3,106)                                   | (829)                                  |
| <b>Cash provided by (used in) financing activities</b>             | 3,151                                       | 4,651                                       | (3,725)                                   | (1,463)                               | (1,948)                                     | 855   | (3,426)                                   | (1,950)                                |
| Increase (decrease) in cash and cash equivalents during the period | (913)                                       | (72)  | 977                                       | (445)                                 | (400)                                       | (4,113)                                     | (512)                                     | 42                                     |
| Cash and cash equivalents – Beginning of period                    | 3,816                                       | 3,888                                       | 2,911                                     | 3,356                                 | 3,756                                       | 7,869                                       | 8,381                                     | 8,339                                  |
| <b>Cash and cash equivalents – End of period</b>                   | <b>2,903</b>                                | <b>3,816</b>                                | <b>3,888</b>                              | <b>2,911</b>                          | <b>3,356</b>                                | <b>3,756</b>                                | <b>7,869</b>                              | <b>8,381</b>                           |

### **Revenue**

There are a number of references to different revenue groupings used in the consolidated financial statements, the notes to the consolidated financial statements and the Management's Discussion and Analysis ("MD&A"). The following definitions are provided for greater clarification of these groupings:

- i. Revenue (per the SIR consolidated statements of operations and comprehensive loss) – this is the total consolidated revenue of all restaurants for the period. The restaurants include all SIR Restaurants. For the 12-week and 24-week periods ended February 12, 2017, revenue was \$62.4 million and \$125.9 million, respectively.
- ii. Same Store Sales<sup>(1)</sup> ("SSS") – this is a sub-set of (i) above used for tracking comparable year-over-year sales. For Q2 2017 and Q2 2016, SSS<sup>(1)</sup> includes all SIR Restaurants, except for those restaurants that were not open for the entire comparable periods in fiscal 2017 and fiscal 2016. The Abbey's Bakehouse and Abbey's Bakehouse retail outlet are not SIR Restaurants. SSS<sup>(1)</sup> for Scaddabush/Alice Fazooli's includes three Scaddabush restaurants and two Alice Fazooli's restaurants. For the 12-week and 24-week periods ended February 12, 2017, SSS<sup>(1)</sup> were \$59.1 million and \$120.0 million, respectively.
- iii. Pooled Revenue – this is the revenue subject to the License and Royalty Agreement – this includes revenue from all Royalty Pooled Restaurants. The Royalty Pooled Restaurants are adjusted on January 1st of each year for New Additional Restaurants and New Closed Restaurants. Currently, there are 57 Royalty Pooled Restaurants. For the 12-week and 24-week periods ended February 12, 2017, Pooled Revenue was \$59.8 million and \$121.5 million, respectively. The applicable Royalty payable to the Partnership on the Pooled Revenue for these periods was \$3.6 million and \$7.4 million, respectively, and includes a Make-Whole Payment of \$0.08 million with respect to the closed Far Niente/FOUR/Petit Four location in Toronto, Ontario from its date of closure to December 31, 2016.

### **Same Store Sales<sup>(1)</sup>**

SIR reported SSSG<sup>(1)</sup> of 0.3% for Q2 2017 and a decline in SSS<sup>(1)</sup> of 0.1% for YTD 2017.

Jack Astor's, SIR's flagship Concept Restaurant brand, which contributed approximately 72% of Q2 2017 Pooled Revenue, had SSS<sup>(1)</sup> declines of 0.1% and 1.0% for Q2 2017 and YTD 2017, respectively. Q2 2017 SSS<sup>(1)</sup> were impacted by sales declines at two restaurants affected by their weakened local economies (Jack Astor's in Calgary, Alberta, and Jack Astor's in St. John's, Newfoundland), and a decline in beverage sales. These unfavourable impacts were partially offset by the positive impact on SSS<sup>(1)</sup> from the 2017 IIHF World Junior Hockey Championship, which took place in Toronto, Ontario during December 2016, particularly at locations near the Air Canada Centre. In addition to the aforementioned factors impacting Q2 2017 SSS<sup>(1)</sup>, YTD 2017 SSS<sup>(1)</sup> were negatively impacted by the closure of six Jack Astor's locations for renovations compared to two locations in YTD 2016, partially offset by the positive impact from the World Cup of Hockey, which took place in Toronto during September 2016. SIR management continues to review its beverage programs with a view to improving sales. SIR also plans to continue with renovations at additional Jack Astor's in order to drive SSSG<sup>(1)</sup>. These renovations include enhanced beverage programs to also help drive beverage sales.

Canyon Creek had SSS<sup>(1)</sup> declines of 5.6% and 4.5% for Q2 2017 and YTD 2017, respectively. The SSS<sup>(1)</sup> declines are primarily due to the impact of a recent significant competitive intrusion at one of the eight Canyon Creek locations, which had SSS<sup>(1)</sup> declines of 23% in Q2 2017 and 22% in YTD 2017.

Scaddabush/Alice Fazooli's generated SSSG<sup>(1)</sup> of 3.5% and 7.9% for Q2 2017 and YTD 2017, respectively, primarily due to the strong performance of Scaddabush and SIR's continuation of its program to convert the Alice Fazooli's concept into the popular Scaddabush brand. Since introducing its new Scaddabush concept, SIR has converted two Alice Fazooli's restaurants (Mississauga and Richmond Hill, Ontario) into Scaddabush locations, and opened three new Scaddabush restaurants, one at the intersection of Yonge Street and Gerrard Street in downtown Toronto, Ontario, one in Scarborough, Ontario, and one on Front Street in downtown Toronto that opened during Q1 2017. The strong combined Scaddabush/Alice Fazooli's SSSG<sup>(1)</sup> for Q2 2017 and YTD 2017 has been partially offset by SSS<sup>(1)</sup> declines at the two remaining Alice Fazooli's locations that have not yet been converted to Scaddabush. SIR is currently in the process of converting the Alice Fazooli's location in Oakville, Ontario and plans to complete the conversion of the remaining location by the end of calendar year 2017. These Alice Fazooli's locations will be treated as New Closed Restaurants, and the Scaddabush restaurants will be treated as New Additional Restaurants. Beginning in the quarter each of these Alice Fazooli's restaurants are closed (Q3 2017 for the Oakville location), their respective sales will be excluded, retroactively, from the calculation of SSS<sup>(1)</sup>, as would be any permanently closed location. The new Scaddabush location in Scarborough was added to Royalty Pooled Restaurants on January 1, 2017, and the location on Front Street in downtown Toronto will be added to Royalty Pooled Restaurants on January 1, 2018. These two locations are not currently part of the above mentioned SSS<sup>(1)</sup>.

The downtown Toronto Signature Restaurants generated SSSG<sup>(1)</sup> of 9.2% and 6.5% for Q2 2017 and YTD 2017, respectively. The Loose Moose continues to post strong SSSG<sup>(1)</sup> due in part to the impact of favourable guest traffic driven by the above mentioned World Cup of Hockey in September 2016 and the 2017 IIHF World Junior Hockey Championship in December 2016. In addition, Duke's Refresher & Bar continues to demonstrate improved sales performance. The above mentioned SSSG<sup>(1)</sup> does not include Far Niente/FOUR/Petit Four, as this location was closed effective October 15, 2016.

### ***Cost of Corporate Restaurant Operations***

As a percentage of revenue, costs of corporate restaurant operations were 92.4% and 93.3% for Q2 2017 and YTD 2017, respectively, compared to 93.3% and 93.8% for Q2 2016 and YTD 2016, respectively. Costs as a percentage of revenue for YTD 2017 included higher pre-opening costs compared to YTD 2016, as one new restaurant was opened at the end of Q1 2017 compared to one new restaurant that opened in the first week of Q1 2016, resulting in most of those pre-opening costs being included in the prior year. Pre-opening costs are typical for new restaurant openings. These higher costs were offset by lower food costs, due in part to menu engineering that occurred in the latter part of fiscal 2016, as well as decreased food and operating costs compared to the 24-week period ended February 14, 2016, which included the higher costs associated with a system-wide launch of a new menu at Jack Astor's from Q1 2016. Costs as a percentage of revenue for Q2 2017 included higher repairs and maintenance costs due to the closure of two Jack Astor's locations for renovations, compared to one Jack Astor's location in Q2 2016, offset by lower food and operating costs, resulting from the previously mentioned menu engineering.

### ***Corporate Costs***

Corporate costs were \$3.4 million and \$6.7 million for Q2 2017 and YTD 2017, respectively, compared to \$2.7 million and \$6.0 million for Q2 2016 and YTD 2016. The increases are a result of higher compensation costs.

### ***Interest Expense***

Interest expense for Q2 2017 and YTD 2017 was \$0.2 million and \$0.5 million, respectively, compared to \$0.4 million and \$0.7 million for Q2 2016 and YTD 2016, respectively. The decreases are a result of lower average debt during Q2 2017 and YTD 2017, compared to the corresponding periods a year ago.

### ***SIR Loan, Fund's Interest in the Partnership & Change in Amortized Cost of Ordinary LP and Class A LP Units***

On October 12, 2004, the Fund completed its initial public offering and used the proceeds to acquire the SIR Loan and invest in the Ordinary LP Units of the Partnership. The Fund has also acquired Class A LP Units upon SIR's conversion of its Class A GP Units into Fund units (see the Liquidity and Capital Resources section). In accordance with IFRS, SIR has consolidated the Partnership. The Ordinary LP Units and Class A LP Units of the Partnership, which are held by the Fund, require SIR to pay distributions to the Fund when declared by the board of directors of SIR GP Inc. SIR GP Inc. is controlled by the Fund and, accordingly, SIR is unable to control the declaration of these distributions. As a result, the Ordinary LP Units and Class A LP Units of the Partnership have been classified as a financial liability in the consolidated statements of financial position. The Ordinary LP Units and Class A LP Units were initially recorded at fair value and subsequently at amortized cost, which requires updating the carrying amount of the financial liability to reflect actual and revised estimates in cash flows. The changes in the estimated cash flows are derived from changes in the value of the underlying Fund units adjusted for taxes and the SIR Loan.

Changes in amortized cost are recognized in the consolidated statements of operations and comprehensive income (loss). The change in the amortized cost is a non-cash transaction and accordingly, has no impact on cash flows. For Q2 2017, the change in amortized cost is an expense of \$10.1 million and is due to an increase in the underlying Fund unit price compared to the end of Q1 2017. For YTD 2017, the change in amortized cost is an expense of \$10.8 million and is due to an increase in the underlying Fund unit price compared to the end of Q4 2016. The change in amortized cost was income of \$9.2 million and \$6.0 million for Q2 2016 and YTD 2016, respectively.

Interest on the SIR Loan totaled \$0.7 million and \$1.4 million for Q2 2017 and YTD 2017, respectively, and \$0.7 million and \$1.4 million for Q2 2016 and YTD 2016, respectively.

***EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup>***

EBITDA<sup>(3)</sup> was \$3.7 million and \$6.6 million for Q2 2017 and YTD 2017, respectively, unchanged from \$3.7 million and \$6.6 million for Q2 2016 and YTD 2016, respectively. Adjusted EBITDA<sup>(3)</sup> was \$3.8 million for Q2 2017, down from \$4.0 million for Q2 2016. Adjusted EBITDA<sup>(3)</sup> was \$7.5 million for YTD 2017, up 6.6% from \$7.0 million for YTD 2016. The increase in Adjusted EBITDA<sup>(3)</sup> for YTD 2017 is primarily due to the higher preopening costs included in the net loss for this period compared to the same period in the prior year. (See Selected Consolidated Historical Financial Information – Reconciliation of net earnings (loss) and comprehensive income (loss) for the period to EBITDA<sup>(3)</sup> and Adjusted EBITDA<sup>(3)</sup>).

***SIR Royalty Income Fund***

The following is a summary of the accounting implications of the SIR Loan and the Fund's interest in the Partnership:

*(a) SIR Loan*

The \$40.0 million SIR Loan is payable to the Fund, bears interest at 7.5% per annum, and is due October 12, 2044. On July 6, 2015, SIR, the Fund and the Partnership entered into an Interlender Agreement to subordinate and postpone their claims against SIR in favour of the lender. The Fund and the Partnership have not guaranteed the current credit facility (see Liquidity and Capital Resources section).

The debt is "permitted indebtedness" within the meaning of the agreements between the Fund, the Partnership and SIR, and as a result the Fund and the Partnership have, as contemplated in the existing agreements, subordinated and postponed their claims against SIR to the claims of the lender. This subordination, which includes a subordination of the Partnership's rights under the License and Royalty Agreement between the Partnership and SIR whereby the Partnership licenses to SIR the right to use the trademarks and related intellectual property in return for Royalty payments based on revenues, has been effected pursuant to the terms of the Intercreditor Agreement.

Under the Intercreditor Agreement, absent a default or event of default under the Credit Agreement, ordinary payments to the Fund and the Partnership can continue and the Partnership can exercise any and all of its rights to preserve the trademarks and related intellectual property governed by the License and Royalty Agreement. However, if a default or an event of default were to occur, the Fund and the Partnership agree not to take actions on their security until the lender has been repaid in full. However, payments by SIR, to the Fund and the Partnership, will be permitted for such amounts as are required to fund their monthly operating expenses, up to an annual limit. In addition, the Fund, the Partnership and SIR will have the right, acting cooperatively, to reduce payments of Royalties and/or interest on the SIR Loan by up to 50% without triggering a cross default under the Credit Agreement, for a period of up to nine consecutive months. SIR and each obligor provided an undertaking to cooperate and explore all options with the Fund to maximize value to the Fund's unitholders and SIR and its shareholders in exchange for the Subordinating Parties not demanding repayment or enforcing security as a result of any such Related Party Obligation Default. The Intercreditor Agreement also contains various other typical covenants of the Fund and the Partnership.

Interest expense on the SIR Loan was charged to the consolidated statements of operations and comprehensive income (loss) in the amount of \$0.7 million and \$1.4 million 12-week and 24-week periods ended February 12, 2017, respectively, and \$0.7 million and \$1.4 million 12-week and 24-week periods ended February 14, 2016, respectively.

SIR has the right to require the Fund to, indirectly, purchase their Class C GP Units and assume a portion of the SIR Loan as consideration for the acquisition of the Class C GP Units.

(b) *Ordinary LP Units and Class A LP Units of SIR Royalty Limited Partnership*

|  | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 |
|--|---|---|---|---|
| (in thousands of dollars)<br>(unaudited)   |   |   |   |   |
| Balance – Beginning of the period  | 122,071   | 97,855  | 123,821   | 96,196  |
| Change in amortized cost of the Ordinary LP Units<br>and Class A LP Units of the Partnership | 10,130  | (9,151)   | 10,782  | (6,020)   |
| Distributions paid to Ordinary LP and Class A LP<br>unitholders                              | (2,824)   | (2,383)   | (5,226)   | (3,855)   |
| Balance – End of period  | 129,377   | 86,321  | 129,377   | 86,321  |
| Less: Current portion of Ordinary LP Units and Class<br>A LP Units of the Partnership        | (9,991)   | (8,827)   | (9,991)   | (8,827)   |
| Ordinary LP Units and Class A LP Units of the<br>Partnership                                 | 119,386   | 77,494  | 119,386   | 77,494  |

The following is a summary of the results of operations of the Partnership:

|  |         |         |         |         |
|--|---------|---------|---------|---------|
| Pooled Revenue <sup>(6)</sup>                                  | 59,820  | 60,016  | 121,544 | 121,061 |
| Partnership royalty income <sup>(7)</sup>                      | 3,629   | 3,601   | 7,370   | 7,264   |
| Other Income   | 5       | 5       | 11      | 11      |
| Partnership expenses   | (11)    | (22)    | (29)    | (37)    |
| Net earnings of the Partnership                                | 3,623   | 3,426   | 7,352   | 7,238   |
| SIR's residual interest in the earnings of the<br>Partnership: |         |         |         |         |
| Income from Class A & B GP Units of the Partnership            | (678)   | (987)   | (1,405) | (1,865) |
| Income from Class C GP Units of the Partnership                | (690)   | (688)   | (1,373) | (1,379) |
|  | (1,368) | (1,675) | (2,778) | (3,244) |
| Fund's interest in the earnings of the Partnership             | 2,255   | 1,909   | 4,574   | 3,994   |

On October 12, 2004, the Partnership issued Ordinary LP and GP Units to the Fund for cash consideration of \$11.2 million. The Fund has also acquired Class A LP Units upon SIR's conversion of its Class A GP Units into Fund units (refer to page 16 of the Liquidity and Capital Resources section). The holders of the Ordinary LP Units and Class A LP Units are entitled to receive their pro rata share of all residual distributions of the Partnership. The distributions are declared by the board of directors of SIR GP Inc., which is controlled by the Fund. Accordingly, the Ordinary LP Units and Class A LP Units of the Partnership have been classified as a financial liability in the consolidated statements of financial position. The Ordinary LP Units and Class A LP Units of the Partnership are accounted for at amortized cost, with changes in the carrying value recorded in the consolidated statements of operations and comprehensive income (loss).

SIR, as the holder of the Class A GP Units, is entitled to receive their pro rata share of all residual distributions of the Partnership and the Class A GP Units are exchangeable into units of the Fund.

(6) *Includes revenue from the SIR Restaurants subject to the License and Royalty Agreement. The Partnership owns the SIR Rights formerly owned or licensed by SIR or its subsidiaries and used in connection with the operation of the majority of SIR's restaurants in Canada.*

(7) *Partnership royalty income is 6% of Pooled Revenue in accordance with the License and Royalty Agreement, plus a Make-Whole Payment for closed restaurants, if applicable.*

In 2004, the Partnership granted SIR a 99-year license to use the SIR Rights in most of Canada in consideration for a Royalty, payable by SIR to the Partnership, equal to 6% of the revenue of the Royalty Pooled Restaurants (the "License and Royalty Agreement").

Under the terms of the License and Royalty Agreement, SIR may be required to pay a Make-Whole Payment in respect of the reduction in revenues for restaurants permanently closed during a reporting period. SIR is not required to pay any Make-Whole Payments in respect of a permanently closed restaurant following the date on which the number of Royalty Pooled Restaurants is equal to or greater than 68 or following October 12, 2019, whichever occurs first. On January 1 of each year (the "Adjustment Date"), the restaurants subject to the License and Royalty Agreement are adjusted for new SIR Restaurants opened for at least 60 days preceding such Adjustment Date. At each Adjustment Date, SIR will be entitled to convert its Class B GP Units to Class A GP Units based on the formula defined in the Partnership Agreement. Additional Class B GP Units may be converted to Class A GP Units in respect of these new SIR Restaurants if actual revenues of the new SIR Restaurants exceeded 80% of the initial estimated revenues and the formula defined in the Partnership Agreement. Conversely, converted Class A GP Units will be returned by SIR if the actual revenues of the new SIR Restaurants are less than 80% of the initial estimated revenues. In December of each year, an additional distribution will be payable to the Class B GP unitholders based on actual revenues of the new SIR Restaurants exceeding 80% of the initial estimated revenues or there will be a reduction in the distributions to the Class A GP unitholders if revenues are less than 80% of the initial estimated revenues.

On January 1, 2017, one (January 1, 2016 - two) new SIR Restaurant was added to Royalty Pooled Restaurants in accordance with the Partnership Agreement. As consideration for the additional Royalty associated with the addition of one new SIR Restaurant on January 1, 2017 (January 1, 2016 - two), as well as the Second Incremental Adjustment for two new SIR Restaurants added to Royalty Pooled Restaurants on January 1, 2016 (January 1, 2015 - two), SIR converted its Class B GP Units into Class A GP Units based on the formula defined in the Partnership Agreement. The number of Class B GP Units that SIR converted into Class A GP Units was reduced by an adjustment for the permanent closure of one (January 1, 2016 - nil) SIR Restaurant during the prior year. The net effect of these adjustments to Royalty Pooled Restaurants was that SIR exchanged 79,000 Class A GP Units for 79,000 Class A GP Units (January 1, 2016 – SIR converted 323,000 Class B GP Units into 323,000 Class A GP Units) on January 1, 2017 at an estimated fair value of \$0.016 million (January 1, 2016 - \$4.2 million).

In addition, the revenues of the two new SIR Restaurants added to Royalty Pooled Restaurants on January 1, 2016 were less than 80% of the Initial Adjustment's estimated revenue (January 1, 2015 – revenues of two new SIR Restaurants exceeded 80% of the Initial Adjustment's estimated revenue) and, as a result, the distributions on the Class A GP Units were reduced by a special conversion refund of \$0.0005 million in December 2016 and paid in January 2017 (a special conversion distribution of \$0.1 million was declared on the Class B GP Units in December 2015 and paid in January 2016). As a result of the permanent closure of one SIR Restaurant during the year ended December 31, 2016, a Make-Whole Payment of \$0.08 million (year ended December 31, 2015 - \$nil) was paid by SIR to the Partnership.

SIR's residual interest in the Partnership is 19.1% as at February 12, 2017 (August 28, 2016 – 19.8%).

(c) *Amounts due to the Fund* – (see Transactions with the SIR Royalty Income Fund in the Transactions with Related Parties section)

***Liquidity and Capital Resources***

***Selected Consolidated Statement of Cash Flows Information***

|   | 12-Week<br>Period Ended<br>February 12,<br>2017 | 12-Week<br>Period Ended<br>February 14,<br>2016 | 24-Week<br>Period Ended<br>February 12,<br>2017 | 24-Week<br>Period Ended<br>February 14,<br>2016 |
|---|---|---|---|---|
|   | (in thousands of dollars)                       |   |   |   |
|   | (unaudited)                                     |   |   |   |
| Cash provided by (used in) operations                   | (1,404)   | 3,182   | (2,882)   | 537   |
| Cash used in investing activities                       | (2,660)   | (1,634)   | (5,905)   | (3,957)   |
| Cash provided by (used in) financing activities         | 3,151   | (1,948)   | 7,802   | (1,093)   |
| Decrease in cash and cash equivalents during the period | (913)   | (400)   | (985)   | (4,513)   |
| Cash and cash equivalents – Beginning of period         | 3,816   | 3,756   | 3,888   | 7,869   |
| Cash and cash equivalents – End of period               | 2,903   | 3,356   | 2,903   | 3,356   |

Cash provided by (used in) operations declined by \$4.6 million for Q2 2017 compared to Q2 2016. The decrease is primarily attributable to an unfavourable variance in the net change in working capital items of \$3.5 million, an increase in distributions paid of \$0.4 million, and a decrease in landlord and other inducements received of \$0.4 million, offset by an increase in Adjusted Net Earnings<sup>(2)</sup> of \$0.3 million. Cash provided by (used in) operations decreased \$3.4 million for YTD 2017 compared to YTD 2016. This decrease is primarily attributable to an unfavourable variance in the net change in working capital items of \$1.4 million, an increase in distributions paid of \$1.4 million, a decrease in landlord and other inducements received of \$0.5 million and an increase in income taxes paid of \$0.1 million, offset by an increase in Adjusted Net Earnings<sup>(2)</sup> of \$0.4 million.

Investing activities used cash of \$2.7 million and \$5.9 million for Q2 2017 and YTD 2017, respectively. Investing activities used cash of \$1.6 million and \$4.0 million for Q2 2016 and YTD 2016, respectively. Purchases of property and equipment and other assets – net amounted to \$2.7 million and \$6.0 million for Q2 2017 and YTD 2017, respectively, and \$1.8 million and \$4.1 million for Q2 2016 and YTD 2016, respectively. The majority of the capital expenditures for Q2 2017 and YTD 2017 relate to the construction of the new Scaddabush restaurant on Front Street in downtown Toronto, Ontario that opened during Q1 2017, and the renovations of six Jack Astor's locations to date in the year, including two during Q2 2017. The majority of the capital expenditures for Q2 2016 and YTD 2016 relate to the construction of the new Jack Astor's restaurant in Ottawa, Ontario that opened during Q1 2016, the conversion of one Alice Fazooli's location into a new Scaddabush restaurant that re-opened during Q1 2016, and the major renovation of the Jack Astor's in Scarborough, Ontario that was completed in Q2 2016.

For Q2 2017 and YTD 2017, cash provided by financing activities was \$3.2 million and \$7.8 million, respectively. Cash used in financing activities was \$1.9 million and \$1.1 million for Q2 2016 and YTD 2016, respectively. The increase in bank indebtedness was \$0.6 million and \$0.5 million in Q2 2017 and YTD 2017, respectively. Proceeds from issuance of long-term debt were \$4.0 million and \$10.0 million for Q2 2017 and YTD 2017, respectively, and \$1.0 million and \$4.0 million, respectively, for the corresponding periods a year ago. Principal repayments on long-term debt were \$0.5 million and \$1.0 million for Q2 2017 and YTD 2017, respectively, and \$0.5 million and \$1.0 million, respectively, for the comparable periods a year ago. Interest paid was \$1.0 million and \$1.9 million for Q2 2017 and YTD 2017, respectively, compared to \$1.0 million and \$1.7 for Q2 2016 and YTD 2016, respectively.

The new Scaddabush restaurant that opened in Q1 2017 was added to the Royalty Pooled Restaurants effective January 1, 2017. At that time, SIR received additional Class A GP Units in accordance with the formula for adjustment for New Additional Restaurants added to Royalty Pooled Restaurants. The amount of Class A GP Units received was adjusted for the Second Incremental Adjustment for the two New Additional Restaurants that were added to Royalty Pooled Restaurants on January 1, 2016 and was reduced by an adjustment for the permanent closure of one SIR Restaurant. Under the terms of the Exchange Agreement, SIR has the right to convert some or all of the Class A GP Units into Fund units on a one-for-one basis. After the net effect of the adjustments to Royalty Pooled Restaurants on January 1, 2017, SIR held 1,981,616 Class A GP Units (refer to page 14).

As at February 12, 2017, SIR had current assets of \$15.5 million (August 28, 2016 – \$15.0 million) and current liabilities of \$43.0 million (August 28, 2016 – \$47.0 million) resulting in a working capital deficit of \$27.5 million (August 28, 2016 – \$32.0 million). Revenues in the restaurant business are largely paid by cash and credit cards whereas most suppliers offer credit terms for payment. Therefore, restaurants are able to pay their suppliers from the cash received on revenues in the following months, as the supplier payables are due. Cash balances are typically used to construct new

restaurants or re-invest in existing restaurants to grow the business. As a result, SIR, like many other restaurant businesses, would anticipate having a negative working capital balance in the foreseeable future.

Management believes that currently there are sufficient cash resources retained in SIR from its cash generated by operations and from its financing activities to fund its working capital requirements, scheduled debt repayments, and future construction commitments.

SIR has a credit agreement (Credit Agreement) with a Schedule I Canadian chartered bank (the Lender). The Credit Agreement is "permitted indebtedness" within the meaning of the agreements between the Fund, the Partnership, and SIR, and as a result the Fund and the Partnership have, as contemplated in the existing agreements, subordinated and postponed their claims against SIR to the claims of the Lender. This subordination, which includes a subordination of the Partnership's rights under the License and Royalty Agreement between the Partnership and SIR whereby the Partnership licenses to SIR the right to use trade-marks and related intellectual property in return for royalty payments based on revenues, has been effected pursuant to the terms of the Intercreditor Agreement.

The Credit Agreement between SIR and the Lender provides for a three-year facility for a maximum principal amount of \$30.0 million consisting of a \$20.0 million revolving term credit facility (Credit Facility 1), and a \$10.0 million revolving term loan (Credit Facility 2). SIR and the Lender have also have a purchase card agreement providing credit of up to an additional \$5.0 million.

Credit Facility 1 is for general corporate and operating purposes, including capital spending on new and renovated restaurants, bearing interest at the prime rate plus 2.25% and/or the bankers' acceptance rate plus 3.25%, principal repaid in one bullet repayment on July 6, 2018. A standby fee of 0.65% is charged on the undrawn balance of Credit Facility 1. Provided SIR is in compliance with the Credit Agreement, the principal amount of Credit Facility 1 may be repaid and reborrowed at any time during the term of the Credit Agreement. Credit Facility 2 bears interest at the prime rate plus 2.25% and/or the bankers' acceptance rate plus 3.25%. The initial advance on Credit Facility 2 is repayable in quarterly instalments of \$0.5 million, with the remaining outstanding principal balance due on July 6, 2018. Subsequent advances on Credit Facility 2 may be requested (subject to availability and lender approval), in minimum multiples of \$1.0 million, annually on the anniversary of the closing date of the Credit Agreement (July 6), to finance capital spending on new and renovated restaurants. Each subsequent advance will be repayable in equal quarterly instalments based on a five year amortization, with the remaining outstanding principal balance due on July 6, 2018. During fiscal 2016, the Lender approved SIR's request for an advance of \$2,000,000 on Credit Facility 2. SIR has not yet drawn on this advance.

The Credit Agreement is secured by substantially all of the assets of SIR and most of its subsidiaries, which are also guarantors. The Partnership and the Fund have not guaranteed the Credit Agreement.

Under the Intercreditor Agreement, absent a default or event of default under the Credit Agreement, ordinary payments to the Fund and the Partnership can continue and the Partnership can exercise any and all of its rights to preserve the trademarks and related intellectual property governed by the License and Royalty Agreement. However, if a default or an event of default were to occur, the Fund and the Partnership agree not to take actions on their security until the Lender has been repaid in full. However, payments by SIR, to the Fund and the Partnership, will be permitted for such amounts as are required to fund their monthly operating expenses, up to an annual limit. In addition, the Fund, the Partnership and SIR will have the right, acting cooperatively, to reduce payments of Royalties and/or interest on the SIR Loan by up to 50% without triggering a cross default under the Credit Agreement, for a period of up to nine consecutive months. SIR and each Obligor provided an undertaking to cooperate and explore all options with the Fund to maximize value to the Fund's unitholders and SIR and its shareholders in exchange for the Subordinating Parties not demanding repayment or enforcing security as a result of any such Related Party Obligation Default. The Intercreditor Agreement also contains various other typical covenants of the Fund and the Partnership.

SIR believes that it expects to be able to comply with the covenants under the credit facility and service the credit facility, as well as meet its other obligations. However, there can of course be no assurance of this.

During Q4 2016, the lender agreed to release the security over 750,000 Class A GP Units and, on August 24, 2016, SIR exchanged 750,000 Class A GP Units of the Partnership into Fund units and sold these Fund units for proceeds of \$10.3 million (net of transaction costs of \$0.3 million). SIR's residual interest in the Partnership decreased by 7.1% as a result of this conversion.

Under the Credit Agreement, SIR may convert Class A GP Units into Fund Units without prior consent from the Lender, provided such units are promptly sold by SIR for the purposes of financing the construction of new restaurants and renovations to existing restaurants, in each case not to exceed in any year the lower of \$7.0 million and 0.4 million units. As mentioned above, SIR received consent from the lender to convert greater than the 0.4 million units during Q4 2016.

### ***Contractual Obligations***

In 2004, the Partnership granted SIR a 99-year license to use the SIR Rights in most of Canada in consideration for a Royalty, payable by SIR to the Partnership, equal to 6% of the revenue of the restaurants included in Royalty Pooled Restaurants. Payment of the Royalty is secured by the Partnership General Security Agreement. On July 6, 2015, SIR, the Fund and the Partnership amended the agreement to subordinate and postpone their claims against SIR in favour of the senior lender. The Partnership and the Fund have not guaranteed the Credit Agreement (Please refer to SIR Royalty Income Fund section).

The security interest for all amounts payable by SIR to the Partnership under the License and Royalty Agreement, as set out in the Partnership General Security Agreement, is substantially the same as, and ranks equally with, the security interest granted by SIR to the Fund in respect of the SIR Loan. SIR consolidates the Partnership, and this transaction between SIR and the Partnership is eliminated in SIR's consolidated financial statements, however the obligation for payments remains.

Under the terms of the License and Royalty Agreement, SIR may be required to pay a Make-Whole Payment in respect of the reduction in revenue for restaurants closed during a reporting period. SIR is not required to pay any Make-Whole Payment in respect of a closed restaurant following the date on which the number of Royalty Pooled Restaurants is equal to or greater than 68, or following October 12, 2019, whichever occurs first. On January 1 of each year (the "Adjustment Date"), the restaurants subject to the License and Royalty Agreement are adjusted for new SIR restaurants opened for at least 60 days preceding such Adjustment Date. At each Adjustment Date, SIR will be entitled to convert its Class B GP Units to Class A GP Units based on a formula defined in the Partnership Agreement.

Far Niente/FOUR/Petit Four was closed effective October 15, 2016. Under the terms of the License and Royalty Agreement, SIR was required to pay a Make-Whole Payment of \$0.08 million for this location from its date of closure until December 31, 2016. In accordance with the License and Royalty Agreement, on January 1, 2017, the revenue of this closed restaurant was netted against the revenue of the new SIR Restaurants, which have been open for at least 60 days prior to the Adjustment Date, when determining the number of Class B GP Units of the Partnership, held by SIR, that will be converted into Class A GP Units of the Partnership.

Subsequent to Q2 2017, effective March 19, 2017, SIR permanently closed the Alice Fazooli's restaurant in Oakville, Ontario and began the conversion to a Scaddabush restaurant, which is expected to open in April 2017. SIR plans to convert its last Alice Fazooli's location in Vaughan, Ontario by the end of calendar year 2017. SIR has elected, as is its option, under the License and Royalty Agreement, to treat the Alice Fazooli's restaurant in Oakville, Ontario as a New Closed Restaurant and to treat the Scaddabush restaurant in Oakville as a New Additional Restaurant. Therefore, SIR is obligated to pay a Make-Whole Payment from the date of closure to December 31, 2017. The Alice Fazooli's restaurant in Oakville will cease to be part of Royalty Pooled Restaurants on January 1, 2018 and the new Scaddabush restaurant will be added to Royalty Pooled Restaurants, as a New Additional Restaurant, on January 1, 2018. It is expected that the conversion of the Alice Fazooli's restaurant in Vaughan, Ontario to a Scaddabush restaurant, which is planned prior to the end of 2017, will also be treated as a permanent closure and New Additional Restaurant.

SIR and its subsidiaries have entered into operating leases relating to its head office and restaurant locations with minimum annual payments.

At the current date, SIR has one commitment to lease a property, on which it plans to build a new Reds restaurant. SIR has entered into purchasing commitments for \$2.0 million for this restaurant, of which \$0.1 million is included in property and equipment as at February 12, 2017. SIR has terminated a previous commitment to lease a property in Calgary, Alberta. SIR has also entered into purchasing commitments for \$2.5 million for two upcoming renovations, of which \$0.1 million is included in property and equipment as at February 12, 2017. Final costs of construction are subject to uncertainties as to their amounts and timing. Items such as finalization of design and final construction quotations could change the total cost of these projects. There can be no assurance that the new Reds restaurant will be opened or will become part of Royalty Pooled Restaurants.

As at February 12, 2017, \$14.3 million and \$7.0 million were outstanding on SIR's Credit Agreement for Credit Facility 1 and Credit Facility 2, respectively.

### ***Off-Balance Sheet Arrangements***

There has been no substantial changes to SIR's off-balance sheet arrangements in the current fiscal year. The reader should refer to the annual MD&A for this information impacting SIR for the year ended August 28, 2016.

***Transactions with Related Parties***

SIR has entered into related party transactions with shareholders and directors or companies controlled by shareholders and directors of SIR. The transactions are in the normal course of business and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties. Significant transactions with related parties include:

| <b><i>Transactions with Related Parties</i></b>  | 12-Week                              | 12-Week                              | 24-Week                              | 24-Week                              |
|--|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
|  | Period Ended<br>February 12,<br>2017 | Period Ended<br>February 14,<br>2016 | Period Ended<br>February 12,<br>2017 | Period Ended<br>February 14,<br>2016 |
|  | (in thousands of dollars)            |                                      |                                      |                                      |
|  | (unaudited)                          |                                      |                                      |                                      |
| <b>Corporate costs</b>   |                                      |                                      |                                      |                                      |
| Occupancy costs and maintenance services provided by a company owned by a party related to a shareholder of SIR  | 16                                   | 15                                   | 33                                   | 28                                   |
| Maintenance services provided by a shareholder of SIR  | -                                    | 14                                   | -                                    | 21                                   |
| <b>Direct costs of restaurant operations</b>   |                                      |                                      |                                      |                                      |
| Occupancy costs provided by a company owned by a party related to a director and shareholder of SIR              | -                                    | -                                    | -                                    | 2                                    |
| Maintenance services provided by a company owned by a party related to a shareholder of SIR                      | 19                                   | 37                                   | 24                                   | 57                                   |
| Maintenance services provided by a shareholder of SIR  | 2                                    | 1                                    | 3                                    | 1                                    |
| <b>Property and equipment</b>  |                                      |                                      |                                      |                                      |
| Design and construction management fees and fixtures provided by a company owned by a shareholder of SIR         | -                                    | 124                                  | 5                                    | 229                                  |
| Construction management fees and fixtures provided by a company owned by a party related to a shareholder of SIR | -                                    | 29                                   | 34                                   | 422                                  |
| Fixtures provided by a shareholder of SIR  | 1                                    | 4                                    | 30                                   | 15                                   |

Included in trade and other receivables and payables are the following amounts due from and to related parties:

|   | As at<br>February<br>12, 2017 | As at<br>August 28,<br>2016 |
|---|-------------------------------|-----------------------------|
|   | (in thousands of dollars)     |                             |
|   | (unaudited)                   |                             |
| <b>Amounts due from related parties:</b>                                  |                               |                             |
| Amounts due from U.S. S.I.R. L.L.C. and its subsidiary                    | 11                            | 6                           |
| Amounts due from a company owned by a party related to a director of SIR  | 27                            | 24                          |
| <b>Amounts due to related parties:</b>                                    |                               |                             |
| Amounts due to companies owned by a shareholder or director of SIR        | 70                            | 150                         |
| Amounts due to a company owned by a party related to a shareholder of SIR | 13                            | 30                          |
| Amounts due to a company owned by a party related to a director of SIR    | 4                             | 4                           |

- Received repayment against loans and advances from U.S. S.I.R. L.L.C. of \$0.07 million and \$0.08 million for the 12-week and 24-week periods ended February 12, 2017, respectively (\$0.14 million and \$0.18 million for the 12-week and 24-week periods ended February 14, 2016, respectively). SIR recognized interest income on those loans and advances of \$0.03 million and \$0.07 million for the 12-week and 24-week periods ended February 12, 2017, respectively (\$0.05 million and \$0.1 million for the 12-week and 24-week periods ended February 14, 2016, respectively). As at February 12, 2017, SIR has loans and advances (net of a provision) of \$0.9 million owing from U.S. S.I.R. L.L.C. (August 28, 2016 – \$1.0 million).
- Received repayment against a loan receivable from a company owned by a party related to a director of SIR of \$0.01 million and \$0.02 million for the 12-week and 24-week periods ended February 12, 2017, respectively (\$nil and \$0.05 million for the 12-week and 24-week periods ended February 14, 2016, respectively). SIR recognized interest income on this loan of \$0.004 million and \$0.007 million for the 12-week and 24-week periods ended February 12, 2017, respectively (\$0.002 million and \$0.005 million for the 12-week and 24-week periods ended February 14, 2016, respectively). As at February 12, 2017 the balance of this loan receivable is \$0.3 million (August 28, 2016 – \$0.3 million).
- Loans and advances at February 14, 2016 included an advance of \$0.1 million to one shareholder of SIR. The advance was repaid prior to the end of fiscal 2016.
- SIR owns an investment in common shares of a company owned by a party related to a shareholder of SIR. SIR does not have the ability to significantly influence the operations of this company and, accordingly, has accounted for the investment as a financial asset (available for sale) and is carried at nominal value.

### ***Transactions with the SIR Royalty Income Fund***

Advances receivable from the Fund and its subsidiaries as at February 12, 2017 were \$2.8 million (August 28, 2016 – \$3.2 million). Advances receivable are non-interest bearing and due on demand.

During Q2 2017 and YTD 2017, distributions of \$2.3 million and \$4.6 million were declared to the Fund by the Partnership, respectively, compared to \$1.9 million and \$4.0 million for Q2 2016 and YTD 2016, respectively. The Fund, indirectly through the Trust, is entitled to receive a pro rata share of all residual distributions. Distributions previously declared, but unpaid as at February 12, 2017 were \$3.7 million (August 28, 2016 – \$4.3 million) and are included in Ordinary LP Units and Class A LP Units of the Partnership in the consolidated statements of financial position.

The SIR Loan bears interest at 7.5% per annum. Interest expense on the SIR Loan totaled \$0.7 million and \$1.4 million for Q2 2017 and YTD 2017, respectively, and \$0.7 million and \$1.4 million for Q2 2016 and YTD 2016, respectively. Interest payable on the SIR Loan as at February 12, 2017 was \$0.4 million (August 28, 2016 – \$0.5 million).

SIR, through the Partnership, has entered into an arrangement with the Fund and the Trust whereby the Partnership will provide or arrange for the provision of services required in the administration of the Fund and the Trust. The Partnership has arranged for these services to be provided by SIR GP Inc., in its capacity as the managing general partner of the Partnership. The Partnership provided these services to the Fund and the Trust for consideration of \$0.006 million and \$0.012 million for Q2 2017 and YTD 2017, respectively (\$0.005 million and \$0.011 million for Q2 2016 and YTD 2016, respectively), which was the amount of consideration agreed to by the related parties.

### ***Critical Accounting Estimates and Judgments***

Management believes that there have been no substantial changes in the nature of critical accounting estimates since the year ended August 28, 2016. The reader will find this information in the annual MD&A for the year ended August 28, 2016.

### ***Changes in Accounting Policies, Including Recently Issued Accounting Pronouncements***

#### **IFRS issued but not yet effective**

IFRS 9, Financial Instruments – Classification and Measurement: In July 2014, the International Accounting Standards Board (IASB) issued the final version of IFRS 9, Financial Instruments, bringing together the classification and measurement, impairment and hedge accounting phases of the IASB's project to replace IAS 39, Financial Instruments: Recognition and Measurement. The mandatory effective date of IFRS 9 would be annual periods beginning on or after January 1, 2018, with early adoption permitted. Management is evaluating the standard and has not yet determined the impact on its consolidated financial statements.

IFRS 15, Revenue from Contracts with Customers, specifies how and when to recognize revenue as well as requiring entities to provide users of financial statements with more informative, relevant disclosures. The standard supersedes IAS 18, Revenue, IAS 11, Construction Contracts, and a number of revenue-related interpretations. Application of the standard is mandatory for all IFRS reporters and it applies to nearly all contracts with customers: the main exceptions are leases, financial instruments and insurance contracts. IFRS 15 was amended to clarify guidance in identifying performance indicators, licences of intellectual properties and principle versus agent and to provide additional expedients on transition. IFRS 15 must be applied in an entity's first annual IFRS financial statements for periods beginning on or after January 1, 2018 and early adoption is permitted. Management is evaluating this amendment and has not yet determined the impact on its consolidated financial statements.

IFRS 7, Financial Instruments – Disclosure, has been amended to require disclosures on transition from IAS 39 to IFRS 9. This amendment is effective on adoption of IFRS 9. Management is evaluating the amendment and has not yet determined the impact on its consolidated financial statements.

IFRS 16, Leases. On January 13, 2016, the International Accounting Standards Board (IASB) issued IFRS 16, Leases which replaces the current guidance in IAS 17, Leases. IFRS 16 requires lessees to recognize a lease liability reflecting future lease payments and a right of use asset for virtually all lease contracts. A depreciation charge for the right of use asset will be recorded within cost of corporate restaurant operations and corporate costs and an interest expense will be recorded within interest expense. IFRS 16 must be applied to an entity's first annual IFRS financial statements for periods beginning on or after January 1, 2019, with early adoption permitted if the entity has adopted IFRS 15. As SIR has contractual obligations in the form of operating leases under IAS 17, there may be a material increase to both assets and liabilities upon adoption of IFRS 16, and material changes to the timing of recognition of expenses associated with the lease arrangements. Management is evaluating the standard and has not yet determined the impact on its consolidated financial statements.

IAS 7, Statement of Cash Flows. The IASB issued an amendment to require an entity to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes. The amendment is effective for annual periods beginning on or after January 1, 2017. Management is evaluating the standard and has not yet determined the impact on its consolidated financial statements.

IAS 12, Income Taxes. The IASB issued an amendment to clarify the requirements for (a) recognizing deferred tax assets on unrealized losses, (b) deferred tax where an asset is measured at a fair value below the asset's tax base, and (c) certain other aspects of accounting for deferred tax assets. The amendment is effective for years beginning on or after January 1, 2017. Management has determined that this amendment will not have an impact on the consolidated financial statements.

### ***Financial Instruments***

Management believes that there have been no substantial changes in the financial instruments since the year ended August 28, 2016. The reader will find this information in the annual MD&A for the year ended August 28, 2016.

### ***Risks and Uncertainties***

The performance of SIR is dependent on many factors. The restaurant industry generally, and in particular, the casual and fine dining segment of this industry, is intensely competitive with respect to price, service, location, food quality and qualified staff. SIR Restaurants are subject to laws that prohibit or limit smoking in enclosed workplaces and/or certain outdoor public places, such as restaurant patios. There are many well-established competitors with greater financial and other resources than SIR. Competitors include national and regional chains, as well as individually owned restaurants. Recently, competition has increased in the mid-price, full-service, casual and fine dining sectors in which many of the SIR Restaurants operate. Some of SIR's competitors have been in existence for a substantially longer period than SIR and may be better established in the markets where SIR Restaurants are or may be located. In addition, factors such as business and economic conditions, changes in foreign exchange, availability of credit, inflation, increased food, labour and benefits costs, taxes, government regulations (including those governing alcoholic beverages), weather, seasonality, public safety issues and the availability and quality of food, services and products sold in the restaurants affect the restaurant industry in general and therefore SIR. Please refer to the Fund's March 14, 2017 Annual Information Form for further discussion on risks and uncertainties related to the Fund and SIR.

SIR is a holder of partnership interests in the Partnership. The Fund is also an indirect holder of partnership interests in the Partnership. The income of the Fund must be computed and will be taxed in accordance with Canadian tax laws. There is no assurance that Canadian federal income tax laws respecting the treatment of trusts will not be changed in a manner which adversely affects Unitholders.

The Fund's distributions are subject to change based on a number of factors, including the cash reserves of the Fund, the Trust and the Partnership. The Trustees will continue their practice of regularly reviewing the Fund's distribution levels.

## ***Outlook***

Management believes that there are sufficient cash resources retained in SIR from its cash generated by operations and from its financing activities to fund its current working capital requirements, scheduled debt repayments, and future construction commitments.

Restaurants Canada estimated that total sales in the full-service category, the category in which SIR competes, grew at a 1.0% higher rate in calendar year 2016 than it did in calendar year 2015, but that rate of growth will slow by about 0.5% in calendar year 2017 compared to calendar year 2016. The Canadian full-service category has become increasingly competitive in recent years. While SIR believes it is well positioned to compete in this category, it will continue monitoring the economy and consumer confidence and their effects on the full-service category.

As at March 27, 2017, the date of this report, SIR has one commitment to lease a property, upon which it plans to build a new Reds restaurant, to be located in the Square One Shopping Centre in Mississauga, Ontario, which is expected to open in calendar year 2017. There can be no assurance that this restaurant will be opened or will become part of Royalty Pooled Restaurants.

On August 24, 2016, SIR exchanged 750,000 Class A GP Units of the Partnership into Fund units and sold these units for total net proceeds of \$10.3 million. Proceeds from the sale of the Fund units will be used by SIR to fund the costs associated with constructing new restaurants and renovating existing restaurants.

SIR continues to convert its Alice Fazooli's concept brand into the more popular Scaddabush brand. To date, SIR has converted two Alice Fazooli's locations (Mississauga and Richmond Hill, Ontario) to Scaddabush locations. Subsequent to Q2 2017, effective March 19, 2017, SIR permanently closed the Alice Fazooli's restaurant in Oakville, Ontario and began the conversion into a Scaddabush restaurant, which is expected to open in April 2017. SIR plans to convert its last Alice Fazooli's location in Vaughan, Ontario by the end of calendar year 2017.

SIR has elected, as is its option, under the License and Royalty Agreement, to treat the Alice Fazooli's restaurant in Oakville, Ontario as a New Closed Restaurant and to treat the Scaddabush restaurant in Oakville as a New Additional Restaurant. SIR is obligated to pay a Make-Whole Payment from the date of closure to December 31, 2017. The Alice Fazooli's restaurant in Oakville will cease to be part of Royalty Pooled Restaurants on January 1, 2018 and the Scaddabush restaurant will be added to Royalty Pooled Restaurants, as a New Additional Restaurant, on January 1, 2018. It is expected that the conversion of the Alice Fazooli's restaurant in Vaughan, Ontario to a new Scaddabush restaurant, which is planned prior to the end of 2017, will also be treated as a permanent closure and New Additional Restaurant.

SIR opened its first Scaddabush restaurant that was not previously an Alice Fazooli's location at the corner of Yonge Street and Gerrard Street in downtown Toronto on February 18, 2014. The second new (non-converted) Scaddabush restaurant was opened in Scarborough, Ontario on July 12, 2016 and the third new (non-converted) Scaddabush location was opened on Front Street in downtown Toronto on November 3, 2016. The Scaddabush restaurant in Scarborough, Ontario was added to Royalty Pooled Restaurants on January 1, 2017 and it is expected that the Scaddabush restaurant on Front Street in Toronto will be added to Royalty Pooled Restaurants on January 1, 2018.

Scaddabush has generated strong sales performance at each location to date, and SIR and the Fund should benefit from the positive future revenue contributions from the new Scaddabush restaurants opened in calendar year 2016 and the conversion of the remaining two Alice Fazooli's locations to Scaddabush during calendar year 2017.

SIR completed renovations of two Jack Astor's locations during fiscal 2016, four Jack Astor's locations in Q1 2017, and two more Jack Astor's renovations in Q2 2017. Subsequent to the end of Q2 2017, as of the date of this report, one more Jack Astor's renovation was completed. SIR is pleased with the performance of the recently renovated Jack Astor's and intends to implement similar renovations at the other Jack Astor's locations as part of its ongoing focus on strengthening its flagship brand and driving same store sales growth.

SIR continues to focus on sustaining and growing existing restaurant sales and profits while managing costs. SIR continues to monitor economic conditions and consumer confidence and considers new restaurant developments and renovations to existing restaurants where appropriate and subject to availability of acceptable long-term financing. Based on its assessment of these conditions, the timing of new restaurant construction and renovations as well as related opening schedules will be reviewed regularly by SIR and adjusted as necessary.

### ***Forward Looking Information***

Certain statements contained in this report, or incorporated herein by reference, including the information set forth as to the future financial or operating performance of the Fund or SIR, that are not current or historical factual statements may constitute forward-looking information within the meaning of applicable securities laws ("forward-looking statements"). Statements concerning the objectives, goals, strategies, intentions, plans, beliefs, expectations and estimates, and the business, operations, financial performance and condition of the Fund, the Trust, the Partnership, SIR, the SIR Restaurants or industry results, are forward-looking statements. The words "may", "will", "should", "would", "expect", "believe", "plan", "anticipate", "intend", "estimate" and other similar terminology and the negative of such expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Fund, the Trust, the Partnership, SIR, the SIR Restaurants or industry results, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements. These statements reflect Management's current expectations, estimates and projections regarding future events and operating performance and speak only as of the date of this document. Readers should not place undue importance on forward-looking statements and should not rely upon this information as of any other date. Risks related to forward-looking statements include, among other things, challenges presented by a number of factors, including: market conditions at the time of this filing; competition; changes in demographic trends; weather; changing consumer preferences and discretionary spending patterns; changes in consumer confidence; changes in national and local business and economic conditions; changes in foreign exchange; changes in availability of credit; legal proceedings and challenges to intellectual property rights; dependence of the Fund on the financial condition of SIR; legislation and governmental regulation; accounting policies and practices; and the results of operations and financial condition of SIR. The foregoing list of factors is not exhaustive. Many of these issues can affect the Fund's or SIR's actual results and could cause their actual results to differ materially from those expressed or implied in any forward-looking statements made by, or on behalf of, the Fund or SIR. There can be no assurance that SIR will remain compliant in the future with all of its financial covenants under the Credit Agreement and imposed by the lender. Given these uncertainties, readers are cautioned that forward-looking statements are not guarantees of future performance, and should not place undue reliance on them. The Fund and SIR expressly disclaim any obligation or undertaking to publicly disclose or release any updates or revisions to any forward looking statements, except as required by securities legislation. Forward-looking statements are based on Management's current plans, estimates, projections, beliefs and opinions, and the Fund and SIR do not undertake any obligation to update forward-looking statements should assumptions related to these plans, estimates, projections, beliefs and opinions change, except as expressly required by applicable securities laws. This Management's Discussion and Analysis is provided as of March 27, 2017.

In formulating the forward-looking statements contained herein, Management has assumed that business and economic conditions affecting SIR's restaurants and the Fund will continue substantially in the ordinary course, including without limitation with respect to general industry conditions, competition, general levels of economic activity (including in downtown Toronto), regulations (including those regarding employees, food safety, tobacco and alcohol), weather, taxes, foreign exchange rates and interest rates, that there will be no pandemics or other material outbreaks of disease or safety issues affecting humans or animals or food products, and that there will be no unplanned material changes in its facilities, equipment, customer and employee relations, or credit arrangements. These assumptions, although considered reasonable by Management at the time of preparation, may prove to be incorrect. In particular, Management has assumed that the tax effects on distributions will remain consistent with current regulations or pronouncements, and also in estimating the revenue for new restaurants, Management has assumed that they will operate consistent with other similar SIR restaurants, and has assumed that SIR will remain compliant in the future with all of its financial covenants under the Credit Agreement and imposed by the lender. For more information concerning the Fund's risks and uncertainties, please refer to the March 14, 2017 Annual Information Form, for the period ended December 31, 2016, which is available under the Fund's profile at [www.sedar.com](http://www.sedar.com).

All of the forward-looking statements made in this report are qualified by these cautionary statements and other cautionary statements or factors contained herein, and there can be no assurance that the actual results or developments will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Fund or SIR.

*Additional information related to the Fund, the Partnership, and SIR can be found at [www.sedar.com](http://www.sedar.com) under SIR Royalty Income Fund and on SIR's website at [www.sircorp.com](http://www.sircorp.com)*