



**KEYERA**

Delivering midstream solutions

www.keyera.com

Third Quarter Report November 8, 2016

# 2016 Third Quarter Report

For the period ended September 30, 2016

## HIGHLIGHTS

- Keyera's distributable cash flow<sup>1,2</sup> was \$101 million (\$0.55 per share) for the quarter compared to \$127 million (\$0.75 per share) in the third quarter of 2015, primarily due to lower contributions from the sale of iso-octane in the Marketing segment and higher turnaround costs. On a year to date basis, distributable cash flow was \$356 million, comparable to the \$359 million reported for the first nine months of 2015.
- Net earnings for the period were \$52 million (\$0.28 per share) compared to \$110 million (\$0.64 per share) in the same quarter of 2015. Year to date, net earnings were \$182 million, virtually unchanged from 2015.
- Adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA")<sup>1,2</sup> was \$148 million in the third quarter of 2016 (Q3 2015 - \$188 million) and \$452 million year to date (2015 - \$529 million).
- Effective with the August dividend, Keyera increased its dividend by 6% to \$0.1325 per share per month or \$1.59 per share annually. Keyera's payout ratio<sup>1</sup> was 71% for the third quarter and 57% year to date.
- The Gathering and Processing Business Unit generated an operating margin<sup>3</sup> of \$72 million in the third quarter of 2016 (Q3 2015 - \$69 million) even with lower throughput volumes due to low drilling activity.
- The Liquids Infrastructure segment reported a record operating margin<sup>3</sup> of \$63 million for the quarter (Q3 2015 - \$56 million) as recent investments are generating incremental margins.
- The Marketing segment delivered operating margin<sup>3</sup> of \$24 million, including \$9 million of unrealized losses, in the third quarter (Q3 2015 - \$99 million, including \$26 million of unrealized gains) due to a lower contribution from iso-octane sales, as a result of the scheduled turnaround at Alberta EnviroFuels ("AEF") and lower iso-octane margins.
- During the quarter, Keyera closed the acquisition of an additional 35% ownership interest in the Alder Flats gas plant from Bellatrix Exploration Ltd. Bellatrix continues to advance Phase 2 of the gas plant, which is expected to be on stream in the first half of 2018.
- During the quarter, we advanced front-end engineering and design work on the Wapiti gas plant and associated gathering system and expect to have a detailed cost estimate by year end.
- Construction progressed on Keyera's three major Liquids Infrastructure joint-venture projects: the Norlite pipeline, the Base Line Terminal above ground crude oil storage facility and the South Grand Rapids pipeline.
- Growth capital investment<sup>4</sup> in the third quarter of 2016 was \$130 million and Keyera remains on track to invest approximately \$600 million in 2016. Based on current plans, Keyera expects growth capital investment in 2017 to range between \$500 million and \$600 million, with the majority focused on Liquids Infrastructure projects, including the acquisition of the South Grand Rapids pipeline.

<sup>1</sup> See "Non-GAAP Financial Measures" on page 39 of the MD&A.

<sup>2</sup> See pages 34 and 35 of the MD&A for a reconciliation of distributable cash flow to cash flow from operating activities and Adjusted EBITDA to net earnings.

<sup>3</sup> See Note 14 to the accompanying financial statements.

<sup>4</sup> See "Capital Expenditures and Acquisitions" on page 32 of the MD&A for further discussion of Keyera's capital investment program.

| Summary of Key Measures<br>(Thousands of Canadian dollars, except where noted) | Three months ended<br>September 30, |                | Nine months ended<br>September 30, |                  |
|--|-------------------------------------|----------------|------------------------------------|------------------|
|  | 2016                                | 2015           | 2016                               | 2015             |
| Net earnings   | 52,420                              | 109,538        | 182,230                            | 181,705          |
| Per share (\$/share) – basic   | 0.28                                | 0.64           | 1.02                               | 1.07             |
| Cash flow from operating activities  | 137,145                             | 117,714        | 372,703                            | 521,711          |
| Distributable cash flow <sup>1</sup>   | 101,451                             | 126,843        | 355,577                            | 358,942          |
| Per share (\$/share)   | 0.55                                | 0.75           | 2.00                               | 2.12             |
| Dividends declared   | 71,819                              | 62,178         | 203,921                            | 176,426          |
| Per share (\$/share)   | 0.390                               | 0.37           | 1.14                               | 1.04             |
| Payout ratio % <sup>1</sup>  | 71%                                 | 49%            | 57%                                | 49%              |
| Adjusted EBITDA <sup>2</sup>   | 148,424                             | 187,961        | 451,592                            | 529,391          |
| <b>Gathering and Processing:</b>   |                                     |                |                                    |                  |
| Gross processing throughput (MMcf/d)   | 1,367                               | 1,476          | 1,454                              | 1,479            |
| Net processing throughput (MMcf/d)   | 1,073                               | 1,121          | 1,125                              | 1,145            |
| <b>Liquids Infrastructure<sup>4</sup>:</b>                                     |                                     |                |                                    |                  |
| Gross fractionation throughput (Mbb/d)   | 150                                 | 140            | 144                                | 130              |
| Net fractionation throughput (Mbb/d)   | 56                                  | 47             | 53                                 | 41               |
| AEF iso-octane production volumes (Mbb/d)                                      | 10                                  | 13             | 11                                 | 13               |
| <b>Marketing:</b>  |                                     |                |                                    |                  |
| Inventory value  | 120,918                             | 93,738         | 120,918                            | 93,738           |
| Sales volumes (Bbl/d)  | 117,000                             | 103,100        | 127,500                            | 107,800          |
| Acquisitions   | 130,300                             | 1,288          | 182,342                            | 17,695           |
| Growth capital expenditures  | 130,429                             | 133,804        | 382,485                            | 512,338          |
| Maintenance capital expenditures   | 28,188                              | 15,669         | 36,234                             | 58,728           |
| <b>Total capital expenditures</b>  | <b>288,917</b>                      | <b>150,761</b> | <b>601,061</b>                     | <b>588,761</b>   |
| <b>As at September 30,</b>   |                                     |                |                                    |                  |
| <b>2016</b>  |                                     |                |                                    |                  |
| <b>2015</b>  |                                     |                |                                    |                  |
| Long-term debt   |                                     |                | 1,185,568                          | 1,138,602        |
| Credit facilities  |                                     |                | 365,000                            | 325,000          |
| Working capital (surplus) deficit <sup>3</sup>                                 |                                     |                | (7,734)                            | 75,689           |
| <b>Net debt</b>  |                                     |                | <b>1,542,834</b>                   | <b>1,539,291</b> |
| <b>Three months ended</b>  |                                     |                |                                    |                  |
| <b>September 30,</b>   |                                     |                |                                    |                  |
| <b>2016</b>  |                                     |                |                                    |                  |
| <b>2015</b>  |                                     |                |                                    |                  |
| Common shares outstanding – end of period                                      |                                     |                | 184,520                            | 170,677          |
| Weighted average number of shares outstanding – basic                          | 183,962                             | 170,191        | 177,865                            | 169,510          |
| Weighted average number of shares outstanding – diluted                        | 183,962                             | 170,191        | 177,865                            | 169,510          |

## Notes:

<sup>1</sup> Payout ratio is defined as dividends declared to shareholders divided by distributable cash flow. Payout ratio and distributable cash flow are not standard measures under Generally Accepted Accounting Principles (“GAAP”). See the section titled, “Dividends: Distributable Cash Flow”, for a reconciliation of distributable cash flow to its most closely related GAAP measure.

<sup>2</sup> Adjusted EBITDA is defined as earnings before interest, taxes, depreciation, amortization, accretion, impairment expenses, unrealized gains/losses and any other non-cash items such as gains/losses on the disposal of property, plant and equipment. EBITDA and Adjusted EBITDA are not standard measures under GAAP. See section of the MD&A titled “EBITDA” for a reconciliation of Adjusted EBITDA to its most closely related GAAP measure.

<sup>3</sup> Working capital is defined as current assets less current liabilities.

<sup>4</sup> Fractionation throughput in the Liquids Infrastructure segment is the aggregation of volumes processed through the fractionators and the de-ethanizers at the Keyera and Dow Fort Saskatchewan facilities.

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# Message to Shareholders

As the oil and gas industry continues to manage its way through this economic downturn, Keyera's midstream infrastructure is demonstrating its strategic significance and operational value. Overall, our Adjusted EBITDA was \$148 million, Distributable Cash Flow was \$101 million and Net Earnings were \$52 million for the three months ended September 30, 2016. Our Gathering and Processing Business Unit and Liquids Infrastructure segment both generated increased cash flow, quarter over quarter and year over year, while lower contributions from iso-octane sales affected Marketing's results.

With a long-term view, we have used this industry slowdown to strengthen Keyera's competitive position. We have successfully reduced our operating costs in a meaningful manner, strengthened our balance sheet and focused on operational excellence. With a disciplined investment strategy, we continue to look for the right opportunities to increase shareholder value. I am pleased with Keyera's performance during this challenging time and am confident about our future.

## Gathering and Processing Business Unit

In the third quarter of 2016, our Gathering and Processing business delivered a strong operating margin of \$72 million, 4% higher than the \$69 million reported in the same period in 2015. More than two years into the economic downturn facing the oil and gas industry, our Gathering and Processing business has consistently delivered results that demonstrate the benefit of our strategically located and interconnected network of gas plants and our disciplined capital investment strategy. Although gas processing volumes were lower in the third quarter of 2016 compared to the same period in 2015, producer commitments, expanded service offerings and operating efficiencies have resulted in stable operating margins. We have also had considerable success in our ongoing efforts to reduce operating costs for the benefit of our customers.

Gross processing volumes averaged 1,367 million cubic feet per day in the third quarter of 2016, 4% lower than the 1,425 million cubic feet per day reported in the second quarter of this year. Reduced drilling activity, natural declines from existing wells and sales gas pipeline curtailments were the largest contributing factors affecting the decline in throughput volumes. However, with the recent modest recovery in commodity prices, there are indications that drilling activity may increase in certain areas around our gas plants.

Keyera currently has 17 gas plants with approximately 2.9 billion cubic feet per day of licensed processing capacity and we continue to look for the right opportunities to expand our integrated system. In August, we acquired an additional 35% ownership interest in the Alder Flats gas plant and its associated gathering pipelines. We now have a 70% ownership interest in this fully utilized facility and are looking forward to expanding the capacity of the plant with our partner, Bellatrix Exploration Ltd. Phase 2 is currently in the detailed engineering stage and is expected to be on stream in the first half of 2018, based on the current schedule.

We are also continuing to advance the proposed Wapiti gas plant and associated gathering system. We expect to have a detailed cost estimate for the complex by year end. This project is an exciting opportunity to expand our presence in the liquids-rich Montney formation.

## Liquids Business Unit – Liquids Infrastructure Segment

Our Liquids Infrastructure segment reported a record quarter with operating margin of \$63 million, compared to \$56 million for the same period last year. As capital projects are completed, this segment continues to perform and demonstrate its importance to the industry. Utilization of our condensate network and storage caverns has been growing and we continue to expand these assets.

Keyera's three large joint-venture projects continue to progress, with costs trending lower than budget. The Norlite diluent pipeline joint venture with Enbridge is on schedule for completion in mid-2017 and the South Grand Rapids diluent pipeline joint venture project with TransCanada PipeLines and Brion Energy is on

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schedule for completion in late 2017. The Base Line Tank Terminal crude oil storage joint venture with Kinder Morgan is progressing well and the first set of tanks are expected to be ready for commercial use in early 2018.

As demand for natural gas liquids storage continues to be strong, we are progressing with our cavern development program. During the quarter, we continued washing two caverns, which are expected to be ready for use in the first half of 2017 and 2018, and we completed drilling two other caverns. This next phase of cavern development will expand our 12.5 million barrels of capacity to meet customer demand.

Keyera continues to look for the right opportunities to expand our Liquids Infrastructure assets. We have been working with customers to find new opportunities to provide midstream solutions that will add value by expanding capacity and lowering costs.

### **Liquids Business Unit – Marketing Segment**

The Marketing segment continued to contribute to Keyera's integrated value chain during the quarter, generating an operating margin of \$33 million, excluding unrealized losses from risk management contracts. Results were lower than in the same period last year due to a lower contribution from iso-octane, as a result of the scheduled turnaround at AEF and lower iso-octane margins. After a very strong year in 2015, iso-octane margins have returned to levels comparable to the healthy levels experienced in 2014.

AEF operated at over 100% of its licensed capacity in July and August, prior to its scheduled turnaround that began in early September. The facility was off-line approximately two weeks longer than planned to complete some additional work identified during the maintenance shutdown. After two years of careful planning, I am pleased to report that the turnaround was completed safely and on budget, and AEF has now resumed production.

### **Outlook**

While we are confident in Keyera's strategy, we will continue to face pressures on our throughput volumes, fees and revenues until industry activity levels recover. We have a strong track record of growing shareholder value and increasing our monthly dividend and plan to extend this trend. We continue to improve our operational efficiencies, work with customers to develop solutions for the industry and look for the right acquisitions to enhance our asset portfolio. With our conservative balance sheet and strong competitive advantages, we are well positioned for continued growth as and when the industry recovers.

On behalf of Keyera's board of directors and management team, I would like to thank our employees, customers, shareholders and other stakeholders for their ongoing support. I am confident that we will continue to weather this low commodity price environment while creating long-term growth and value for shareholders.

David G. Smith  
President & Chief Executive Officer  
Keyera Corp.

## Management's Discussion and Analysis

*The following management's discussion and analysis ("MD&A") was prepared as of November 8, 2016, and is a review of the results of operations and the liquidity and capital resources of Keyera Corp. and its subsidiaries (collectively "Keyera"). The MD&A should be read in conjunction with the accompanying unaudited condensed interim consolidated financial statements ("accompanying financial statements") of Keyera Corp. for the three and nine months ended September 30, 2016, and the notes thereto as well as the audited consolidated financial statements of Keyera Corp. for the year ended December 31, 2015, and the related MD&A. The accompanying financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") also referred to as GAAP, and are stated in Canadian dollars. Additional information related to Keyera, including its Annual Information Form, is available on SEDAR at [www.sedar.com](http://www.sedar.com) or on Keyera's website at [www.keyera.com](http://www.keyera.com).*

This MD&A contains non-GAAP measures and forward-looking statements and readers are cautioned that the MD&A should be read in conjunction with Keyera's disclosure under "NON-GAAP FINANCIAL MEASURES" and "FORWARD-LOOKING STATEMENTS" included at the end of this MD&A.

### Keyera's Business

Keyera operates one of the largest midstream businesses in Canada. Midstream entities operate in the oil and gas industry between the upstream sector, which includes oil and gas exploration and production, and the downstream sector, which includes the refining, distribution and marketing of finished products. Keyera is organized into two integrated business units:

1. Gathering and Processing Business Unit – Keyera owns and operates raw gas gathering pipelines and processing plants, which collect and process raw natural gas, remove waste products and separate the economic components, primarily natural gas liquids ("NGLs"), before the sales gas is delivered into long-distance pipeline systems for transportation to end-use markets.
2. Liquids Business Unit, consisting of the following operating segments:

Liquids Infrastructure (formerly referred to as NGL Infrastructure) – Keyera owns and operates a network of facilities for the processing, storage and transportation of the by-products of natural gas processing, including NGLs such as ethane, propane, butane and condensate. In addition, this segment includes Keyera's iso-octane facilities at Alberta EnviroFuels ("AEF") and facilities for handling crude oil.

Marketing – Keyera markets a range of products associated with its two infrastructure business lines, primarily propane, butane, condensate and iso-octane, and also engages in crude oil midstream activities.

## CONSOLIDATED FINANCIAL RESULTS

The following table highlights some of the key consolidated financial results for the three and nine months ended September 30, 2016 and 2015:

| (Thousands of Canadian dollars,<br>except per share data) | Three months ended<br>September 30, |         | Nine months ended<br>September 30, |         |
|---|-------------------------------------|---------|------------------------------------|---------|
|   | 2016                                | 2015    | 2016                               | 2015    |
| Net earnings  | <b>52,420</b>                       | 109,538 | <b>182,230</b>                     | 181,705 |
| Net earnings per share (basic)                            | <b>0.28</b>                         | 0.64    | <b>1.02</b>                        | 1.07    |
| Total operating margin                                    | <b>160,958</b>                      | 228,475 | <b>490,734</b>                     | 553,716 |
| Adjusted EBITDA <sup>1</sup>                              | <b>148,424</b>                      | 187,961 | <b>451,592</b>                     | 529,391 |
| Cash flow from operating activities                       | <b>137,145</b>                      | 117,714 | <b>372,703</b>                     | 521,711 |
| Distributable cash flow <sup>2</sup>                      | <b>101,451</b>                      | 126,843 | <b>355,577</b>                     | 358,942 |
| Distributable cash flow per share <sup>2</sup><br>(basic) | <b>0.55</b>                         | 0.75    | <b>2.00</b>                        | 2.12    |
| Dividends declared  | <b>71,819</b>                       | 62,178  | <b>203,921</b>                     | 176,426 |
| Dividends declared per share                              | <b>0.39</b>                         | 0.37    | <b>1.14</b>                        | 1.04    |
| Payout ratio <sup>3</sup>                                 | <b>71%</b>                          | 49%     | <b>57%</b>                         | 49%     |

### Notes:

<sup>1</sup> Adjusted EBITDA is defined as earnings before interest, taxes, depreciation, amortization, accretion, impairment expenses, unrealized gains/losses and any other non-cash items such as gains/losses on the disposal of property, plant and equipment. Adjusted EBITDA is not a standard measure under GAAP. See the section titled "EBITDA" for a reconciliation of Adjusted EBITDA to its most closely related GAAP measure.

<sup>2</sup> Distributable cash flow is not a standard measure under GAAP. See the section titled, "Dividends: Distributable Cash Flow", for a reconciliation of distributable cash flow to its most closely related GAAP measure.

<sup>3</sup> Payout ratio is defined as dividends declared to shareholders divided by distributable cash flow and is not a standard measure under GAAP.

Keyera recorded strong financial results from its facilities operating segments (Gathering & Processing and Liquids Infrastructure) in the third quarter of 2016, despite continued low commodity prices and lower throughput in the Gathering and Processing segment. As described in more detail throughout this MD&A, these results were achieved largely due to the strategic location and capabilities of Keyera's infrastructure assets. Operating results from the Marketing segment were weaker in the third quarter of 2016 compared to the prior quarter, due to the commencement of a major turnaround at AEF in early September that resulted in lower iso-octane sales volumes in the quarter. While Keyera is confident in its strategy, it will continue to face pressures on its throughput volumes, fees and revenues until industry activity levels recover.

### Net Earnings

For the quarter ended September 30, 2016, net earnings were \$52 million, \$57 million lower than the same period in 2015 primarily due to lower operating margin from the Marketing segment as explained in greater detail below.

On a year to date basis, net earnings were \$182 million in 2016, virtually unchanged from the same period in 2015. The effect of lower operating margin from the Marketing segment in 2016 was offset by the following non-cash items:

- a net foreign currency gain of \$10 million recorded in 2016 compared to a loss of \$24 million in 2015 that largely related to the change in fair value of U.S. currency swaps; and



- an impairment charge of \$36 million recorded in 2015, of which \$20 million related to the shut-down of the Bonnie Glen Pipeline and the remainder related to Keyera's oil and gas reserves.

See the section of this MD&A titled, "Corporate and Other", for more information related to these charges.

### Operating Margin

Operating margin from all business units combined was \$161 million in the third quarter of 2016, \$68 million lower than the same period last year. Excluding the effect of unrealized non-cash gains and losses from risk management contracts in both periods, operating margin was \$170 million in the third quarter of 2016, \$32 million lower than 2015 due to approximately \$38 million in reduced iso-octane margins in the Marketing segment. The factors that resulted in lower margins from the sale of iso-octane in the third quarter of 2016 compared to the same period last year were:

- reduced production and sales volumes resulting from the scheduled turnaround at AEF that began in early September; and
- weaker gasoline prices and lower premiums earned on the sale of iso-octane due to higher gasoline inventory levels in the U.S.

On a year to date basis, operating margin was \$491 million, \$63 million lower than the first nine months of 2015. While Keyera generated approximately \$50 million of incremental cash flow from new investments, this positive variance was more than offset by approximately \$97 million in lower operating margin from the Marketing segment in 2016 that was attributable to:

- the inclusion of an approximately \$40 million non-recurring cash gain in the first quarter 2015 financial results related to the settlement of risk management contracts associated with 2014 year-end inventory;
- lower sales volumes for iso-octane due to: i) the scheduled turnaround that commenced in early September; and ii) unscheduled downtime at the AEF facility in the first quarter of 2016 when the facility operated on average at approximately 80% of capacity;
- weaker margins from the sale of iso-octane during the second and third quarters of 2016 as discussed above; and
- approximately \$11 million in higher lease and storage costs associated with the receipt of previously ordered railcars and lower railcar utilization.

See the section titled "Segmented Results of Operations" for more information on operating results by segment.

### Cash Flow Metrics

For the three months ended September 30, 2016, cash flow from operating activities was \$137 million, \$19 million higher than the same period in 2015 primarily due to a lower cash requirement to fund the purchase of butane for the production of iso-octane, as the AEF facility was taken off-line for its scheduled maintenance turnaround.

For the nine months ended September 30, 2016, cash flow from operating activities was \$373 million, \$149 million lower than the same period last year due to:

- a higher cash requirement in 2016 to fund the seasonal build of inventory as NGL prices have trended upward since the end of 2015, particularly for propane. Comparatively, NGL prices were declining in the first nine months of 2015 resulting in a lower cash outflow to fund inventory needs; and
- approximately \$40 million of one-time realized cash gains that were included in the first quarter of 2015 financial results as discussed above.

In the determination of distributable cash flow, changes in non-cash working capital are excluded because they are primarily the result of seasonal fluctuations in product inventories. Also deducted from distributable cash flow are maintenance capital expenditures and the long-term incentive plan expense, which are funded from current operating cash flow. Distributable cash flow is used to assess the level of cash flow generated from ongoing operations and to evaluate the adequacy of internally generated cash flow to fund dividends. Refer to the section of this MD&A titled, "Dividends: Distributable Cash Flow", for a reconciliation of cash flow from operating activities to distributable cash flow.

Distributable cash flow for the first nine months of 2016 was robust despite the commencement of a major turnaround at AEF and continued low producer activity in Alberta. These financial results stem from: i) incremental cash flow generated from the various growth projects completed in the prior year; and ii) ongoing demand for Keyera's diluent handling services, particularly storage and transportation. Distributable cash flow for the three and nine months ended September 30, 2016 was \$101 million and \$356 million, \$25 million and \$3 million lower than the same periods in 2015. Distributable cash flow was unusually high in 2015 due to the inclusion of \$40 million of non-recurring cash gains from risk management contracts referred to above.

## SEGMENTED RESULTS OF OPERATIONS

Keyera is organized into two integrated businesses: the Gathering and Processing Business Unit and the Liquids Business Unit. The Liquids Business Unit consists of the Liquids Infrastructure and Marketing segments. A complete description of Keyera's businesses by segment can be found in Keyera's Annual Information Form, which is available at [www.sedar.com](http://www.sedar.com).

The discussion of the results of operations for each of the operating segments focuses on operating margin. Operating margin refers to operating revenues less operating expenses and does not include the elimination of inter-segment transactions. Management believes operating margin provides an accurate portrayal of operating profitability by segment. Keyera's Gathering and Processing and Liquids Infrastructure segments charge Keyera's Marketing segment for the use of facilities at market rates. These segment measures of profitability for the three and nine months ended September 30, 2016 and 2015 are reported in note 14, Segment Information, of the accompanying financial statements.

### Gathering and Processing

Keyera currently has interests in 17 active gas plants in western Canada and is operator of 15 of these facilities, making it one of the largest gas processors in Alberta. The Gathering and Processing segment includes raw gas gathering systems and processing plants strategically located in the natural gas production areas on the western side of the Western Canada Sedimentary Basin ("WCSB"). Several of the gas plants are interconnected by raw gas gathering pipelines, allowing raw gas to be directed to the gas plant best suited to process the gas. Keyera's facilities and gathering systems collectively constitute a network that is well positioned to serve drilling and production activity in the WCSB.

Operating margin for the Gathering and Processing segment was as follows:

| Operating Margin and Throughput Information<br>(Thousands of Canadian dollars) | Three months ended<br>September 30, |               | Nine months ended<br>September 30, |                |
|--|-------------------------------------|---------------|------------------------------------|----------------|
|  | 2016                                | 2015          | 2016                               | 2015           |
| Revenue including inter-segment transactions                                   | 119,952                             | 123,752       | 342,428                            | 337,659        |
| Operating expenses   | (48,249)                            | (54,443)      | (132,070)                          | (152,139)      |
| Unrealized loss on electricity financial contracts                             | (14)                                | (72)          | (14)                               | 10             |
| Total operating expenses   | (48,263)                            | (54,515)      | (132,084)                          | (152,129)      |
| <b>Operating margin</b>  | <b>71,689</b>                       | <b>69,237</b> | <b>210,344</b>                     | <b>185,530</b> |
| Gross processing throughput – (MMcf/d)   | 1,367                               | 1,476         | 1,454                              | 1,479          |
| Net processing throughput <sup>1</sup> – (MMcf/d)                              | 1,073                               | 1,121         | 1,125                              | 1,145          |

Note:

<sup>1</sup> Net processing throughput refers to Keyera's share of raw gas processed at its processing facilities.



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### ***Operating Margin and Revenues***

The Gathering and Processing segment recorded strong financial results for the three and nine months ended September 30, 2016, despite the continued low commodity price environment and the corresponding low drilling activity levels in Alberta. Operating margin for the third quarter of 2016 was \$72 million, \$2 million higher than the same period in 2015 primarily due to approximately \$6 million of incremental cash flow associated with:

- the acquisition of an additional 35% ownership interest in the Alder Flats gas plant and associated gathering system that closed in August 2016; and
- higher ethane volumes related to the Rimbey turbo expander that became operational in the third quarter of 2015.

These factors were partly offset by: i) \$2 million in lower revenue at the Strachan gas plant compared to 2015 when the financial results included the recovery of costs for the turnaround completed at Strachan in 2014; and ii) lower revenue resulting from a decline in throughput at certain facilities due to reduced drilling activity, including the Rimbey, Strachan and Nevis gas plants.

Operating margin for the nine months ended September 30, 2016 was \$210 million, \$25 million higher than the same period in 2015 largely due to approximately \$37 million of incremental cash flow associated with the following projects that came on stream in 2015:

- the Twin Rivers pipeline system that was operational in April 2015 and is delivering additional volume to the Brazeau River and West Pembina gas plants;
- the Rimbey turbo expander and fractionation de-bottlenecking projects that were operational in July 2015, including the revenue from ethane sales under a long-term contract; and
- the addition of the Alder Flats gas plant that became operational in May 2015 and the acquisition of an additional 35% ownership interest in the plant and gathering pipeline in August 2016.

The effect of these incremental cash flows was partly offset by: i) \$7 million in lower revenue at the Strachan gas plant associated with the recovery of 2014 turnaround costs in 2015; ii) \$2 million in lower operating margin from the Caribou gas plant that was shut-in in December 2015; and iii) \$3 million in one-time upward adjustments to revenue that were included in the first quarter of 2015 financial results for the Simonette gas plant.

Gathering and Processing revenues for the three and nine months ended September 30, 2016 was \$120 million and \$342 million, \$4 million lower compared to the third quarter of 2015 and \$5 million higher than the first nine months of 2015. Variances in operating margin typically influence changes in revenues for the Gathering and Processing segment. However, for 2016 gross revenue was reduced due to Keyera's efforts to reduce operating costs. As most of Keyera's facilities flow-through operating costs to its customers, lower operating expenses result in lower revenues with minimal impact on Keyera's overall margin as discussed in greater detail below.

### ***Gathering and Processing Activity***

While the low commodity price environment has continued to limit overall producer activity in western Canada, Keyera is continuing to work with its customers to deliver cost-effective and value-added services intended to enhance their economics, while at the same time maximizing throughput and efficiencies at Keyera's gathering and processing facilities. Beginning in 2016, Keyera has made additional effort to reduce operating costs at several of its gas plants. This cost reduction initiative, combined with lower electricity costs, resulted in an 11% and 13% reduction in operating expenses for the three and nine months ended September 30, 2016 compared to the prior year. Overall operating expenses were reduced despite adding new facilities in 2015. Most of Keyera's facilities follow a flow-through operating cost model under which operating expenses are passed on to its customers and directly improve a producer's net-back calculations when costs are reduced.

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Gross processing throughput averaged 1,367 million cubic feet per day for the third quarter of 2016, a 4% decrease compared to the second quarter of 2016 and 7% lower compared to the same period in 2015. Lower overall throughput in the third quarter of 2016 was a result of several factors, including the continued low drilling activity in Alberta due to the low commodity price environment.

Throughput in the second and third quarters of 2016 was also negatively affected by restrictions imposed by TransCanada PipeLines Limited ("TransCanada") on its sales gas pipelines at several Keyera facilities, including the Strachan, Brazeau River, West Pembina and Minnehik Buck Lake gas plants. Although it is difficult to accurately quantify the effect on throughput resulting from these restrictions, Keyera estimates that the impact on throughput at its facilities was lower in 2016 compared to the prior year.

Despite the reduction in overall average gross processing throughput at Keyera's facilities, third quarter financial results remained stable because of producer commitments at certain facilities along with the contribution from investments in expanded service offerings, such as the sale of ethane associated with Keyera's investment in the Rimbey turbo expander.

In August, Keyera acquired an additional 35% ownership interest in the Alder Flats gas plant and the associated gathering pipelines from Bellatrix Exploration Ltd. ("Bellatrix"). The total consideration for the acquisition was approximately \$113 million, which included: i) the additional working interest in the facility; ii) a 10-year take-or-pay commitment and an area dedication; and iii) a pre-payment in the amount of approximately \$27 million for future construction costs associated with Keyera's additional 35% ownership in Phase 2 of the Alder Flats gas plant. Keyera now owns 70% of the Alder Flats gas plant and gathering pipelines, while Bellatrix continues to be an owner and the operator of the facility. Currently, the Alder Flats gas plant, which is located in west central Alberta, has a licensed capacity of 110 million cubic feet per day. Phase 2 is expected to have a design inlet capacity of 120 million cubic feet per day and a target on stream date in the first half of 2018. Bellatrix is responsible for constructing Phase 2 and engineering work was underway during the third quarter of 2016.

Keyera is encouraged by the recent modest recovery in commodity prices compared to the first quarter of 2016. There are some indications that drilling activity may increase, particularly in geological zones that are rich in natural gas liquids. Keyera's gathering and processing facilities are strategically located in some of the most geologically attractive areas of the WCSB, where producers' economics continue to be commercially competitive.

Front-end engineering work associated with the proposed Wapiti gas plant advanced during the third quarter and a detailed cost estimate is expected to be completed by the end of this year. Based on preliminary estimates, Keyera expects the total cost of the project to be approximately \$600 million. The proposed Wapiti gas plant is subject to final sanctioning by Keyera or its primary customer at any time prior to the end of 2018.

The proposed Wapiti gas plant would be designed to process up to 300 million cubic feet per day of sour gas and 25,000 barrels per day of field condensate. Based on the current plans, the gas processing facilities could be constructed in phases of 150 million cubic feet per day of capacity depending on demand. Earlier this year, Keyera acquired the main project site, all third-party engineering work completed to the date of acquisition and a successfully-tested acid gas injection well, for a total cost of approximately \$19 million. In connection with this acquisition, Keyera entered into a long-term gas handling agreement with the vendor which includes an area dedication and a take-or-pay commitment. Keyera is also negotiating with other producers in the area to commit additional volumes.

A maintenance turnaround was completed at the Nordegg River gas plant in the third quarter at a cost of approximately \$5 million, of which Keyera's net share was approximately \$3 million. For 2017, turnarounds are scheduled for the Simonette and Gilby gas plants at a combined cost of approximately \$14 million. The costs associated with maintenance turnarounds are capitalized for accounting purposes and do not have an effect on operating expenses in the Gathering and Processing segment. However, as many of Keyera's facilities follow a flow-through operating cost structure, the cost of turnarounds will generally be recovered

through higher operating fee revenue. Keyera expects to recover the majority of turnaround costs over varying periods depending on the fee arrangement at each plant. Distributable cash flow is reduced by Keyera's share of the cost of the turnarounds, as these costs are included in its financial results as maintenance capital expenditures.

### Liquids Infrastructure

The Liquids Infrastructure segment provides fractionation, storage, transportation and terminalling services for NGLs and crude oil and produces iso-octane. These services are provided to customers through an extensive network of facilities, including the following assets:

- NGL and crude oil pipelines;
- underground NGL storage caverns;
- above ground storage tanks;
- NGL fractionation facilities;
- pipeline, rail and truck terminals; and
- the AEF facility.

The AEF facility has a licensed capacity of 13,600 barrels per day of iso-octane. Iso-octane is a low vapour pressure, high-octane gasoline blending component. AEF uses butane as the primary feedstock to produce iso-octane. As a result, AEF's business creates positive synergies with Keyera's Marketing business, which purchases, handles, stores and sells large volumes of butane.

Most of Keyera's Liquids Infrastructure assets are located in, or connected to, the Edmonton/Fort Saskatchewan area of Alberta, one of four key NGL hubs in North America. A significant portion of the NGL production from Alberta raw gas processing plants is delivered into the Edmonton/Fort Saskatchewan area via multiple NGL gathering systems for fractionation into specification products and delivery to market. Keyera's underground storage caverns at Fort Saskatchewan are used to store NGL mix and specification products. For example, propane can be stored in the summer months to meet winter demand; condensate can be stored to meet the continuous diluent supply needs of the oil sands sector; and butane can be stored to meet blending and iso-octane feedstock requirements.

Keyera's Liquids Infrastructure assets are closely integrated with its Marketing segment, providing the ability to source, transport, process, store and deliver products across North America. A portion of the revenues earned by this segment relates to services provided to Keyera's Marketing segment. All of the revenues in this segment that are associated with the AEF facility relate to processing services provided to the Marketing segment for the production of iso-octane.

Operating margin for the Liquids Infrastructure segment was as follows:

| Operating Margin  | Three months ended<br>September 30, |               | Nine months ended<br>September 30, |                |
|---|-------------------------------------|---------------|------------------------------------|----------------|
| (Thousands of Canadian dollars)                                 | 2016                                | 2015          | 2016                               | 2015           |
| Revenue including inter-segment transactions                    | 90,178                              | 87,310        | 274,681                            | 256,233        |
| Operating expenses  | (27,441)                            | (29,926)      | (91,480)                           | (92,755)       |
| Unrealized gain (loss) on electricity and natural gas contracts | 44                                  | (1,853)       | 122                                | 494            |
| Total operating expenses  | (27,397)                            | (31,779)      | (91,358)                           | (92,261)       |
| <b>Operating margin</b>   | <b>62,781</b>                       | <b>55,531</b> | <b>183,323</b>                     | <b>163,972</b> |

### Operating Margin and Revenues

For the quarter ended September 30, 2016, the Liquids Infrastructure segment posted record financial results. Operating margin was \$63 million, \$7 million or 13% higher than the same period in 2015. Excluding the effect of unrealized gains and losses from risk management contracts in both periods, operating margin was \$5 million or 9% higher in the third quarter of 2016 compared to the same period in the prior year.

The higher financial results for the quarter were largely due to the following:

- approximately \$5 million in incremental margins generated from recent investments, including the fractionation expansion at Fort Saskatchewan that became operational in late May 2016 and the Josephburg Rail Terminal that became operational in July 2015;
- approximately \$2 million in higher fees charged to the Marketing segment for terminalling services at Keyera's Hull terminal in Texas; and
- approximately \$2 million in higher processing fees charged to the Marketing segment for the production of iso-octane. The processing fees were increased to include the cost of the scheduled turnaround that began in September.

These factors were partly offset by: i) a reduction in demand for condensate rail imports at Keyera's Alberta Diluent Terminal; ii) a reduction in tariffs offered to a customer on the Fort Saskatchewan Pipeline transportation pipeline effective September 2015, as part of an agreement to secure a longer term commitment for service; and iii) a reduction in fractionation rates. As the new contract year commenced on April 1<sup>st</sup>, fractionation rates, on average, are lower compared to the prior year due to the current low commodity price environment, low producer activity and incremental fractionation capacity coming on stream in Alberta.

On a year to date basis, operating margin was \$183 million, \$19 million or 12% higher than the same period in 2015. The higher financial results for the first nine months of 2016 were largely due to the following:

- approximately \$13 million in incremental margins generated from recent investments, including the de-ethanizer facility that became operational in April 2015, the fractionation expansion at Fort Saskatchewan, and the Josephburg Rail Terminal;
- approximately \$7 million in higher operating margin from Keyera's condensate network, including higher storage revenue resulting from long-term, fee-for-service arrangements with oil sands producers; and
- approximately \$8 million in higher fees charged to the Marketing segment for the production of iso-octane at AEF and terminalling services at the Hull rail and truck terminal.

These factors were partly offset by the same factors as discussed for the third quarter results. The financial effect of the fee reduction on the Fort Saskatchewan pipeline was approximately \$5 million for the first nine months of 2016.

Liquids Infrastructure revenues for the three and nine months ended September 30, 2016, were \$3 million and \$18 million higher than the same periods in 2015, primarily due to the same factors that contributed to higher operating margin.

### ***Liquids Infrastructure Activity***

Demand for Keyera's diluent handling services has been strong and continues to grow as both new oil sands projects and phased expansions of existing projects commence operation. Keyera has long-term, take-or-pay agreements in place with several major oil sands producers, including Imperial Oil, Husky, Suncor, Cenovus and CNRL. Under these agreements, Keyera provides a variety of services including diluent transportation, storage and rail offload services in the Edmonton/Fort Saskatchewan area. In the third quarter of 2016, Keyera closed the acquisition of the northern segment of a 49-kilometre, 8-inch pipeline for an acquisition cost of approximately \$18 million. This section of pipeline is currently being converted into condensate service in order to receive diluent from the North West Sturgeon Refinery under a long-term diluent handling agreement (the "North Condensate Connector pipeline").

At Keyera's Alberta Diluent Terminal ("ADT"), rail based imports of condensate have been lower in 2016 compared to the prior year. This trend is expected to continue for the near term, as Enbridge's Southern Lights pipeline and Kinder Morgan's Cochin pipeline are able to deliver most of the current demand for condensate imports for the oil sands. Keyera's diluent handling network at Fort Saskatchewan is connected

to these supply sources, and Keyera remains the only condensate delivery point in Alberta for the Cochin pipeline. Cash flow is generated as diluent moves through Keyera's network of integrated assets.

In November, Keyera entered into an agreement with a major US midstream energy company to construct pipeline connections between that company's pipeline system and the pipeline Keyera acquired from Williams Purity Pipelines LLC in the first quarter of 2016 for US\$24 million. As part of this agreement, the parties have also agreed on the commercial terms pursuant to which Keyera will have access to long-term storage and other midstream services once the connections have been completed. These connections and the work Keyera is undertaking on its newly acquired pipeline, will effectively connect Keyera's Hull Terminal to infrastructure facilities in Mont Belvieu, North America's largest NGL hub. This connectivity, together with the commercial arrangements that have been negotiated, are expected to provide Keyera with access to transport NGLs (NGL mix and specification products) in and out of the Mont Belvieu area, providing further commercial opportunities for its Marketing segment in the United States. The combined total cost for the third party pipeline connections and the work being undertaken to prepare Keyera's pipeline for operation (including the connection facilities at the Hull Terminal, installation of pumps and metering systems and completion of pipeline repairs and integrity work), is expected to range between US\$20 million and US\$25 million. The pipeline is anticipated to be in service by 2018, assuming construction of the pipeline connections and the pipeline preparation work is completed in a timely manner.

The AEF facility is operated by the Liquids Infrastructure operating segment and provides iso-octane processing services to the Marketing segment on a fee-for-service basis. AEF was off-line for its scheduled turnaround beginning in early September until early November, approximately two weeks longer than initially planned. As a result of the turnaround, there was no production for most of September and all of October. As of the date of this MD&A, AEF is operating at close to capacity. The total cost of the turnaround was approximately \$40 million, including the replacement of catalyst. In addition, approximately \$8 million of maintenance capital projects were completed while the facility was off-line. The expenditures reflected in the financial results for the period ended September 30, 2016 were \$20 million for the turnaround and catalyst and \$4 million for maintenance capital work. Keyera's investment in the maintenance turnaround at AEF is to support safe, efficient and reliable operations for the long term.

Keyera continues to focus on enhancing its infrastructure to meet the needs of its customers. The table below is a status update of previously announced major projects in the Liquids Infrastructure segment:

| Capital Projects Status Update – Liquids Infrastructure |   |   |
|---|---|---|
| Facility/Area   | Project Description   | Project Status Update   |
| Keyera Fort Saskatchewan                                | <b>NGL Fractionation Expansion:</b> construction of a 35,000 barrel per day C3+ mix fractionation facility, more than doubling the facility's existing capacity to 65,000 barrels per day. The project includes the construction of new receipt facilities, operational storage and pipeline connections. | <p>The fractionation expansion was operational in late May.</p> <ul style="list-style-type: none"> <li>Completed at a final gross cost of approximately \$203 million (Keyera's share was \$156 million)</li> <li>Total gross cost was approximately \$30 million below the original cost estimate for this project due to project efficiencies and improved labour costs and productivity.</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>\$3 million and \$31 million for the three and nine months ended September 30, 2016</li> <li>\$156 million since inception</li> </ul> |

| Facility/Area            | Project Description  | Project Status Update  |
|--------------------------|--|--|
| Keyera Fort Saskatchewan | <p><b>Underground Storage Development:</b> development of four additional underground storage caverns, including ancillary infrastructure such as pumps, piping and brine pond capacity.</p> | <p>Washing of the 14<sup>th</sup> and 15<sup>th</sup> caverns continued. The 14<sup>th</sup> and 15<sup>th</sup> caverns are anticipated to be in service in the first half of 2017 and 2018 respectively.</p> <p>Drilling of the well bores for the 16<sup>th</sup> and 17<sup>th</sup> caverns was completed in the third quarter.</p> <p><i>Estimated total cost to complete:</i></p> <ul style="list-style-type: none"> <li>• Gross cost is approximately \$115 million (Keyera's net share is approximately \$90 million).</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>• \$9 million and \$16 million for the three and nine months ended September 30, 2016</li> <li>• \$67 million since inception</li> </ul> |
| Edmonton                 | <p><b>Condensate Tanks:</b> construction of four condensate storage tanks, each capable of holding approximately 60,000 barrels of product.</p>  | <p>Regulatory approvals have been received and construction is underway. The tanks are expected to be operational in mid-2017.</p> <p><i>Estimated total cost to complete:</i></p> <ul style="list-style-type: none"> <li>• Cost to Keyera is approximately \$70 million, approximately \$20 million lower than originally forecasted</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>• \$7 million and \$10 million for the three and nine months ended September 30, 2016</li> <li>• \$12 million since inception</li> </ul>   |



| Facility/Area   | Project Description  | Project Status Update   |
|---|--|---|
| <b>Edmonton/Fort Saskatchewan</b>   | <p><b>North Condensate Connector and South NGL Connector:</b> purchase of the northern segment of a 49-kilometre, 8-inch pipeline (“North Condensate Connector”), that will be used to receive diluent from the North West Sturgeon Refinery under a long-term diluent handling agreement. The north segment of the pipeline was acquired for approximately \$18 million in the third quarter of 2016.</p> <p>Keyera will lease the southern portion of this pipeline between Edmonton and Fort Saskatchewan to provide increased flexibility and capacity (up to 60,000 barrels per day) for transportation services in the Edmonton/Fort Saskatchewan area (“South NGL Connector”).</p>  | <p>Keyera expects to incur approximately \$50 million of capital cost for connections and other conversion work required for both segments of the pipeline to be put into service. The North Condensate Connector is expected to be in service in the first quarter of 2017 and the South NGL Connector is expected to be operational in early 2018.</p> <p>The lease of the South NGL Connector from Praxair Canada Inc. is subject to satisfaction of final closing conditions.</p> <p><i>Total net costs incurred by Keyera to September 30, 2016 for connections and conversion work:</i></p> <ul style="list-style-type: none"> <li>• \$4 million and \$8 million for the three and nine months ended September 30, 2016</li> <li>• \$9 million since inception</li> </ul> |
| <b>Norlite Pipeline (30/70 joint venture with Enbridge Pipelines (Athabasca) Inc. (“Enbridge”))</b> | <p><b>Norlite Pipeline:</b> Keyera has committed to participate as a 30% non-operating owner in the Norlite Pipeline which delivers diluent from the Fort Saskatchewan area to certain oil sands projects. Enbridge will construct and operate the pipeline which is expected to be in service mid-2017.</p> <p>The scope includes a 24-inch pipeline, providing an initial capacity of approximately 224,000 barrels per day of diluent and the potential to be further expanded to 400,000 barrels per day with the addition of pump stations.</p> <p>Keyera’s diluent transportation system in the Fort Saskatchewan area will deliver product into the Norlite Pipeline, providing the Norlite shippers with access to multiple sources of diluent supply.</p> | <p>Construction is progressing according to plan.</p> <p><i>Estimated total cost to complete:</i></p> <ul style="list-style-type: none"> <li>• Gross cost as estimated by Enbridge is approximately \$1.3 billion (Keyera’s net share is approximately \$390 million).</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>• \$39 million and \$125 million for the three and nine months ended September 30, 2016</li> <li>• \$189 million since inception</li> </ul>  |

| Facility/Area  | Project Description   | Project Status Update   |
|--|---|---|
| <b>Edmonton (50/50 joint venture with Kinder Morgan)</b>                             | <p><b>Base Line Terminal:</b> construction of 12 above ground crude oil storage tanks with the ability to provide customers with 4.8 million barrels of storage capacity. Kinder Morgan will construct the project and operate the terminal once it is in service.</p> <p>The project is expected to be commissioned in phases, with the first tanks scheduled to be commissioned in early 2018, and the remaining tanks scheduled for commissioning throughout the remainder of 2018, based on the most recent construction schedule.</p>  | <p>Construction of the tanks commenced in the second quarter and has been progressing.</p> <p><i>Estimated total cost to complete:</i></p> <ul style="list-style-type: none"> <li>• Keyera's net share of costs is approximately \$330 million.</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>• \$22 million and \$60 million for the three and nine months ended September 30, 2016</li> <li>• \$70 million since inception</li> </ul>   |
| <b>Edmonton (50/50 joint venture with Grand Rapids Pipeline Limited Partnership)</b> | <p><b>South Grand Rapids Pipeline:</b> Keyera has committed to acquire a 50% interest in the southern portion of the 20-inch, 45-kilometre diluent Grand Rapids Pipeline when it is completed in 2017. The pipeline will be constructed by Grand Rapids Pipeline Limited Partnership ("GRPLP"), an affiliate of TransCanada PipeLines Limited and Brion Energy Corporation. The pipeline will extend from Keyera's Edmonton Terminal to TransCanada's Heartland Terminal near Fort Saskatchewan. Keyera will be operator of the pipeline.</p> <p>As part of this project, Keyera is constructing a pump station at its Edmonton Terminal where the pipeline will connect. Keyera will sell a 50% ownership interest in the pump station to GRPLP once the pipeline is complete.</p> | <p>Engineering work associated with the pump station progressed and regulatory approvals were received in the third quarter of 2016.</p> <p>The pipeline and associated pump station is expected to be in service in the second half of 2017.</p> <p><i>Estimated total cost to complete:</i></p> <ul style="list-style-type: none"> <li>• Keyera's 50% share is \$110 million for acquisition of the pipeline and \$35 million for construction of the pump station for a total combined cost of approximately \$145 million.</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>• \$4 million and \$7 million for the three and nine months ended September 30, 2016</li> <li>• \$8 million since inception</li> </ul> |

| Facility/Area | Project Description  | Project Status Update  |
|---------------|--|--|
| Edmonton      | <p><b>Fort Saskatchewan Condensate System Expansion:</b> construction of a 24-inch pipeline and manifold that will connect the Norlite Pipeline and the South Grand Rapids Pipeline to Keyera's existing condensate transportation infrastructure.</p> | <p>Construction of the 24-inch pipeline was completed in the first quarter of 2016. Commencement of service on this line will coincide with the startup of the Norlite Pipeline.</p> <p>Engineering work is completed and construction is underway on the manifold within the Heartland area and will be incorporated into Keyera's condensate system in the second quarter of 2017.</p> <p><i>Estimated total cost to complete:</i></p> <ul style="list-style-type: none"> <li>• Cost is expected to be \$40 million.</li> </ul> <p><i>Total net costs incurred by Keyera to September 30, 2016:</i></p> <ul style="list-style-type: none"> <li>• \$10 million and \$23 million for the three and nine months ended September 30, 2016</li> <li>• \$26 million since inception</li> </ul> |

Estimated costs and completion times for the projects currently under development that are discussed above assume that construction proceeds as planned, that actual costs are in line with estimates and, where required, that regulatory approvals and any other third-party approvals or consents are received on a timely basis. A portion of the costs incurred for completed and ongoing projects are based on estimates. Final costs may differ when actual invoices are received or contracts are settled. Costs for the projects described above exclude carrying charges (i.e. capitalized interest). The section of this MD&A titled, "Forward-Looking Information", provides more information on factors that could affect the development of these projects.

## Marketing

The Marketing segment is focused on the distribution and sale of products associated with Keyera's facilities, including NGLs, crude oil, iso-octane and sulphur. Keyera markets products acquired through processing arrangements, term supply agreements and other purchase transactions. Most NGL volumes are purchased under one-year supply contracts typically with terms beginning in April of each year. In addition, Keyera has long-term supply arrangements with several producers for a portion of its NGL supply. Keyera may also source additional condensate or butane, including from the U.S., when market conditions and associated sales contracts are favourable.

Keyera negotiates sales contracts with customers in Canada and the U.S. based on the volumes it has contracted to purchase. In the case of condensate sales, the majority of the product is sold to customers in Alberta shortly after it is purchased. Butane is used as the primary feedstock in the production of iso-octane at Keyera's AEF facility and therefore a significant portion of the contracted butane supply is retained for Keyera's own use, and the balance is generally sold into the Alberta market shortly after it is purchased.

Propane markets, in contrast, are more seasonal and geographically diverse. Keyera sells propane in various North American markets, often where the only option for delivery is via railcar or truck. Keyera is well positioned to serve these markets due to its extensive infrastructure and rail logistics expertise. Further, because demand for propane is typically higher in the winter, Keyera can utilize its NGL storage facilities to build an inventory of propane during the summer months when prices are typically lower to fulfill winter term-sales commitments.

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Keyera manages its NGL supply and sales portfolio by monitoring its inventory position and purchase and sale commitments. Nevertheless, the Marketing business is exposed to commodity price fluctuations arising between the time contracted volumes are purchased and the time they are sold, as well as being exposed to pricing differentials between different geographic markets. These risks are managed by purchasing and selling product at prices based on the same or similar indices or benchmarks, and through physical and financial contracts that include energy-related forward contracts, price swaps, forward currency contracts and other hedging instruments. A more detailed description of the risks associated with the Marketing segment is available in Keyera's Annual Information Form, which is available at [www.sedar.com](http://www.sedar.com).

Keyera's primary markets for iso-octane are in the Gulf Coast and Midwestern United States and Western Canada. Demand for iso-octane is seasonal, with higher demand in the summer months resulting in higher sales prices. There can be significant variability in iso-octane margins. As with Keyera's other marketing activities, various strategies are utilized to mitigate the risks associated with the commodity price exposure, including the use of financial contracts. The section of this MD&A titled "Risk Management" provides more information on the risks associated with the sale of iso-octane and Keyera's related hedging strategy.

Keyera also engages in crude oil midstream activities, where it operates facilities at various locations in Alberta that allow it to transport, process and blend crude oil. A significant proportion of these activities are undertaken as joint ventures, where Keyera obtains access to various crude oil streams. Crude oil midstream margins are earned by blending products of lower value into higher value product streams. As a result, these transactions are exposed to volatility in price and quality differentials between various product streams. Keyera manages this risk by balancing its purchases and sales and locking in margins through its risk management strategies.

Overall, the integration of Keyera's business lines means that its Marketing segment can draw on the resources available to it through its two facilities based operating segments (Liquids Infrastructure and Gathering and Processing), including access to NGL supply and key fractionation, storage and transportation infrastructure and logistics expertise.

Operating margin for the Marketing segment was as follows:

| <b>Operating Margin and Sales Volumes Information</b><br>(Thousands of Canadian dollars)                                  | <b>Three months ended<br/>September 30,</b> |           | <b>Nine months ended<br/>September 30,</b> |             |
|---|---|-----------|--|-------------|
|   | <b>2016</b>                                 | 2015      | <b>2016</b>                                | 2015        |
| Revenue   | <b>472,442</b>                              | 497,951   | <b>1,388,906</b>                           | 1,495,612   |
| Operating expenses including inter-segment transactions   | <b>(448,617)</b>                            | (398,644) | <b>(1,296,378)</b>                         | (1,306,562) |
| <b>Operating margin</b>   | <b>23,825</b>                               | 99,307    | <b>92,528</b>                              | 189,050     |
| <br>  |   |           |  |             |
| Sales volumes (Bbl/d)   | <b>117,000</b>                              | 103,100   | <b>127,500</b>                             | 107,800     |
| <br>  |   |           |  |             |
| <b>Composition of Marketing Revenue</b><br>(Thousands of Canadian dollars)  | <b>Three months ended<br/>September 30,</b> |           | <b>Nine months ended<br/>September 30,</b> |             |
|   | <b>2016</b>                                 | 2015      | <b>2016</b>                                | 2015        |
| Physical sales  | <b>473,909</b>                              | 462,935   | <b>1,392,196</b>                           | 1,489,187   |
| Realized cash gain on financial contracts <sup>1</sup>  | <b>7,989</b>                                | 8,854     | <b>20,597</b>                              | 39,767      |
| Unrealized gain (loss) due to reversal of financial contracts existing at end of prior period                             | <b>6,969</b>                                | 10,374    | <b>(6,178)</b>                             | (42,528)    |
| Unrealized (loss) gain due to fair value of financial contracts existing at end of current period                         | <b>(16,298)</b>                             | 16,761    | <b>(16,298)</b>                            | 16,761      |
| Unrealized loss due to reversal of fixed price physical contracts existing at end of prior period                         | <b>(18)</b>                                 | (2,243)   | <b>(1,302)</b>                             | (8,845)     |
| Unrealized (loss) gain due to fair value of fixed price physical contracts existing at end of current period <sup>2</sup> | <b>(109)</b>                                | 1,270     | <b>(109)</b>                               | 1,270       |
| <br>  |   |           |  |             |
| Total unrealized (loss) gain on risk management contracts   | <b>(9,456)</b>                              | 26,162    | <b>(23,887)</b>                            | (33,342)    |
| <b>Total (loss) gain on risk management contracts</b>   | <b>(1,467)</b>                              | 35,016    | <b>(3,290)</b>                             | 6,425       |
| <br>  |   |           |  |             |
| <b>Total Marketing revenue</b>  | <b>472,442</b>                              | 497,951   | <b>1,388,906</b>                           | 1,495,612   |

Notes:

<sup>1</sup> Realized cash gains and losses represent actual cash settlements or receipts under the respective contracts.

<sup>2</sup> Unrealized gains and losses represent the change in fair value of fixed price physical contracts that meet the GAAP definition of a derivative instrument.

### **Revenue and Operating Margin**

The Marketing segment recorded third quarter 2016 operating margin of \$24 million, \$75 million lower than the same period in 2015. Excluding the effect of non-cash unrealized gains and losses from risk management contracts in both periods, operating margin was \$40 million lower in the third quarter of 2016 compared to the same period last year. The factors that contributed to the lower realized operating results in the third quarter of 2016 included the following:

- approximately \$38 million in lower operating margin for iso-octane largely due to: i) reduced iso-octane production and sales volumes resulting from the scheduled turnaround at AEF that began in early September; and ii) weaker gasoline prices and lower premiums earned on the sale of iso-octane. Iso-octane premiums were especially high in the third quarter of 2015. The market fundamentals that have resulted in weaker iso-octane margins in 2016 are discussed in the Market Overview section below; and

- approximately \$2 million in higher lease and storage costs associated with the receipt of previously ordered railcars and lower railcar utilization.

On a year to date basis, operating margin was \$93 million for the first nine months of 2016, \$97 million lower than the same period last year. Excluding the effect of non-cash unrealized gains and losses from risk management contracts in both periods, operating margin was \$106 million lower in 2016 compared to the same period in 2015. The factors that contributed to the significantly lower realized operating results in 2016 included the following:

- the inclusion of an approximately \$40 million non-recurring cash gain in the first quarter 2015 financial results related to the settlement of financial and physical risk management contracts associated with 2014 year-end inventory;
- lower sales volumes for iso-octane due to: i) the scheduled turnaround that began in early September; and ii) unscheduled downtime at the AEF facility in the first quarter of 2016 when the facility operated on average at approximately 80% of capacity;
- lower operating margin from the sale of iso-octane in the second and third quarters of 2016 resulting from weaker gasoline prices and a lower premium for iso-octane as discussed above; and
- approximately \$11 million in higher lease and storage costs associated with the receipt of previously ordered railcars and lower railcar utilization.

Keyera's crude oil midstream business contributed similar operating margin to the 2016 financial results as in the first nine months of 2015 as blending volumes and margins were stable.

In general, gross revenue in the Marketing segment is influenced by sales volumes as well as commodity prices, in particular for NGLs and iso-octane. For the three months ended September 30, 2016, revenue from physical sales was \$11 million higher than the same period in 2015 primarily due to higher sales volumes for condensate. On a year to date basis, revenue from physical sales was \$97 million lower in 2016 compared to the first nine months of 2015, due to reduced average prices for all products, particularly in the first quarter of 2016. Sales volumes were higher primarily due to the increase in sales of ethane associated with Keyera's de-ethanizer facility in Fort Saskatchewan that became operational in April 2015. Ethane sales do not contribute a significant amount to operating margin in the Marketing segment.

### **Market Overview**

Iso-octane sales volumes and operating margin were lower in the third quarter of 2016, as a result of the turnaround at AEF. Sales volumes were minimal in September and there was no production in October as the facility was off-line. As of the date of this MD&A, AEF is operating at close to capacity. Refer to the section of this MD&A, "Segmented Results of Operations: Liquids Infrastructure", for more information relating to the turnaround at AEF that was completed at the end of October.

Demand for iso-octane typically increases in the summer months as driving activity and gasoline demand increase, which generally translates into premium pricing for gasoline and iso-octane. According to the U.S. Energy Information Administration's October report, there has been a year-over-year growth in gasoline consumption in 2016. However, despite this rising demand, iso-octane margins were weaker in the second and third quarters of 2016 compared to the same periods last year, due to higher gasoline inventories in the U.S. market. In 2015, gasoline prices and in particular the premium charged for iso-octane were exceptionally strong due to high driving demand and lower gasoline inventory levels.

Margins from the sale of butane have become a smaller portion of Keyera's overall Marketing strategy as most of the butane purchased is utilized for its internal requirements, including the feedstock necessary for the production of iso-octane. As butane prices seasonally decline in the spring and summer months, Keyera has in the past utilized its logistics and storage capabilities to import butane from the U.S. during these low demand periods. For most of 2016, market fundamentals were not typical as butane prices were weaker in Alberta



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relative to markets in the U.S. As a result, Keyera imported significantly lower volumes of butane to meet the needs of AEF in 2016.

With the reduction in drilling activity in North America in response to low commodity prices, butane prices have recently strengthened. Although this trend may continue, butane prices are expected to remain weak compared to longer term historical norms. Butane costs directly affect iso-octane margins as it takes approximately 1.4 barrels of butane to yield a barrel of iso-octane when the facility is operating near full utilization. The section below titled, "Risk Management", provides more information related to Keyera's hedging strategy.

As some oil sands projects have come on stream in 2015 and 2016, bitumen production has increased along with demand for condensate that is used as a diluent. As a result, condensate supply and demand fundamentals are expected to remain balanced for the near term. Keyera imports condensate into Alberta when demand fundamentals support positive operating margins. In the third quarter of 2016, Keyera was able to capture healthy margins from condensate imported by rail from the U.S. Similar to prior quarters, Keyera continues to balance its supply and sales arrangements to reduce commodity price risk.

Propane prices reached historically low levels in the first quarter of 2016 due to unseasonably warm winter weather and a surplus of inventory in North America. Propane prices recovered in the second and third quarters of 2016 and margins were protected in 2016 as a result of Keyera's risk management strategy. Keyera built its seasonal inventory of propane in the third quarter to meet the anticipated upcoming winter heating season demand and will continue to export propane by rail from its Josephburg Rail Terminal to meet demand in other markets. Refer to the section of this MD&A, "Marketing: Risk Management", for more information relating to Keyera's risk management strategies.

### ***Risk Management***

When possible, Keyera uses hedging strategies to mitigate risk in its Marketing business, including foreign currency exchange risk associated with the purchase and sale of NGLs and iso-octane. Keyera's hedging objective for iso-octane is to mitigate the effect of iso-octane price fluctuations on its future operating margins. Iso-octane is generally priced at a premium to the price of Reformulated Blendstock for Oxygen Blending ("RBOB"). RBOB is the highest volume refined product sold in the United States and has the most liquid forward financial contracts. Accordingly, Keyera expects to continue to utilize RBOB-based financial contracts to hedge a portion of its iso-octane sales.

To protect the value of its NGL inventory from fluctuations in commodity prices, Keyera typically uses physical and financial forward contracts. For propane in particular, contracts are generally put in place as inventory builds for settlement when products are expected to be withdrawn from inventory and sold. In general, the increase or decrease in the fair value of the contracts is intended to mitigate fluctuations in the value of the inventories and protect operating margin. For the past few years, Keyera has used propane physical and financial forward contracts to hedge its propane inventory.

Keyera may hold butane inventory to meet the feedstock requirements of the AEF facility. For condensate, most of the product purchased is sold within one month. The sales contracts for both butane and condensate are typically priced as a percentage of WTI crude oil and the supply cost in certain cases may be based on a hub posted or index price. To align the pricing terms of physical supply with the terms of contracted sales and to protect the value of butane and condensate inventory, the following hedging strategies may be utilized:

- Keyera may enter into financial contracts to lock in the supply price at a specified percentage of WTI, as the sales contracts for butane and condensate are also generally priced in relation to WTI. When butane or condensate is physically purchased, the financial contract is settled and a realized gain or loss is recorded in income.
- Once the product is in inventory, WTI financial forward contracts are generally used to protect the value of the inventory.

Within these hedging strategies, there may be differences in timing between when the financial contracts are settled and when the products are purchased and sold. There may also be basis risk between the prices of crude oil and the NGL products and therefore the financial contracts may not fully offset future butane and condensate price movements.

For the quarter ended September 30, 2016, the total unrealized loss on risk management contracts was \$9 million. Further details are provided in the "Composition of Marketing Revenue" table above.

The fair value of outstanding financial contracts as at September 30, 2016 resulted in an unrealized (non-cash) loss of \$16 million that includes the following significant items:

- a \$13 million non-cash loss relating to butane and iso-octane supply and sales risk management contracts;
- a \$6 million non-cash loss relating to propane risk management contracts; and
- a \$2 million non-cash gain relating to condensate supply and inventory risk management contracts;

Fixed price physical contracts are also marked-to-market at the end of each period. The fair value of outstanding fixed price physical contracts as at September 30, 2016 was virtually \$nil.

The fair value of financial and fixed price physical contracts will vary as these contracts are marked-to-market at the end of each period. A summary of the financial contracts existing at September 30, 2016, and the sensitivity to earnings resulting from changes in commodity prices, can be found in Note 10, Financial Instruments and Risk Management, of the accompanying financial statements.

## CORPORATE AND OTHER

| Non-Operating Expenses and Other Income<br>(Thousands of Canadian dollars)     | Three months ended<br>September 30, |          | Nine months ended<br>September 30, |           |
|--|-------------------------------------|----------|------------------------------------|-----------|
|  | 2016                                | 2015     | 2016                               | 2015      |
| Other income (operating margin)  | 2,663                               | 4,400    | 4,539                              | 15,164    |
| General and administrative (net of overhead recoveries on operated facilities) | (12,705)                            | (10,826) | (48,969)                           | (35,156)  |
| Finance costs  | (16,719)                            | (18,534) | (52,914)                           | (43,287)  |
| Depreciation, depletion and amortization expenses                              | (45,204)                            | (44,634) | (134,569)                          | (124,632) |
| Net foreign currency (loss) gain on U.S. debt                                  | (6,111)                             | 12,218   | 9,760                              | (24,189)  |
| Long-term incentive plan expense   | (8,410)                             | (4,217)  | (17,113)                           | (22,088)  |
| Impairment expense   | —                                   | (16,433) | —                                  | (36,341)  |
| Income tax expense   | (19,389)                            | (36,511) | (64,699)                           | (86,318)  |

### Other Income

Keyera has acquired oil and gas reserves as part of the acquisition of ownership interests in the Minnehik Buck Lake, West Pembina, Bigoray and Cynthia facilities. Keyera reports operating margin (net of royalties and operating expenses) from the production associated with all of its reserves as other income as it has no plans to drill additional wells to offset natural production declines.

Other income for the three and nine months ended September 30, 2016 was \$3 million and \$5 million. Production for the three and nine months ended September 30, 2016 averaged 4,026 and 4,557 barrels of oil equivalent per day compared to 5,718 and 6,566 barrels of oil equivalent per day for the same periods in 2015.

The reserves and production are not material to Keyera's business and do not have a material effect on its financial results.

### General and Administrative Expenses

General and administrative (“G&A”) expenses for the three months ended September 30, 2016 were \$13 million, \$2 million higher than the same period in 2015 primarily due to lower overhead recoveries resulting from lower operating expenses in the Gathering and Processing business unit. As operator of most of its facilities, Keyera is compensated for its administrative work by collecting an overhead recovery fee equal to a certain percentage of operating expenses.

On a year to date basis, G&A expenses were \$49 million, \$14 million higher than the same period in 2015 due to the following factors:

- a \$6 million charge in the first quarter to write-off previously capitalized front-end engineering costs for various small projects that are at a reduced probability of proceeding;
- \$4 million in lower overhead recoveries resulting from lower operating expenses in the Gathering and Processing business unit; and
- \$1 million charge to adjust the final proceeds from the sale of the Bonnie Glen pipeline line-fill that was sold in the prior year.

### Finance Costs (including accretion)

Finance costs for the three months ended September 30, 2016 were \$17 million, \$2 million lower than the same period in 2015. On a year to date basis, finance costs were \$53 million, \$10 million higher than the same period in 2015. The higher interest expense in 2016 was primarily due to lower interest capitalized on qualifying projects as several large scale projects were completed in the first half of 2015. Interest capitalized on qualifying projects was \$11 million for the nine months ended September 30, 2016, \$9 million lower than the same period in 2015.

### Depreciation, Depletion and Amortization Expenses

Depreciation, depletion and amortization (“DD&A”) expenses for the three months ended September 30, 2016 were \$45 million, virtually unchanged from the same period in 2015. On a year to date basis, DD&A expenses were \$135 million, \$10 million higher than the same period in 2015. The increase in depreciation expense was largely due to an increase in Keyera’s asset base resulting from significant growth capital projects that were completed in 2015.

### Net Foreign Currency Gain (Loss) on U.S. Debt

The net foreign currency gain (loss) associated with the U.S. debt was as follows:

| Net Foreign Currency Gain (Loss) on U.S. Debt<br>(Thousands of Canadian dollars) | Three months ended<br>September 30, |               | Nine months ended<br>September 30, |                 |
|--|-------------------------------------|---------------|------------------------------------|-----------------|
|  | 2016                                | 2015          | 2016                               | 2015            |
| Translation of long-term debt and interest payable                               | (4,705)                             | (46,552)      | 38,887                             | (90,742)        |
| Change in fair value of cross currency swaps – principal and interest portion    | (1,561)                             | 54,361        | (31,360)                           | 61,528          |
| Gain on cross currency swaps – principal and interest portion <sup>1</sup>       | 155                                 | 4,409         | 2,233                              | 5,025           |
| <b>Net foreign currency (loss) gain on U.S. debt</b>                             | <b>(6,111)</b>                      | <b>12,218</b> | <b>9,760</b>                       | <b>(24,189)</b> |

Note:

<sup>1</sup> Foreign currency gains (losses) resulted from the exchange of currencies related to the interest and principal payments on the long-term cross currency swaps.

To manage the foreign currency exposure on U.S. dollar denominated debt, Keyera has entered into cross currency agreements with a syndicate of Canadian banks to swap the U.S. dollar principal and future interest payments into Canadian dollars. The cross currency agreements are accounted for as derivative instruments and are marked-to-market at the end of each period. The fair value of the cross currency swap

agreements will fluctuate between periods due to changes in the forward curve for foreign exchange rates, as well as an adjustment to reflect credit risk. Note 10, "Financial Instruments and Risk Management", to the accompanying financial statements contains more information on the swap agreements.

A net foreign currency loss of \$6 million was recorded for the quarter ended September 30, 2016 that primarily related to the translation of U.S. dollar denominated debt into Canadian dollars. For the nine months ended September 30, 2016, a net foreign currency gain of \$10 million was recorded. The translation of U.S. dollar denominated debt into Canadian dollars resulted in a \$39 million non-cash gain as the Canadian dollar strengthened relative to the U.S. dollar as at September 30, 2016 compared to the end of 2015. This unrealized gain was partly offset by a \$31 million non-cash loss resulting from the change in fair value of cross currency swap agreements since the end of 2015.

### **Long-Term Incentive Plan Expense**

The Long-Term Incentive Plan ("LTIP") expense for the three months ended September 30, 2016 was \$8 million, \$4 million higher than the same period in 2015 primarily due to a higher price for Keyera shares. The closing share price as at September 30, 2016 was \$42.42 per share compared to a closing share price of \$36.75 per share as at September 30, 2015.

For the nine months ended September 30, 2016, the LTIP expense was \$17 million, \$5 million lower than the same period last year primarily due to a lower estimated payout multiplier associated with the 2015 LTIP grant compared to the 2012 grant that was paid out to employees in the third quarter of last year.

### **Impairment Expense**

Keyera reviews its assets for indications of impairment on a quarterly basis and no impairment charges were recorded in the first nine months of 2016.

In 2015, impairment charges were recorded as follows:

- \$16 million recorded in the third quarter to reduce the carrying value of the Cynthia and Minnehik Buck Lake reserves to the net present value of the proven reserves. The impairment resulted from a lower commodity price outlook as at September 30, 2015; and
- \$20 million recorded in the first quarter of 2015 to reduce the carrying value of the Bonnie Glen pipeline system (including line-fill), a crude oil transportation pipeline owned 50% by Keyera. The operator of the pipeline determined there was not sufficient business to warrant keeping the pipeline in active service.

Impairment expenses are non-cash charges and do not affect operating margin, distributable cash flow, EBITDA, or Adjusted EBITDA.

### **Taxes**

In general, as earnings before taxes increase, total tax expense (current and deferred taxes) will also be higher. If sufficient tax pools exist, current taxes will be reduced and deferred income taxes will increase as these tax pools are utilized or drawn down. Other factors that affect the calculation of deferred income taxes include future income tax rate changes and permanent differences (i.e., accounting income or expenses that will never be taxed or deductible for income tax purposes).

#### *Current Income Taxes*

Current income tax expense for the three and nine months ended September 30, 2016 was \$4 million and \$14 million, compared to a current income tax expense of \$27 million and \$65 million in the same periods of 2015. On an annual basis, current income tax expense for 2016 is expected to range between \$15 million and \$25 million which is largely based on 2015 taxable income from the Partnership that was allocated to Keyera Corp. in 2016. This income deferral is available to Keyera as its corporate structure includes a deferral partnership. The significantly lower current tax expense in 2016 compared to the prior year is a direct result of higher capital cost allowance deductions associated with several major capital projects that became available for use in 2015.

For 2017, current income tax expense is expected to range between \$5 million and \$10 million. Keyera estimates its tax pools at September 30, 2016 were approximately \$2 billion. The largest single undepreciated capital cost (“UCC”) balance relates to Class 41, which are generally depreciated at a rate of 25%.

#### *Deferred Income Taxes*

For the three and nine months ended September 30, 2016, deferred income tax expense was \$16 million and \$51 million, \$6 million and \$30 million higher than the same periods in 2015. The higher deferred income tax expense in 2016 was largely due to lower current income taxes as sufficient tax pools are available to shelter a substantial portion of taxable income in 2016. Deferred taxes in 2015 were unusually high as a result of the increase in the provincial corporate tax rate from 10% to 12% that was substantively enacted on July 1, 2015.

### **CRITICAL ACCOUNTING ESTIMATES**

In preparing Keyera’s accompanying financial statements in accordance with GAAP, management has made appropriate decisions with respect to the formulation of estimates and assumptions that affect the recorded amounts of certain assets, liabilities, revenues and expenses. Keyera has hired qualified individuals who have the skills required to make such estimates. These estimates and assumptions are reviewed and compared to actual results as well as to budgets in order to make more informed decisions on future estimates. The methodologies and assumptions used in developing these estimates have not significantly changed since December 31, 2015. A description of the accounting estimates and the methodologies and assumptions underlying the estimates are described in the 2015 year end MD&A available at [www.sedar.com](http://www.sedar.com). The most significant estimates include the following:

- the key economic assumptions used to determine the present value of future cash flows used in testing long-lived assets and goodwill for impairment;
- the estimated useful lives of assets and the resulting estimates for depreciation expense and the fair value of the decommissioning liabilities, also known as provisions;
- the decommissioning liabilities and associated accretion expense;
- the discount rate used to determine the present value of future cash flows used for testing the impairment of long-lived assets and goodwill;
- the discount rate used to calculate the present value of decommissioning liabilities;
- the amount and composition of deferred income tax assets and income tax liabilities, including the amount of unrecognized tax benefits;
- the allowance for doubtful accounts;
- the fair values of certain fixed price physical derivative instruments and financial contracts;
- the volumes for one month of purchases and sales for the Marketing segment;
- the volumes for one month of operating expenses and fees earned for the Gathering and Processing and NGL Infrastructure segments; and
- equalization adjustments under flow-through revenue arrangements.

### **Operating Revenues**

#### *Gathering and Processing and Liquids Infrastructure:*

For each month, actual volumes processed and fees earned from the Gathering and Processing and Liquids Infrastructure assets are not known at the end of the month. Accordingly, the financial statements contain an estimate of one month's revenue based upon a review of historical trends. This estimate is adjusted for events that are known to have a significant effect on the month's operations such as non-routine maintenance projects.

At September 30, 2016, operating revenues and accounts receivable for the Gathering and Processing and Liquids Infrastructure segments contained an estimate of approximately \$50 million primarily for September 2016 operations.

#### *Marketing:*

The majority of the Marketing sales revenue is recorded based upon actual volumes and prices; however, in many cases actual product lifting volumes have not yet been confirmed and sales prices that are dependent on other variables are not yet known. Accordingly, the financial statements contain an estimate for these sales.

Estimates are prepared based upon contract quantities and known events. The estimates are reviewed and compared to expected results to verify their accuracy.

At September 30, 2016, the Marketing sales and accounts receivable contained an estimate for September 2016 revenues of approximately \$115 million.

### **Operating Expenses and Product Purchases**

#### *Gathering and Processing and Liquids Infrastructure:*

The period in which invoices are rendered for the supply of goods and services necessary for the operation of the Gathering and Processing and Liquids Infrastructure assets is generally later than the period in which the goods or services were provided. Accordingly, the financial statements contain an estimate of one month's operating costs based upon a review of historical trends. This estimate is adjusted for events that are known to have a significant effect on the month's operations such as non-routine maintenance projects.

At September 30, 2016, operating expenses and accounts payable contained an estimate of approximately \$18 million primarily for September 2016 operations.

#### *Marketing:*

NGL mix feedstock and specification products such as propane, butane and condensate are purchased from facilities located throughout western Canada and in some locations in the United States. The majority of NGL mix purchases are estimated each month as actual volume information is generally not available until the next month. The estimates are prepared based upon a three month rolling average of production volumes for each facility and an estimate of price based upon historical information. Specification product volumes and prices are based upon contract volumes and prices. Accordingly, the financial statements contain an estimate for one month of these purchases.

Marketing cost of goods sold, inventory and accounts payable contained an estimate of NGL product purchases of approximately \$85 million at September 30, 2016.

### **Equalization Adjustments**

Much of the revenue from the Gathering and Processing assets includes a recovery of operating costs. Under this method, the operating component of the fee is a pro rata share of the operating costs for the facility, calculated based upon total throughput. Users of each facility are charged a fee per unit based upon estimated costs and throughput, with an adjustment to actual throughput completed after the end of the year. Each quarter, throughput volumes and operating costs are reviewed to determine whether the estimated unit fee charged during the quarter properly reflects the actual volumes and costs, and the allocation of revenues and operating costs to other plant owners is also reviewed. Appropriate adjustments to revenue and operating expenses are recognized in the quarter and allocations to other owners are recorded.

For the Gathering and Processing segment, an equalization adjustment of \$3 million was included in revenue and accounts receivable at September 30, 2016. Operating expenses and accounts payable contained an equalization adjustment of \$12 million.

### **Decommissioning Liability**

Keyera will be responsible for compliance with all applicable laws and regulations regarding the decommissioning, abandonment and reclamation of its facilities at the end of their economic life. The determination of the estimate by management is based on Keyera's net ownership in facilities, estimated costs to abandon and reclaim the facilities and the estimated timing of the costs to be incurred in future periods.

Keyera has estimated the net present value of its total decommissioning liability to be approximately \$491 million at September 30, 2016, compared to \$485 million at December 31, 2015. In determining the net present value of the liability, a risk free interest rate of 2.15% was used at September 30, 2016 (December 31, 2015 – 2.15%). The decommissioning obligation is generally expected to be incurred over the next 25 years.

For an investor to compare Keyera's decommissioning liability with that of midstream peers who use a credit adjusted discount rate, the net present value of Keyera's decommissioning liability would have been \$255



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million as of September 30, 2016 (December 31, 2015 - \$244 million), assuming an estimated credit adjusted interest rate of 5.65%.

For more information on this critical accounting estimate, see note 4 of the December 31, 2015 annual audited financial statements.

**Derivative Financial Instruments**

Keyera utilizes derivative financial instruments to manage its exposure to market risks relating to commodity prices and foreign currency exchange rates. Fair values of derivative contracts fluctuate depending on the underlying estimates of future commodity prices or foreign currency exchange rates. The estimated fair value of all derivative financial instruments are based on observable market data, including commodity price curves, foreign currency curves and credit spreads. Note 10, "Financial Instruments and Risk Management", of the accompanying financial statements provides a summary of the fair value of derivative financial instruments existing at September 30, 2016.

**Allowance for Doubtful Accounts**

The allowance for doubtful accounts is reviewed on a monthly basis. An assessment is made whether an account is deemed impaired based on the number of days outstanding and the likelihood of collection from the counter-party. The allowance for doubtful accounts was \$4 million as at September 30, 2016 compared to \$4 million at December 31, 2015.

**LIQUIDITY AND CAPITAL RESOURCES**

The following is a comparison of cash inflows (outflows) from operating, investing and financing activities for the three months ended September 30, 2016 and 2015:

| <b>Cash inflows (outflows)</b><br>(Thousands of Canadian dollars) |   |             |                   |   |
|---|---|-------------|-------------------|---|
|   | <b>Three months ended September 30,</b> |             | <b>Increase</b>   | <b>Explanation</b>  |
|   | <b>2016</b>                             | <b>2015</b> | <b>(decrease)</b> |   |
| <b>Operating</b>  | <b>137,145</b>                          | 117,714     | 19,431            | Higher cash flow from operating activities in 2016 was due to a lower cash requirement to purchase butane for the production of iso-octane, as the AEF facility was taken off-line at the beginning of September for its scheduled maintenance turnaround. The cash flow impact of lower butane purchases was partly offset by lower margins from the sale of iso-octane compared to the same period last year when the premiums for iso-octane were especially high and there was a full quarter of production.  |
| <b>Investing</b>  | <b>(248,802)</b>                        | (138,945)   | (109,857)         | <p>Capital spending in 2016 included approximately \$113 million for the acquisition of an additional 35% ownership interest in the Alder Flats gas plant and associated gathering pipelines, including a pre-payment for 35% of the estimated construction costs of Phase 2 of the gas plant. Other capital spending primarily related to growth capital projects in the Liquids Infrastructure segment, including ongoing construction of the Baseline Tank Terminal and the Norlite Pipeline.</p> <p>Capital spending in 2015 primarily related to several internal growth projects, including completion of the turbo expander, the fractionation de-bottleneck and NGL truck off-load expansion at the Rimbey gas plant.</p> |
| <b>Financing</b>  | <b>107,956</b>                          | 21,796      | 86,160            | <p>In 2016, net cash proceeds of \$135 million from Keyera's bank credit facility and receipts from the dividend reinvestment plan were used to fund capital expenditures in the quarter.</p> <p>In 2015, net cash proceeds of \$95 million from Keyera's bank credit facility and receipts from the dividend reinvestment plan were used to repay approximately \$50 million of long-term debt that was due in September and to fund capital expenditures in the quarter.</p>  |

The following is a comparison of cash inflows (outflows) from operating, investing and financing activities for the nine months ended September 30, 2016 and 2015:

| <b>Cash inflows (outflows)</b>  |  |             |                   |   |
|---------------------------------|--|-------------|-------------------|---|
| (Thousands of Canadian dollars) |  |             |                   |   |
|                                 | <b>Nine months ended September 30,</b> |             | <b>Increase</b>   | <b>Explanation</b>  |
|                                 | <b>2016</b>                            | <b>2015</b> | <b>(decrease)</b> |   |
| <b>Operating</b>                | <b>372,703</b>                         | 521,711     | (149,008)         | <p>The decrease in cash flow from operating activities in 2016 was largely due to the higher cash requirement to fund inventory as NGL prices have increased since the end of 2015, particularly for propane. Comparatively, NGL prices declined significantly in the first nine months of 2015 resulting in a lower cash requirement to fund inventory needs.</p> <p>Cash flow from operating activities was unusually high in 2015, due to the inclusion of approximately \$40 million of realized cash gains from the settlement of financial and physical risk management contracts that related to inventory existing at the end of 2014.</p>  |
| <b>Investing</b>                | <b>(570,394)</b>                       | (619,720)   | 49,326            | <p>Capital spending in 2016 primarily related to growth capital projects in the Liquids Infrastructure segment, along with \$182 million in acquisitions. Refer to the section of this MD&amp;A, "Capital Expenditures and Acquisitions", for more information related to acquisitions.</p> <p>Capital spending in 2015 was significant in the first half of 2015 as several internal growth projects were completed.</p>   |
| <b>Financing</b>                | <b>211,630</b>                         | 91,459      | 120,171           | <p>In 2016, Keyera issued 9,487,500 common shares for gross proceeds of approximately \$345 million (net proceeds were \$331 million). Keyera also placed \$60 million of long-term notes. Net proceeds from these financing activities were used to support Keyera's ongoing capital program, with the net proceeds initially being used to reduce short-term debt under Keyera's credit facilities. Keyera also repaid approximately \$98 million of long-term private notes.</p> <p>In 2015, Keyera drew \$235 million from its credit facilities to repay \$50 million of long-term debt and to partly fund capital expenditures in the year. Most of the 2015 capital expenditures were funded by cash flow from operating activities in the year.</p> |

Working capital requirements are strongly influenced by the amounts of inventory held in storage and their related commodity prices. Product inventories are required to meet seasonal demand patterns and will vary depending on the time of year. Typically, Keyera's inventory levels for propane are at their lowest after the winter season and reach their peak in the third quarter to meet the demand for propane in the winter season. Butane inventory is maintained for the production of iso-octane. When market conditions enable Keyera to source additional butane at favourable prices, butane may be held in storage for use in future periods. Inventory levels for iso-octane may fluctuate depending on market conditions. Demand for iso-octane is typically stronger in the second and third quarters, associated with the higher gasoline demand in the summer months.

A working capital surplus (current assets less current liabilities) of \$8 million existed at September 30, 2016. This is compared to a deficit of \$74 million at December 31, 2015. Keyera has access to a Credit Facility in the amount of \$1.5 billion, of which \$365 million was drawn as at September 30, 2016, in order to meet its current obligations and growth capital program. Refer to the section below of this MD&A, "Long-term Debt", for more information related to Keyera's Credit Facility.

### **Equity Financing**

In the second quarter of 2016, Keyera issued 8,250,000 common shares, as well as an additional 1,237,500 common shares pursuant to an over-allotment option exercised by underwriters in connection with the equity offering. The common shares were issued at a price of \$36.35 per common share for gross total proceeds of approximately \$345 million. Financing costs associated with the issuance of shares were approximately \$14 million. Net proceeds from the equity financing were used to support Keyera's ongoing growth capital program, with the net proceeds initially being used to reduce short-term indebtedness under Keyera's credit facilities.

### **Dividend Reinvestment Plan**

Keyera's dividend reinvestment plan (the "Plan"), which was amended effective May 5, 2015, consists of two components: a Premium Dividend<sup>TM</sup> ("Premium DRIP<sup>TM</sup>") reinvestment component and a regular dividend reinvestment component ("DRIP"). The DRIP component allows eligible shareholders of Keyera to direct their cash dividends to be reinvested in additional shares issued from treasury at a 3% discount to the Average Market Price (as defined in the Plan) on the applicable dividend date.

Effective with the May 2015 dividend, Keyera reinstated the Premium DRIP<sup>TM</sup> component of the Plan. The Premium DRIP<sup>TM</sup> component permits eligible shareholders to elect to have the additional shares issued at the 3% discount delivered to the designated Plan Broker in exchange for a premium cash payment equal to 101% of the regular, declared cash dividend that was reinvested on their behalf under the Plan. A copy of the Plan (as amended) is available on Keyera's website at [www.keyera.com](http://www.keyera.com) and on SEDAR at [www.sedar.com](http://www.sedar.com).

The DRIP and Premium DRIP<sup>TM</sup> generated cash of \$43 million and \$125 million for the three and nine months ended September 30, 2016. This is compared to \$37 million and \$80 million for the same periods in 2015 when only the DRIP component of the plan was operating for the full period.

**Long-term Debt (including Credit Facilities)**

Below is a summary of Keyera's long-term debt obligations as at September 30, 2016:

| <b>As at September 30, 2016</b>              |                  |             |               |             |                |                |                   |
|--|------------------|-------------|---------------|-------------|----------------|----------------|-------------------|
| (Thousands of Canadian dollars)              | <b>Total</b>     | <b>2016</b> | <b>2017</b>   | <b>2018</b> | <b>2019</b>    | <b>2020</b>    | <b>After 2020</b> |
| <b>Credit Facilities</b>                     |                  |             |               |             |                |                |                   |
| Bank credit facilities                       | 365,000          | —           | —             | —           | —              | 365,000        | —                 |
|  | <b>365,000</b>   | <b>—</b>    | <b>—</b>      | <b>—</b>    | <b>—</b>       | <b>365,000</b> | <b>—</b>          |
| <b>Canadian dollar denominated debt</b>      |                  |             |               |             |                |                |                   |
| 5.89% due December 3, 2017                   | 60,000           | —           | 60,000        | —           | —              | —              | —                 |
| 5.01% due January 4, 2019                    | 70,000           | —           | —             | —           | 70,000         | —              | —                 |
| 4.35% due June 19, 2019                      | 52,000           | —           | —             | —           | 52,000         | —              | —                 |
| 5.68% due September 8, 2020                  | 2,000            | —           | —             | —           | —              | 2,000          | —                 |
| 6.14% due December 3, 2022                   | 60,000           | —           | —             | —           | —              | —              | 60,000            |
| 3.50% due June 16, 2023                      | 30,000           | —           | —             | —           | —              | —              | 30,000            |
| 4.91% due June 19, 2024                      | 17,000           | —           | —             | —           | —              | —              | 17,000            |
| 4.92% due October 10, 2025                   | 100,000          | —           | —             | —           | —              | —              | 100,000           |
| 5.05% due November 20, 2025                  | 20,000           | —           | —             | —           | —              | —              | 20,000            |
| 4.15% due June 16, 2026                      | 30,000           | —           | —             | —           | —              | —              | 30,000            |
| 5.09% due October 10, 2028                   | 100,000          | —           | —             | —           | —              | —              | 100,000           |
| 5.34% due April 8, 2029                      | 75,000           | —           | —             | —           | —              | —              | 75,000            |
|  | 616,000          | —           | 60,000        | —           | 122,000        | 2,000          | 432,000           |
| <b>US dollar denominated debt</b>            |                  |             |               |             |                |                |                   |
| 3.42% due June 19, 2019<br>(US\$3,000)       | 3,935            | —           | —             | —           | 3,935          | —              | —                 |
| 5.14% due September 8, 2020<br>(US\$103,000) | 135,105          | —           | —             | —           | —              | 135,105        | —                 |
| 4.19% due June 19, 2024<br>(US\$128,000)     | 167,898          | —           | —             | —           | —              | —              | 167,898           |
| 4.75% due November 20, 2025<br>(US\$140,000) | 183,638          | —           | —             | —           | —              | —              | 183,638           |
| 4.95% due November 20, 2028<br>(US\$65,000)  | 85,261           | —           | —             | —           | —              | —              | 85,261            |
|  | 575,837          | —           | —             | —           | 3,935          | 135,105        | 436,797           |
| <b>Total long-term debt</b>                  | <b>1,191,837</b> | <b>—</b>    | <b>60,000</b> | <b>—</b>    | <b>125,935</b> | <b>137,105</b> | <b>868,797</b>    |

In the second quarter of 2016, Keyera issued \$60 million of long-term notes pursuant to an uncommitted private shelf agreement with the Prudential Capital Group ("Prudential"). Proceeds from the notes were used to repay short-term indebtedness under Keyera's credit facilities and for general corporate purposes. These notes were issued as follows:

- \$30 million at a coupon rate of 3.50%, maturing on June 16, 2023; and
- \$30 million at a coupon rate of 4.15%, maturing on June 16, 2026.

The issuance period for new debt under the Prudential shelf facility expired in October 2016. Keyera is currently in the process of negotiating amendments to the shelf facility to, among other things, extend the issuance period.

As at September 30, 2016, Keyera had \$616 million and US\$439 million of unsecured senior notes including amounts drawn under the uncommitted notes facility. To manage the foreign currency exposure on the U.S. dollar denominated debt existing at September 30, 2016, Keyera had entered into cross-currency agreements with a syndicate of Canadian banks to swap the U.S. dollar principal and future interest payments into Canadian dollars at foreign exchange rates of \$1.0425, \$0.9838 and \$1.029 per U.S. dollar. The cross-currency agreements are accounted for as derivative instruments and are measured at fair value at the end of each quarter. The section of this MD&A titled "Net Foreign Currency Gain (Loss) on U.S. Debt" provides more information.

In October, Keyera closed a private placement of 10-year and 12-year senior unsecured notes totaling approximately \$300 million with a group of institutional investors in Canada and the United States. The senior notes were issued in two tranches with \$200 million bearing interest at 3.96% and maturing on October 13, 2026 and \$100 million bearing interest at 4.11% and maturing on October 13, 2028. The proceeds were used to repay short-term debt incurred to execute Keyera's capital program and for general corporate purposes.

Keyera has an unsecured revolving credit facility (the "Credit Facility") with a syndicate of nine lenders under which it can borrow up to \$1.5 billion, with the potential to increase that limit to \$1.85 billion subject to certain conditions. As at September 30, 2016, \$365 million was drawn under this facility (December 31, 2015 - \$370 million). The term of the Credit Facility is through to December 6, 2020. Management expects that upon maturity of the Credit Facility, an adequate replacement will be established.

The Credit Facility and senior note agreements contain a number of covenants, all of which were met as at September 30, 2016. The agreements are available at [www.sedar.com](http://www.sedar.com). Failure to adhere to the covenants may impair Keyera's ability to pay dividends and such a circumstance could affect its ability to execute future growth plans. The primary covenant for all of Keyera's long-term debt, including its Credit Facility, is the Debt to EBITDA ratio. In the calculation of debt for the purpose of calculating this covenant, Keyera is required to deduct working capital surpluses or add working capital deficits. As at September 30, 2016, Keyera's Debt to EBITDA ratio was 2.47 for covenant test purposes (September 30, 2015 – 2.40).

In addition, the Royal Bank of Canada has provided a \$10 million unsecured revolving demand facility and the Toronto Dominion Bank has provided a further \$25 million unsecured revolving demand facility. The revolving credit facilities bear interest based on the lenders' rates for Canadian prime commercial loans, U.S. base rate loans, Libor loans or bankers' acceptances.

### Capital Expenditures and Acquisitions

The following table is a breakdown of capital expenditures and acquisitions for the three and nine months ended September 30, 2016 and 2015:

| Capital Expenditures and Acquisitions<br>(Thousands of Canadian dollars) | Three months ended<br>September 30, |         | Nine months ended<br>September 30, |         |
|--|-------------------------------------|---------|------------------------------------|---------|
|  | 2016                                | 2015    | 2016                               | 2015    |
| Acquisitions   | 130,300                             | 1,288   | 182,342                            | 17,695  |
| Growth capital expenditures  | 130,429                             | 133,804 | 382,485                            | 512,338 |
| Maintenance capital expenditures   | 28,188                              | 15,669  | 36,234                             | 58,728  |
| Total capital expenditures   | 288,917                             | 150,761 | 601,061                            | 588,761 |

Growth capital expenditures for the three and nine months ended September 30, 2016 amounted to \$130 million and \$382 million and primarily related to projects in the Liquids Infrastructure segment. Refer to the section of this MD&A, "Results of Operations: Liquids Infrastructure", for information related to the various growth capital projects, including estimated costs to complete, costs incurred in 2016 and since inception of the project, and estimated completion timeframes. Growth capital expenditures for the three and nine months ended September 30, 2016 also included \$1 million and \$10 million respectively for the connection to the TransCanada meter station from the Simonette gas plant. This connection allows Keyera's customers the flexibility to flow greater volumes of gas on either the TransCanada or Alliance sales gas pipeline systems.

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Acquisitions in 2016 were \$182 million and included the following:

- purchase of a pipeline system from Williams for US\$24 million (approximately CDN\$32 million) in the first quarter of 2016;
- purchase of the proposed Wapiti gas plant project, including the plant site, engineering work and a successfully tested acid gas injection well for \$19 million in the second quarter of 2016;
- purchase of the North Condensate Connector from Praxair for \$18 million in the third quarter of 2016; and
- acquisition of an additional 35% ownership interest in the Alder Flats gas plant and associated gathering pipeline, including a pre-payment for costs associated with Phase 2 for proceeds of \$113 million.

For 2015, acquisitions included the purchase of land in the Edmonton/Fort Saskatchewan area for future development as well as an additional 0.9% working interest in the Rimbey gas plant.

Maintenance capital expenditures for the first nine months of 2016 included approximately \$24 million for the turnaround at AEF, including the replacement of catalyst as well as other maintenance related projects that were completed while the facility was off-line. The AEF facility was off-line from the beginning of September until early November.

Keyera has comprehensive inspection, monitoring and maintenance programs in place. The objectives of these programs are to keep Keyera's facilities in good working order and to maintain their ability to operate reliably for many years. In addition to the maintenance capital expenditures, Keyera incurred maintenance and repair expenses of \$11 million and \$22 million for the three and nine months ended September 30, 2016, compared to \$12 million and \$37 million for the same periods in 2015. The majority of these expenditures, including maintenance capital, will be recovered over varying periods of time, depending upon the fee structure at each facility.

Keyera's ongoing operations are not heavily dependent on capital expenditures to maintain current levels of cash flow. However, to grow future cash flow, Keyera is investing growth capital to expand its current asset base and capture new opportunities. Keyera anticipates that its 2016 growth capital investment, excluding acquisitions, will be approximately \$600 million. Based on current plans, Keyera anticipates that its growth capital investment in 2017 will be between \$500 million and \$600 million, including the acquisition of the South Grand Rapids pipeline. Maintenance capital for 2017 is expected to be between \$30 million and \$35 million, including the scheduled turnarounds at Simonette and Gilby. The capital program is expected to be funded by cash flow from operating activities, the DRIP and Premium DRIP™ program and existing credit facilities, augmented if necessary by incremental debt and equity financing. Access to debt and equity financing is dependent on Keyera's ongoing financial performance and general market conditions. Readers are referred to the section of the MD&A titled, "Forward-Looking Information" for a further discussion of the assumptions and risks that could affect future performance and plans.



## Dividends

### *Distributable Cash Flow*

Distributable cash flow is not a standard measure under GAAP, and therefore may not be comparable to similar measures reported by other entities. Distributable cash flow is used to assess the level of cash flow generated from ongoing operations and to evaluate the adequacy of internally generated cash flow to fund dividends.

The following is a reconciliation of distributable cash flow to its most closely related GAAP measure, cash flow from operating activities.

| <b>Distributable Cash Flow</b><br>(Thousands of Canadian dollars) | <b>Three months ended<br/>September 30,</b> |          | <b>Nine months ended<br/>September 30,</b> |          |
|---|---|----------|--|----------|
|   | <b>2016</b>                                 | 2015     | <b>2016</b>                                | 2015     |
| Cash flow from operating activities                               | <b>137,145</b>                              | 117,714  | <b>372,703</b>                             | 521,711  |
| Add (deduct):   |   |          |  |          |
| Changes in non-cash working capital                               | <b>904</b>                                  | 29,015   | <b>36,221</b>                              | (79,428) |
| Long-term incentive plan expense                                  | <b>(8,410)</b>                              | (4,217)  | <b>(17,113)</b>                            | (22,088) |
| Maintenance capital   | <b>(28,188)</b>                             | (15,669) | <b>(36,234)</b>                            | (58,728) |
| Inventory write-down  | <b>—</b>                                    | —        | <b>—</b>                                   | (2,525)  |
| <b>Distributable cash flow</b>                                    | <b>101,451</b>                              | 126,843  | <b>355,577</b>                             | 358,942  |
| <b>Dividends declared to<br/>shareholders</b>                     | <b>71,819</b>                               | 62,178   | <b>203,921</b>                             | 176,426  |

For the three and nine months ended September 30, 2016, dividends declared were \$72 million and \$204 million, or 71% and 57% of distributable cash flow, compared to dividends declared of \$62 million and \$176 million, or 49% of distributable cash flow for the same periods in 2015.

Distributable cash flow for the three and nine months ended September 30, 2016 was \$101 million and \$356 million, \$25 million and \$3 million lower than the same periods in 2015 primarily due to lower contribution from the sale of iso-octane in the Marketing segment. Distributable cash flow was unusually high in the first nine months of 2015 due to the inclusion of approximately \$40 million of realized cash gains relating to the settlement of financial and physical risk management contracts associated with Keyera's year-end 2014 inventory.

Despite the prolonged low commodity price environment and low producer activity in Alberta, distributable cash flow for 2016 has been robust. These financial results stem from: i) incremental cash flow generated from the various projects completed in the prior year; and ii) strong demand for Keyera's diluent handling services including storage and transportation services. In addition, current income taxes were \$4 million and \$14 million for the three and nine months ended September 30, 2016, compared to current income taxes of \$27 million and \$65 million for the comparative periods in 2015. Refer to the section of this MD&A, "Segmented Results of Operations", for more information on the financial results of Keyera's operating segments for the three and nine months ended September 30, 2016.

Changes in non-cash working capital are excluded from the determination of distributable cash flow because they are primarily the result of seasonal fluctuations in product inventories or other temporary changes and are generally funded with short-term debt. Also deducted from distributable cash flow are maintenance capital expenditures and the long-term incentive plan expense, which are funded from current operating cash flow.

*Dividend Policy*

Keyera increased its dividend by 6% from \$0.125 per share per month to \$0.1325 per share per month, or \$1.59 per share annually, beginning with its dividend payable on September 15, 2016. In determining the level of cash dividends to shareholders, Keyera's Board of Directors considers current and expected future levels of distributable cash flow, capital expenditures, borrowings and debt repayments, changes in working capital requirements and other factors.

Keyera expects to pay dividends from distributable cash flow; however, credit facilities may be used to stabilize dividends from time to time. Growth capital expenditures will be funded from retained operating cash flow, along with proceeds from additional debt or equity, as required. Although Keyera intends to continue to make regular, monthly cash dividends to its shareholders, these dividends are not guaranteed. For a more detailed discussion of the risks that could affect the level of cash dividends, refer to Keyera's Annual Information Form available at [www.sedar.com](http://www.sedar.com).

**EBITDA**

EBITDA and Adjusted EBITDA are not standard measures under GAAP and, therefore, may not be comparable to similar measures reported by other entities. EBITDA is a measure showing earnings before finance costs, taxes, depreciation, and amortization. Adjusted EBITDA is calculated as EBITDA before costs associated with non-cash items, including unrealized gains/losses, impairment expenses and any other non-cash items such as gains/losses on the disposal of property, plant and equipment.

The following is a reconciliation of EBITDA and Adjusted EBITDA to their most closely related GAAP measure, net earnings.

| <b>EBITDA</b>  | <b>Three months ended</b> |             | <b>Nine months ended</b> |             |
|--|---------------------------|-------------|--------------------------|-------------|
| (Thousands of Canadian dollars)                          | <b>September 30,</b>      |             | <b>September 30,</b>     |             |
|  | <b>2016</b>               | <b>2015</b> | <b>2016</b>              | <b>2015</b> |
| Net earnings   | <b>52,420</b>             | 109,538     | <b>182,230</b>           | 181,705     |
| Add (deduct):  |                           |             |                          |             |
| Finance costs  | <b>16,719</b>             | 18,534      | <b>52,914</b>            | 43,287      |
| Depreciation, depletion and amortization expenses        | <b>45,204</b>             | 44,634      | <b>134,569</b>           | 124,632     |
| Income tax expense                                       | <b>19,389</b>             | 36,511      | <b>64,699</b>            | 86,318      |
| <b>EBITDA</b>  | <b>133,732</b>            | 209,217     | <b>434,412</b>           | 435,942     |
| Unrealized loss (gain) on commodity contracts            | <b>8,667</b>              | (25,050)    | <b>26,050</b>            | 33,340      |
| Net foreign currency loss (gain) on U.S. debt            | <b>6,111</b>              | (12,218)    | <b>(9,760)</b>           | 24,189      |
| Loss (gain) on disposal of property, plant and equipment | <b>(86)</b>               | (421)       | <b>890</b>               | (421)       |
| Impairment expense                                       | <b>—</b>                  | 16,433      | <b>—</b>                 | 36,341      |
| <b>Adjusted EBITDA</b>                                   | <b>148,424</b>            | 187,961     | <b>451,592</b>           | 529,391     |

**CONTRACTUAL OBLIGATIONS**

Keyera has assumed various contractual obligations in the normal course of its operations. There were no material changes in contractual obligations since the December 31, 2015 year end, except as noted in the section of the MD&A titled, "Liquidity and Capital Resources: Long-term Debt".

**RELATED PARTY TRANSACTIONS**

Keyera has provided compensation to key management personnel who are comprised of its directors and executive officers. There have been no other material related party transactions or significant changes to the annual compensation amounts disclosed in the December 31, 2015 annual audited financial statements.

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**RISK FACTORS**

For a detailed discussion of the risks and trends that could affect the financial performance of Keyera and the steps that Keyera takes to mitigate these risks, see the December 31, 2015 MD&A and Keyera's Annual Information Form, which are available on SEDAR at [www.sedar.com](http://www.sedar.com).

**ENVIRONMENTAL REGULATION AND CLIMATE CHANGE**

Keyera is subject to a range of laws, regulations and requirements imposed by various levels of government and regulatory bodies in the jurisdictions in which it operates. While these legal controls and regulations affect all dimensions of Keyera's activities, including but not limited to the operation of pipelines and facilities, construction activities, emergency response, operational safety and environmental procedures, Keyera does not believe that they affect its operations in a manner materially different from other comparable businesses operating in those jurisdictions.

Greenhouse gases, mainly carbon dioxide and methane, are components of the raw natural gas processed and handled at Keyera's facilities. Operations at Keyera's facilities, including the combustion of fossil fuels in engines, heaters and boilers, release carbon dioxide, methane and other greenhouse gases. As such, Keyera is subject to various greenhouse gas reporting and reduction programs. Keyera uses an engineering consulting firm to compile inventories of greenhouse gas emissions and reports these inventories in accordance with federal and provincial programs. Second party audits or verifications of inventories are conducted for facilities that are required to meet regulatory targets.

Keyera is closely monitoring the ongoing development and implementation of the regulatory framework through which the federal and provincial governments are implementing their climate change and emissions reduction policies. In the near term, Keyera's facilities will initially fall within the exemptions to the Alberta carbon levy that comes into force in 2017. For example, there are exemptions for heating fuels on sites subject to the Specified Gas Emitters Regulations ("SGER") until the end of 2017 when a new framework is to be introduced for Large Final Emitters. There is also an exemption for natural gas produced and consumed on site for conventional oil and gas activities until 2023 as the regulators focus on methane reduction initiatives in these areas. Five of Keyera's facilities are Large Final Emitters and will continue to be subject to the performance targets under the SGER regime until the replacement program is in place. As the details of the replacement program are still being defined, it is not known at this time how Keyera will be affected. Similarly, details with respect to the Alberta Government's methane reduction program for conventional oil and gas activities have not been released. Keyera is engaged in the ongoing consultation initiatives underway with the Government of Alberta with respect to the proposed changes to the SGER framework and is working through industry with respect to the Joint Initiative on Methane Reduction and Verification.

While Keyera anticipates that its compliance costs will increase as a result of the changing regulatory requirements with respect to emissions and climate change, at this time it is not expected that it will be affected in a manner materially different from its peers with similar operations. To mitigate the impact of these changes, Keyera is evaluating new emission reduction opportunities at its facilities through its Emissions Reduction Task Force, and is also continuing to integrate emissions considerations into overall lifecycle planning for its facilities through its Climate Change and Emissions Strategy Committee.

For a detailed discussion of environmental regulations that affect Keyera, political and legislative developments as they relate to climate change and the risks associated therewith, see Keyera's Annual Information Form which is available at [www.sedar.com](http://www.sedar.com).

**SUMMARY OF QUARTERLY RESULTS**

The following table presents selected financial information for Keyera:

|   | Sep 30,<br>2016 | June 30,<br>2016 | Mar 31,<br>2016 | Dec 31,<br>2015 | Sep 30,<br>2015 | June 30,<br>2015 | Mar 31,<br>2015 | Dec 31,<br>2014 |
|---|-----------------|------------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|
| <b>Revenue before inter-segment eliminations <sup>2</sup></b> |                 |                  |                 |                 |                 |                  |                 |                 |
| Gathering and Processing                                      | 119,952         | 106,842          | 115,634         | 129,074         | 123,752         | 107,169          | 106,738         | 115,131         |
| Liquids Infrastructure  | 90,178          | 90,402           | 94,101          | 90,958          | 87,310          | 85,095           | 83,828          | 84,784          |
| Marketing   | 472,442         | 457,447          | 459,017         | 472,114         | 497,951         | 480,590          | 517,071         | 800,126         |
| Other   | 5,643           | 3,044            | 6,426           | 9,141           | 10,600          | 10,723           | 9,724           | 16,463          |
| <b>Operating Margin</b>                                       |                 |                  |                 |                 |                 |                  |                 |                 |
| Gathering and Processing                                      | 71,689          | 70,457           | 68,198          | 73,564          | 69,237          | 56,147           | 60,146          | 52,079          |
| Liquids Infrastructure  | 62,781          | 59,018           | 61,524          | 55,886          | 55,531          | 54,869           | 53,572          | 54,976          |
| Marketing   | 23,825          | 24,582           | 44,121          | 54,731          | 99,307          | 53,483           | 36,260          | 67,769          |
| Other   | 2,663           | (67)             | 1,943           | 4,441           | 4,400           | 6,691            | 4,073           | 12,829          |
| <b>Net earnings <sup>1</sup></b>                              | <b>52,420</b>   | 59,679           | 70,131          | 20,215          | 109,538         | 15,587           | 56,580          | 29,387          |
| <b>Net earnings per share (\$/share)</b>                      |                 |                  |                 |                 |                 |                  |                 |                 |
| Basic   | 0.28            | 0.34             | 0.41            | 0.12            | 0.64            | 0.09             | 0.33            | 0.17            |
| Diluted   | 0.28            | 0.34             | 0.41            | 0.12            | 0.64            | 0.09             | 0.33            | 0.17            |
| Weighted average common shares (basic)                        | 183,962         | 177,309          | 172,258         | 171,199         | 170,191         | 169,411          | 168,915         | 168,470         |
| Weighted average common shares (diluted)                      | 183,962         | 177,309          | 172,258         | 171,199         | 170,191         | 169,411          | 168,915         | 168,470         |
| <b>Dividends declared to shareholders</b>                     | <b>71,819</b>   | 67,440           | 64,662          | 64,259          | 62,178          | 58,479           | 55,769          | 54,353          |

Notes:

<sup>1</sup> Keyera has no transactions that require the use of other comprehensive income and therefore comprehensive income equals net earnings.

<sup>2</sup> Keyera's Gathering and Processing and NGL Infrastructure segments charge Keyera's Marketing segment for the use of facilities at market rates. Revenue before inter-segment eliminations reflects these transactions. Inter-segment transactions are eliminated on consolidation in order to arrive at Operating Revenues in accordance with GAAP.

The Gathering and Processing segment has continued to grow as a result of acquiring ownership interests in new or existing facilities as well as its investment in gathering systems and plant expansions that are now generating incremental cash flow. Overall throughput has declined in 2016 due to several factors including: i) ongoing TransCanada pipeline restrictions; ii) shut-in gas due to low commodity prices and iii) natural declines in production. Despite the reduction in overall average gross processing throughput at Keyera's facilities in 2016, financial results from the Gathering and Processing segment has remained stable because of producer commitments at certain facilities along with the contribution from investments in expanded service offerings, such as the sale of ethane associated with Keyera's investment in the Rimbey turbo expander.

In the Liquids Infrastructure segment, incremental cash flow from recent investments, including addition of the de-ethanizer and the fractionation expansion at Fort Saskatchewan, have contributed to the growth in operating margin. In addition, Keyera has long-term agreements in place to provide diluent transportation, storage and rail offload services in the Edmonton/Fort Saskatchewan area for several oil sands producers and the demand for these services has steadily increased throughout 2015 and the first nine months of 2016.

Operating margin from the Marketing segment can be affected by seasonal factors. The demand for iso-octane is typically highest in the second and third quarters as the demand for gasoline tends to be higher in the summer months. In contrast, propane sales are typically higher in the first and fourth quarters when propane demand is higher. Changes in foreign currency exchange rates can have an effect on iso-octane margins as the sales price is primarily in U.S. dollars. Keyera manages its exposure to foreign currency exchange rate fluctuations through its hedging strategy. Unrealized non-cash gains and losses resulting from the change in value of risk management contracts can also have a material effect on quarterly

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operating margin for this segment. Keyera continues to maintain its disciplined approach to risk management for its NGL and iso-octane products.

Compared to the 2015 year-end results, the Gathering and Processing and Liquids Infrastructure segments are performing well as Keyera's investments in gathering systems, new gas plants and expansion of its liquids infrastructure are generating incremental cash flow. In the Gathering and Processing segment, Keyera has seen a decline in throughput, particularly at the Rimbey and Strachan gas plants. Keyera is working closely with its producer customers to deliver cost effective and value added services intended to help enhance their economics, while at the same time increasing throughput and efficiencies at Keyera's gathering and processing facilities. In the Liquids Infrastructure segment, overall fractionation operating margin is higher in 2016 due to higher volumes associated with the fractionation expansion at Fort Saskatchewan which became operational at the end of May. The effect of higher fractionation volumes was partly offset by lower average fractionation rates that were effective April 1, 2016. In the Marketing segment, operating margin from the sale of iso-octane has been lower in 2016 as sales volumes were affected by the scheduled maintenance turnaround at AEF that commenced in September. In addition, margins from the sale of iso-octane have been lower in 2016 due to lower gasoline prices and lower premiums for iso-octane compared to the 2015 driving season when premiums were especially high.

See the section of this MD&A, "Segmented Results of Operations", for more information on the financial results of Keyera's operating segments for the three and nine months ended September 30, 2016.

## **ADOPTION OF NEW AND AMENDED IFRS STANDARDS**

Refer to the first quarter 2016 report for details of new IFRS standards adopted by Keyera.

## **FUTURE ACCOUNTING PRONOUNCEMENTS**

### ***IFRS 16, Leases***

In January 2016, the International Accounting Standards Board ("IASB") issued IFRS 16, Leases. This standard will be effective for annual reporting periods beginning on or after January 1, 2019. Early adoption is permitted, provided reporting issuers have adopted IFRS 15 Revenue from Contracts with Customers as well or have adopted IFRS 15 at the same date as IFRS 16. Keyera is currently determining the impact of adopting IFRS 16 on its consolidated financial statements.

### ***Amendments to IAS 7, Statement of Cash Flows***

In January 2016, the IASB issued Disclosure Initiative (Amendments to IAS 7) which require reporting issuers to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities. The amendment is effective for annual reporting periods beginning on or after January 1, 2017, with early adoption permitted. As the amendments were issued in January 2016, which is less than one year before the beginning of the period when some reporting issuers could be required to apply them, the IASB has exempted reporting issuers from providing comparative information when they first apply the amendments. Keyera is currently determining the impact of applying the amendments to IAS 7 on its consolidated financial statements.

### ***IFRS 15, Revenue from Contracts with Customers***

In April 2016, the IASB issued amendments to IFRS 15, Revenue from Contracts with Customers. The amendments have the same effective date as the standard and will be applied to annual reporting periods beginning on or after January 1, 2018 with early adoption permitted. Keyera is currently determining the impact of adopting IFRS 15 on its consolidated financial statements.

### ***Amendments to IFRS 2, Share-based Payment***

In June 2016, the IASB issued amendments to IFRS 2, Share-based Payment which is to be applied to annual reporting periods beginning on or after January 1, 2018 with early adoption permitted. The amendments clarify how to classify and measure certain types of share-based payment transactions. Keyera is currently determining the impact of applying the amendments to IFRS 2 on its consolidated financial statements.

## **CONTROL ENVIRONMENT**

### **Disclosure Controls and Procedures**

The Chief Executive Officer and the Chief Financial Officer are satisfied that, as of September 30, 2016, Keyera's disclosure controls and procedures have provided reasonable assurance that material information relating to Keyera and its consolidated subsidiaries has been brought to their attention and that information required to be disclosed pursuant to applicable securities legislation has been recorded, processed, summarized and reported in an appropriate and timely manner.

### **Internal Controls Over Financial Reporting**

The Chief Executive Officer and the Chief Financial Officer are satisfied that Keyera's internal controls over financial reporting provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with GAAP.

No changes were made for the period beginning January 1, 2016 and ending September 30, 2016 that have materially affected, or are reasonably likely to materially affect Keyera's internal controls over financial reporting.

## **COMMON SHARES**

During the three months ended September 30, 2016, there were 1,139,003 common shares issued under the DRIP and the Premium DRIP™ for consideration of \$43.3 million, bringing the total common shares outstanding at September 30, 2016 to 184,519,514.

Subsequent to September 30, 2016, 391,056 common shares were issued to shareholders enrolled in the DRIP and Premium DRIP™ for consideration of \$15.8 million, bringing the total common shares outstanding at November 8, 2016 to 184,910,570.

## **NON-GAAP FINANCIAL MEASURES**

This discussion and analysis refers to certain financial measures that are not determined in accordance with GAAP. Measures such as distributable cash flow (cash flow from operating activities adjusted for changes in non-cash working capital, long-term incentive plan costs, inventory write-down and maintenance capital expenditures); distributable cash flow per share (distributable cash flow divided by weighted average number of shares – basic); EBITDA (earnings before finance costs, taxes, depreciation, and amortization); and Adjusted EBITDA (calculated as EBITDA before costs associated with non-cash items, including unrealized gains/losses, impairment expenses and any other non-cash items such as gains/losses on the disposal of property, plant and equipment) are not standard measures under GAAP and, therefore, may not be comparable to similar measures reported by other entities. Management believes that these supplemental measures facilitate the understanding of Keyera's results of operations, leverage, liquidity and financial position. Distributable cash flow is used to assess the level of cash flow generated from ongoing operations and to evaluate the adequacy of internally generated cash flow to fund dividends. EBITDA and Adjusted EBITDA are measures used as an indication of earnings generated from operations after consideration of administrative and overhead costs. Investors are cautioned, however, that these measures should not be construed as an alternative to net earnings determined in accordance with GAAP as an indication of Keyera's performance.

## **FORWARD-LOOKING STATEMENTS**

Certain statements contained in this MD&A and accompanying documents contain forward-looking statements. These statements relate to future events or Keyera's future performance. Such statements are predictions only and actual events or results may differ materially. The use of words such as "anticipate", "continue", "estimate", "expect", "may", "will", "project", "should", "plan", "intend", "believe", and similar expressions, including the negatives thereof, is intended to identify forward-looking statements. All statements other than statements of historical fact contained in this document are forward-looking statements.

The forward-looking statements reflect management's current beliefs and assumptions with respect to such things as the outlook for general economic trends, industry trends, commodity prices, capital markets, and the governmental, regulatory and legal environment. In some instances, this MD&A and accompanying documents may also contain forward-looking statements attributed to third party sources. Management

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believes that its assumptions and analysis in this MD&A are reasonable and that the expectations reflected in the forward-looking statements contained herein are also reasonable. However, Keyera cannot assure readers that these expectations will prove to be correct.

All forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results, events, levels of activity and achievements to differ materially from those anticipated in the forward-looking statements. Such factors include but are not limited to: general economic, market and business conditions; access to capital and debt markets; operational matters, including potential hazards inherent in our operations; risks arising from co-ownership of facilities; activities of other facility owners; access to third party facilities, competitive action by other companies; activities of producers and other customers and overall industry activity levels; changes in gas composition; fluctuations in commodity prices and supply/demand trends; processing and marketing margins; effects of weather conditions; availability of construction crews and materials; fluctuations in interest rates and foreign currency exchange rates; changes in operating and capital costs, including fluctuations in input costs; actions by governmental authorities; compliance with regulatory requirements; decisions or approvals of administrative tribunals; changes in environmental and other regulations; reliance on key personnel; competition for, among other things, capital, acquisition opportunities and skilled personnel; changes in tax laws, including the effects that such changes may have on shareholders, and in particular any differential effects relating to shareholder's country of residence; and other factors, many of which are beyond the control of Keyera, some of which are discussed in this MD&A and in Keyera's Annual Information Form dated February 10, 2016, filed on SEDAR and available on the Keyera website at [www.keyera.com](http://www.keyera.com).

Proposed construction and completion schedules and budgets for capital projects are subject to many variables, including weather; availability and prices of materials; labour; customer project schedules and expected in service dates; contractor productivity; contractor disputes; quality of cost estimating; decision processes and approvals by joint venture partners; changes in project scope at the time of project sanctioning; regulatory approvals, conditions or delays (including possible intervention by third parties); and macro socio-economic trends. Pipeline projects are also subject to Keyera's ability to secure the necessary rights of way; and underground cavern development is dependent on sufficient water supply. As a result, expected timing, costs and benefits associated with these projects may differ materially from the descriptions in this MD&A. Further, some of the projects discussed in this MD&A are subject to securing sufficient producer/customer interest and may not proceed if sufficient commitments are not obtained. Typically, the earlier in the engineering process that projects are sanctioned, the greater the likelihood that the schedule and budget may change. Expected closing of acquisitions and financings are subject to satisfaction of closing conditions which may vary depending on the nature of the transactions. Acquisitions may be subject to rights of first refusal and other third party consents.

Readers are cautioned that they should not unduly rely on the forward-looking statements in this MD&A and accompanying documents. Further, readers are cautioned that the forward-looking statements in this document speak only as of the date of this MD&A.

Any statements relating to "reserves" are deemed to be forward-looking statements as they involve the implied assessment, based on certain estimates and assumptions that the reserves described can be profitably produced in the future.

All forward-looking statements contained in this MD&A and accompanying documents are expressly qualified by this cautionary statement. Such statements speak only as of the date hereof. Further information about the factors affecting forward-looking statements and management's assumptions and analysis thereof, is available in filings made by Keyera with Canadian provincial securities commissions, which can be viewed on SEDAR at [www.sedar.com](http://www.sedar.com).



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# Investor Information

## **DIVIDENDS TO SHAREHOLDERS**

Effective with the August 2016 dividend and payable to shareholders on September 15, 2016, Keyera's monthly dividend increased by 6% to \$0.1325 per share per month or \$1.59 per share annually. Dividends declared to shareholders were \$0.39 per share in the third quarter of 2016 and a total of \$1.14 per share in the first nine months of 2016. Keyera is focused on providing stable long-term dividends per share that grow over time.

## **TAXABILITY OF DIVIDENDS**

Keyera's dividends are considered to be eligible dividends for the purpose of the Income Tax Act (Canada). For non-resident shareholders, Keyera's dividends are subject to Canadian withholding tax.

## **SUPPLEMENTARY INFORMATION**

A breakdown of Keyera's operational and financial results, including volumetric and operating margin information by major business unit, is available on our website at [www.keyera.com/ir/reports](http://www.keyera.com/ir/reports).

## **THIRD QUARTER 2016 RESULTS CONFERENCE CALL AND WEBCAST**

Keyera will be conducting a conference call and webcast for investors, analysts, brokers and media representatives to discuss the third quarter 2016 results at 8:00 AM Mountain Time (10:00 AM Eastern Time) on November 9, 2016. Callers may participate by dialing either 1-888-231-8191 or 647-427-7450. An audio recording of the call will be available for replay until 10:00 PM Mountain Time (Midnight Eastern Time), November 23, 2016, by dialing 1-855-859-2056 or 1-416-849-0833 and entering pass code 95097742.

Internet users can listen to the call live on Keyera's website at [www.keyera.com/news/events](http://www.keyera.com/news/events). Shortly after the call, an audio archive will be posted on the website for 90 days.

## **QUESTIONS**

We welcome questions from interested parties. Calls should be directed to Keyera's Investor Relations Department at 403-205-7670, toll free at 1-888-699-4853 or via email at [ir@keyera.com](mailto:ir@keyera.com). Information about Keyera can also be found on our website at [www.keyera.com](http://www.keyera.com).

## Keyera Corp.

### Condensed Interim Consolidated Statements of Financial Position

(Thousands of Canadian dollars)  
(Unaudited)

| As at  | Note | September 30,<br>2016<br>\$ | December 31,<br>2015<br>\$ |
|--|------|-----------------------------|----------------------------|
| <b>ASSETS</b>                                |      |                             |                            |
| Cash   |      | 27,472                      | 13,447                     |
| Trade and other receivables                  |      | 284,192                     | 344,006                    |
| Derivative financial instruments             | 10   | 8,015                       | 46,862                     |
| Inventory                                    | 4    | 120,918                     | 76,989                     |
| Other assets                                 | 15   | 32,278                      | 8,860                      |
| <b>Total current assets</b>                  |      | <b>472,875</b>              | 490,164                    |
| Long-term portion of other assets            | 15   | 5,320                       | —                          |
| Derivative financial instruments             | 10   | 119,034                     | 141,770                    |
| Property, plant and equipment                |      | 4,052,046                   | 3,610,427                  |
| Intangible assets                            |      | 146                         | 584                        |
| Goodwill                                     |      | 53,624                      | 53,624                     |
| <b>Total assets</b>                          |      | <b>4,703,045</b>            | 4,296,569                  |
| <b>LIABILITIES AND EQUITY</b>                |      |                             |                            |
| Trade and other payables                     |      | 408,707                     | 400,245                    |
| Derivative financial instruments             | 10   | 23,421                      | 27,309                     |
| Dividends payable                            |      | 24,449                      | 21,463                     |
| Current portion of long-term debt            |      | —                           | 104,200                    |
| Current portion of decommissioning liability |      | 8,564                       | 10,569                     |
| <b>Total current liabilities</b>             |      | <b>465,141</b>              | 563,786                    |
| Derivative financial instruments             | 10   | 66                          | 352                        |
| Credit facilities                            | 5    | 365,000                     | 370,000                    |
| Long-term debt                               | 5    | 1,185,568                   | 1,156,486                  |
| Long-term incentive plan                     | 9    | 5,188                       | 16,346                     |
| Decommissioning liability                    |      | 482,298                     | 474,477                    |
| Deferred tax liabilities                     |      | 363,915                     | 316,852                    |
| <b>Total liabilities</b>                     |      | <b>2,867,176</b>            | 2,898,299                  |
| <b>Equity</b>                                |      |                             |                            |
| Share capital                                | 7    | 1,942,666                   | 1,483,376                  |
| Accumulated deficit                          |      | (106,797)                   | (85,106)                   |
| <b>Total equity</b>                          |      | <b>1,835,869</b>            | 1,398,270                  |
| <b>Total liabilities and equity</b>          |      | <b>4,703,045</b>            | 4,296,569                  |

See accompanying notes to the unaudited condensed interim consolidated financial statements.

These unaudited condensed interim consolidated financial statements were approved by the Board of Directors of Keyera Corp. on November 8, 2016.

(Signed) Michael Norris  
Director

(Signed) David G. Smith  
Director

**Keyera Corp.****Condensed Interim Consolidated Statements of Net Earnings and Comprehensive Income**

(Thousands of Canadian dollars, except share information)

(Unaudited)

|   | Note | Three months ended<br>September 30, |            | Nine months ended<br>September 30, |             |
|---|------|-------------------------------------|------------|------------------------------------|-------------|
|   |      | 2016<br>\$                          | 2015<br>\$ | 2016<br>\$                         | 2015<br>\$  |
| Operating revenues                                | 14   | <b>621,342</b>                      | 643,602    | <b>1,813,535</b>                   | 1,898,617   |
| Operating expenses                                | 14   | <b>(460,384)</b>                    | (415,127)  | <b>(1,322,801)</b>                 | (1,344,901) |
| Operating margin                                  |      | <b>160,958</b>                      | 228,475    | <b>490,734</b>                     | 553,716     |
| General and administrative expenses               |      | <b>(12,705)</b>                     | (10,826)   | <b>(48,969)</b>                    | (35,156)    |
| Finance costs                                     | 12   | <b>(16,719)</b>                     | (18,534)   | <b>(52,914)</b>                    | (43,287)    |
| Depreciation, depletion and amortization expenses |      | <b>(45,204)</b>                     | (44,634)   | <b>(134,569)</b>                   | (124,632)   |
| Net foreign currency (loss) gain on U.S. debt     | 11   | <b>(6,111)</b>                      | 12,218     | <b>9,760</b>                       | (24,189)    |
| Long-term incentive plan expense                  | 9    | <b>(8,410)</b>                      | (4,217)    | <b>(17,113)</b>                    | (22,088)    |
| Impairment expense                                |      | —                                   | (16,433)   | —                                  | (36,341)    |
| Earnings before income tax                        |      | <b>71,809</b>                       | 146,049    | <b>246,929</b>                     | 268,023     |
| Income tax expense                                | 6    | <b>(19,389)</b>                     | (36,511)   | <b>(64,699)</b>                    | (86,318)    |
| <b>Net earnings</b>                               |      | <b>52,420</b>                       | 109,538    | <b>182,230</b>                     | 181,705     |
| Other comprehensive income                        |      | —                                   | —          | —                                  | —           |
| <b>Net earnings and comprehensive income</b>      |      | <b>52,420</b>                       | 109,538    | <b>182,230</b>                     | 181,705     |

**Earnings per share**

|                            |   |             |      |             |      |
|----------------------------|---|-------------|------|-------------|------|
| Basic earnings per share   | 8 | <b>0.28</b> | 0.64 | <b>1.02</b> | 1.07 |
| Diluted earnings per share | 8 | <b>0.28</b> | 0.64 | <b>1.02</b> | 1.07 |

See accompanying notes to the unaudited condensed interim consolidated financial statements.

## Keyera Corp.

### Condensed Interim Consolidated Statements of Cash Flows

(Thousands of Canadian dollars)  
(Unaudited)

|  | Note | Three months ended<br>September 30, |                  | Nine months ended<br>September 30, |                  |
|--|------|-------------------------------------|------------------|------------------------------------|------------------|
|  |      | 2016<br>\$                          | 2015<br>\$       | 2016<br>\$                         | 2015<br>\$       |
| <b>Cash provided by (used in):</b>                         |      |                                     |                  |                                    |                  |
| <b>OPERATING ACTIVITIES</b>                                |      |                                     |                  |                                    |                  |
| Net earnings:  |      | 52,420                              | 109,538          | 182,230                            | 181,705          |
| <b>Adjustments for items not affecting cash:</b>           |      |                                     |                  |                                    |                  |
| Finance costs  | 12   | 2,920                               | 2,792            | 8,783                              | 8,398            |
| Depreciation, depletion and amortization expenses          |      | 45,204                              | 44,634           | 134,569                            | 124,632          |
| Long-term incentive plan expense                           | 9    | 8,410                               | 4,217            | 17,113                             | 22,088           |
| Unrealized loss (gain) on derivative financial instruments | 10   | 10,228                              | (79,411)         | 57,410                             | (28,188)         |
| Unrealized loss (gain) on foreign exchange                 |      | 4,213                               | 39,946           | (40,974)                           | 76,368           |
| Deferred income tax expense                                | 6    | 15,509                              | 9,144            | 50,909                             | 21,363           |
| Inventory write-down                                       | 4    | —                                   | —                | —                                  | 2,525            |
| Impairment expense   |      | —                                   | 16,433           | —                                  | 36,341           |
| (Gain) loss on disposal of property, plant and equipment   |      | (86)                                | (421)            | 890                                | (421)            |
| Decommissioning liability expenditures                     |      | (769)                               | (143)            | (2,006)                            | (2,528)          |
| Changes in non-cash working capital                        | 13   | (904)                               | (29,015)         | (36,221)                           | 79,428           |
| <b>Net cash provided by operating activities</b>           |      | <b>137,145</b>                      | <b>117,714</b>   | <b>372,703</b>                     | <b>521,711</b>   |
| <b>INVESTING ACTIVITIES</b>                                |      |                                     |                  |                                    |                  |
| Acquisitions   | 3    | (130,300)                           | (1,288)          | (182,342)                          | (17,695)         |
| Capital expenditures                                       |      | (158,617)                           | (149,473)        | (418,719)                          | (571,066)        |
| Proceeds on sale of assets                                 |      | —                                   | 4,646            | 85                                 | 5,065            |
| Changes in non-cash working capital                        | 13   | 40,115                              | 7,170            | 30,582                             | (36,024)         |
| <b>Net cash used in investing activities</b>               |      | <b>(248,802)</b>                    | <b>(138,945)</b> | <b>(570,394)</b>                   | <b>(619,720)</b> |
| <b>FINANCING ACTIVITIES</b>                                |      |                                     |                  |                                    |                  |
| Borrowings under credit facilities                         |      | 190,000                             | 290,000          | 1,212,406                          | 790,000          |
| Repayments under credit facilities                         |      | (55,000)                            | (195,000)        | (1,217,406)                        | (555,000)        |
| Proceeds from issuance of long-term debt                   | 5    | —                                   | —                | 60,000                             | —                |
| Repayment of long-term debt                                | 5    | —                                   | (49,799)         | (97,740)                           | (49,799)         |
| Financing costs related to long-term debt                  | 5    | (78)                                | —                | (140)                              | (58)             |
| Proceeds from equity offering                              | 7    | —                                   | —                | 344,871                            | —                |
| Issuance costs related to equity offering                  | 7    | 56                                  | —                | (14,187)                           | —                |
| Proceeds from issuance of shares related to DRIP           | 7    | 43,270                              | 36,959           | 124,760                            | 79,540           |
| Dividends paid to shareholders                             |      | (70,292)                            | (60,364)         | (200,934)                          | (173,224)        |
| <b>Net cash provided in financing activities</b>           |      | <b>107,956</b>                      | <b>21,796</b>    | <b>211,630</b>                     | <b>91,459</b>    |
| Effect of exchange rate fluctuations on foreign cash held  |      | 136                                 | (136)            | 86                                 | 1,351            |
| <b>Net increase (decrease) in cash</b>                     |      | <b>(3,565)</b>                      | <b>429</b>       | <b>14,025</b>                      | <b>(5,199)</b>   |
| Cash at the start of the period                            |      | 31,037                              | 5,681            | 13,447                             | 11,309           |
| <b>Cash at the end of the period</b>                       |      | <b>27,472</b>                       | <b>6,110</b>     | <b>27,472</b>                      | <b>6,110</b>     |

The following amounts are included in Cash Flows from Operating Activities:

|                           |        |       |        |        |
|---------------------------|--------|-------|--------|--------|
| Income taxes paid in cash | 4,939  | 8,091 | 68,493 | 53,389 |
| Interest paid in cash     | 16,146 | 8,836 | 54,507 | 44,316 |

See accompanying notes to the unaudited condensed interim consolidated financial statements.

**Keyera Corp.****Condensed Interim Consolidated Statement of Changes in Equity**

(Thousands of Canadian dollars)

(Unaudited)

| As at  | Share Capital<br>\$ | Accumulated<br>(Deficit)<br>\$ | Total<br>\$      |
|--|---------------------|--------------------------------|------------------|
| <b>Balance at December 31, 2014</b>                          | <b>1,364,522</b>    | <b>(46,341)</b>                | <b>1,318,181</b> |
| Common shares issued pursuant to dividend reinvestment plans | 79,540              | —                              | 79,540           |
| Net earnings and total comprehensive income                  | —                   | 181,705                        | 181,705          |
| Dividends declared to shareholders                           | —                   | (176,426)                      | (176,426)        |
| <b>Balance at September 30, 2015</b>                         | <b>1,444,062</b>    | <b>(41,062)</b>                | <b>1,403,000</b> |

| As at   | Share Capital<br>\$ | Accumulated<br>Deficit<br>\$ | Total<br>\$      |
|---|---------------------|------------------------------|------------------|
| <b>Balance at December 31, 2015</b>                           | <b>1,483,376</b>    | <b>(85,106)</b>              | <b>1,398,270</b> |
| Common shares issued pursuant to dividend reinvestment plans  | 124,760             | —                            | 124,760          |
| Common shares issued pursuant to equity offering <sup>1</sup> | 334,530             | —                            | 334,530          |
| Net earnings and total comprehensive income                   | —                   | 182,230                      | 182,230          |
| Dividends declared to shareholders                            | —                   | (203,921)                    | (203,921)        |
| <b>Balance at September 30, 2016</b>                          | <b>1,942,666</b>    | <b>(106,797)</b>             | <b>1,835,869</b> |

Note:

<sup>1</sup> Net of issuance costs and related deferred income tax asset recorded. See note 7 for further information.

See accompanying notes to the unaudited condensed interim consolidated financial statements.

**Keyera Corp.****Notes to Condensed Interim Consolidated Financial Statements****As at and for the three and nine months ended September 30, 2016 and 2015**

(All amounts expressed in thousands of Canadian dollars, except as otherwise noted)

(Unaudited)

**1. GENERAL BUSINESS DESCRIPTION**

The operating subsidiaries of Keyera Corp. include Keyera Partnership (the "Partnership"), Keyera Midstream Ltd. ("KML"), Keyera Energy Ltd. ("KEL"), Keyera Energy Inc. ("KEI"), Keyera Rimbey Ltd. ("KRL"), Keyera RP Ltd. ("KRPL"), Rimbey Pipeline Limited Partnership ("RPLP"), Alberta Diluent Terminal Ltd. ("ADT") and Alberta EnviroFuels Inc. ("AEF"). Keyera Corp. and its subsidiaries are involved in the business of natural gas gathering and processing; as well as transportation, storage and marketing of natural gas liquids ("NGLs") and iso-octane in Canada and the U.S. In addition, Keyera Partnership is involved in crude oil midstream activities in Canada.

Keyera Corp. and its subsidiaries are collectively referred to herein as "Keyera". The address of Keyera's registered office and principal place of business is Suite 200, Sun Life Plaza West Tower, 144 – 4th Avenue S.W., Calgary, AB, Canada.

Pursuant to its Articles of Amalgamation, Keyera Corp. is authorized to issue an unlimited number of common shares (the "Shares"). The Shares trade on the Toronto Stock Exchange under the symbol "KEY".

Keyera is approved to issue two classes of preferred shares (one class referred to as the "First Preferred Shares", a second class referred to as the "Second Preferred Shares"), and collectively both classes being referred to as the "Preferred Shares". Each are issuable in one or more series without par value and each with such rights, restrictions, designations and provisions as the Board of Directors may at any time and from time to time determine, subject to an aggregate maximum number of authorized Preferred Shares. No preferred shares had been issued as at September 30, 2016.

**2. BASIS OF PREPARATION**

These condensed interim consolidated financial statements are in accordance with IAS 34, Interim Financial Reporting, as issued by the International Accounting Standards Board. The accounting policies applied are in accordance with International Financial Reporting Standards ("IFRS") and are consistent with Keyera Corp.'s consolidated financial statements as at and for the year ended December 31, 2015, except for the adoption of new IFRS standards, amendments and interpretations effective January 1, 2016 as noted below.

These condensed interim consolidated financial statements as at September 30, 2016 and for the three and nine months ended September 30, 2016 and 2015 do not include all disclosures required for the preparation of annual consolidated financial statements and should be read in conjunction with Keyera Corp.'s consolidated financial statements as at and for the year ended December 31, 2015.

The condensed interim consolidated financial statements were authorized for issuance on November 8, 2016 by the Board of Directors.

**New and amended IFRS standards adopted by Keyera**

Refer to the unaudited condensed interim consolidated financial statements for the three months ended March 31, 2016 for details of new IFRS standards adopted by Keyera.

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## Future accounting pronouncements

### IFRS 16, Leases

In January 2016, the International Accounting Standards Board (“IASB”) issued IFRS 16, Leases. This standard will be effective for annual reporting periods beginning on or after January 1, 2019. Early adoption is permitted, provided reporting issuers have adopted IFRS 15 Revenue from Contracts with Customers as well or have adopted IFRS 15 at the same date as IFRS 16. Keyera is currently determining the impact of adopting IFRS 16 on its consolidated financial statements.

### Amendments to IAS 7, Statement of Cash Flows

In January 2016, the IASB issued Disclosure Initiative (Amendments to IAS 7) which require reporting issuers to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities. The amendment is effective for annual reporting periods beginning on or after January 1, 2017, with early adoption permitted. As the amendments were issued in January 2016, which is less than one year before the beginning of the period when some reporting issuers could be required to apply them, the IASB has exempted reporting issuers from providing comparative information when they first apply the amendments. Keyera is currently determining the impact of applying the amendments to IAS 7 on its consolidated financial statements.

### IFRS 15, Revenue from Contracts with Customers

In April 2016, the IASB issued amendments to IFRS 15, Revenue from Contracts with Customers. The amendments have the same effective date as the standard and will be applied to annual reporting periods beginning on or after January 1, 2018 with early adoption permitted. Keyera is currently determining the impact of adopting IFRS 15 on its consolidated financial statements.

### Amendments to IFRS 2, Share-based Payment

In June 2016, the IASB issued amendments to IFRS 2, Share-based Payment which is to be applied to annual reporting periods beginning on or after January 1, 2018 with early adoption permitted. The amendments clarify how to classify and measure certain types of share-based payment transactions. Keyera is currently determining the impact of applying the amendments to IFRS 2 on its consolidated financial statements.

## 3. BUSINESS COMBINATION

The acquisition listed below has been recorded as a business combination under IFRS 3.

Determination of the fair value of Property, Plant and Equipment acquired in a business combination requires management to make assumptions and estimates about future events. The fair value of general plant and processing equipment is estimated with reference to the discounted cash flows expected to be derived from gas processing. These assumptions and estimates generally require judgment and include estimates of future gas processing revenues and discount rates. Changes in any of the assumptions or estimates used in determining the fair value of acquired assets and liabilities could impact the amounts assigned to the net assets acquired on the business combination.

On August 9, 2016 Keyera completed its acquisition of an additional 35% ownership interest in the O’Chiese Nees-Ohpawganu’ck gas plant (“Alder Flats”) and associated gathering pipelines (collectively the “Facilities”) from Bellatrix Exploration Ltd. (“Bellatrix”). This brings Keyera’s total ownership interest in the Facilities to 70%.

There was no change in control and Bellatrix will continue to operate the Facilities. As the Facilities are jointly controlled, they will continue to be accounted for as a joint operation.



Total consideration for the fair value acquisition was \$112,500. Of the total consideration, \$27,125 was a prepayment for future construction costs related to the Phase 2 expansion of Alder Flats, while the remaining \$85,375 relates to a 35% working interest in the existing plant, processing equipment, gathering lines, and costs incurred to date on the Phase 2 expansion.

The prepayment of \$27,125 was allocated to Other Assets while the remaining balance of \$85,375 was allocated to Property, Plant and Equipment on the consolidated statement of financial position. Within Property, Plant and Equipment, the amount resides in the general plant and processing equipment component group.

At September 30, 2016, the prepayment amount residing in Other Assets was \$25,226 (see note 15) while the amount residing in Property, Plant and Equipment was \$87,274.

The acquisition was settled using existing cash flow and funding from Keyera's bank credit facility.

The revenue and profit included in the consolidated statement of net earnings and comprehensive income since August 9, 2016 contributed by the Facilities was \$2,678 and \$1,642, respectively.

Had the Facilities been consolidated from January 1, 2016, the consolidated statement of net earnings and comprehensive income would have included revenue and profit of \$14,100 and \$8,682, respectively.

#### 4. INVENTORY

The total carrying amount and classification of inventory was as follows:

| <b>As at</b>           | <b>September 30,<br/>2016</b> | December 31,<br>2015 |
|------------------------|-------------------------------|----------------------|
|                        | <b>\$</b>                     | <b>\$</b>            |
| NGLs and iso-octane    | <b>105,670</b>                | 71,148               |
| Other                  | <b>15,248</b>                 | 5,841                |
| <b>Total inventory</b> | <b>120,918</b>                | 76,989               |

At September 30, 2016, \$120,918 of inventory was carried at cost (December 31, 2015 – \$66,100) and \$nil (December 31, 2015 - \$10,889) was carried at net realizable value.

For the three and nine months ended September 30, 2016, there were no charges to operating expenses to write down the cost of NGL inventory and iso-octane to net realizable value (three and nine months ended September 30, 2015 – \$nil and \$2,525).

## 5. LONG-TERM DEBT

The following is a summary of Keyera's current and long-term debt:

| <b>As at September 30, 2016</b>                         | <b>Effective<br/>Interest<br/>Rate</b> | <b>Notes</b> | <b>Carrying<br/>Value<br/>\$</b> | <b>Fair<br/>Value<br/>\$</b> |
|---|--|--------------|----------------------------------|------------------------------|
| Bank credit facilities                                  | 3.58%                                  |              | 365,000                          | 365,000                      |
| <b>Credit facilities</b>                                |  |              | <b>365,000</b>                   | <b>365,000</b>               |
| <b>Canadian dollar denominated debt<br/>(unsecured)</b> |  |              |                                  |                              |
| 5.89% due December 3, 2017                              | 5.98%                                  |              | 60,000                           | 62,200                       |
| 5.01% due January 4, 2019                               | 5.03%                                  |              | 70,000                           | 73,300                       |
| 4.35% due June 19, 2019                                 | 4.45%                                  |              | 52,000                           | 54,100                       |
| 5.68% due September 8, 2020                             | 5.73%                                  |              | 2,000                            | 2,200                        |
| 6.14% due December 3, 2022                              | 6.20%                                  |              | 60,000                           | 69,400                       |
| 3.50% due June 16, 2023                                 | 3.52%                                  | (a)          | 30,000                           | 30,000                       |
| 4.91% due June 19, 2024                                 | 4.96%                                  |              | 17,000                           | 18,600                       |
| 4.92% due October 10, 2025                              | 4.92%                                  |              | 100,000                          | 109,300                      |
| 5.05% due November 20, 2025                             | 5.14%                                  |              | 20,000                           | 22,100                       |
| 4.15% due June 16, 2026                                 | 4.17%                                  | (a)          | 30,000                           | 30,000                       |
| 5.09% due October 10, 2028                              | 5.09%                                  |              | 100,000                          | 111,400                      |
| 5.34% due April 8, 2029                                 | 5.37%                                  |              | 75,000                           | 85,700                       |
|   |  |              | 616,000                          | 668,300                      |
| <b>US dollar denominated debt<br/>(unsecured)</b>       |  |              |                                  |                              |
| 3.42% due June 19, 2019<br>(US\$3,000)                  | 3.49%                                  |              | 3,935                            | 3,935                        |
| 5.14% due September 8, 2020<br>(US\$103,000)            | 5.20%                                  |              | 135,105                          | 143,762                      |
| 4.19% due June 19, 2024<br>(US\$128,000)                | 4.23%                                  |              | 167,898                          | 171,177                      |
| 4.75% due November 20, 2025<br>(US\$140,000)            | 4.80%                                  |              | 183,638                          | 194,919                      |
| 4.95% due November 20, 2028<br>(US\$65,000)             | 4.99%                                  |              | 85,261                           | 92,606                       |
|   |  |              | 575,837                          | 606,399                      |
| Less: Issuance costs                                    |  |              | (6,269)                          | —                            |
| <b>Long-term debt</b>                                   |  |              | <b>1,185,568</b>                 | <b>1,274,699</b>             |

| <b>As at December 31, 2015</b>                          | <b>Effective<br/>Interest<br/>Rate</b> | <b>Notes</b> | <b>Carrying<br/>Value<br/>\$</b> | <b>Fair<br/>Value<br/>\$</b> |
|---|--|--------------|----------------------------------|------------------------------|
| Bank credit facilities                                  | 3.79%                                  |              | 370,000                          | 370,000                      |
| <b>Credit facilities</b>                                |  |              | <b>370,000</b>                   | <b>370,000</b>               |
| <b>Canadian dollar denominated debt<br/>(unsecured)</b> |  |              |                                  |                              |
| 7.87% due May 1, 2016                                   | 7.94%                                  |              | 35,000                           | 35,500                       |
| 5.89% due December 3, 2017                              | 5.98%                                  |              | 60,000                           | 63,000                       |
| 5.01% due January 4, 2019                               | 5.03%                                  |              | 70,000                           | 72,900                       |
| 4.35% due June 19, 2019                                 | 4.45%                                  |              | 52,000                           | 53,300                       |
| 5.68% due September 8, 2020                             | 5.73%                                  |              | 2,000                            | 2,200                        |
| 6.14% due December 3, 2022                              | 6.20%                                  |              | 60,000                           | 67,200                       |
| 4.91% due June 19, 2024                                 | 4.96%                                  |              | 17,000                           | 17,400                       |
| 4.92% due October 10, 2025                              | 4.92%                                  |              | 100,000                          | 102,600                      |
| 5.05% due November 20, 2025                             | 5.14%                                  |              | 20,000                           | 20,700                       |
| 5.09% due October 10, 2028                              | 5.09%                                  |              | 100,000                          | 104,600                      |
| 5.34% due April 8, 2029                                 | 5.37%                                  |              | 75,000                           | 80,100                       |
|   |  |              | 591,000                          | 619,500                      |
| <b>US dollar denominated debt<br/>(unsecured)</b>       |  |              |                                  |                              |
| 8.40% due May 1, 2016<br>(US\$50,000)                   | 8.48%                                  |              | 69,200                           | 70,446                       |
| 3.42% due June 19, 2019<br>(US\$3,000)                  | 3.49%                                  |              | 4,152                            | 4,014                        |
| 5.14% due September 8, 2020<br>(US\$103,000)            | 5.20%                                  |              | 142,552                          | 146,566                      |
| 4.19% due June 19, 2024<br>(US\$128,000)                | 4.23%                                  |              | 177,152                          | 167,049                      |
| 4.75% due November 20, 2025<br>(US\$140,000)            | 4.80%                                  |              | 193,760                          | 189,746                      |
| 4.95% due November 20, 2028<br>(US\$65,000)             | 4.99%                                  |              | 89,960                           | 88,576                       |
|   |  |              | 676,776                          | 666,397                      |
| Less: Issuance costs                                    |  |              | (7,090)                          | —                            |
| Less: Current portion of long-term debt                 |  |              | (104,200)                        | (105,946)                    |
| <b>Long-term debt</b>                                   |  |              | <b>1,156,486</b>                 | <b>1,179,951</b>             |

- (a) Under Keyera's unsecured uncommitted shelf facility with the Prudential Capital Group ("Prudential"), Keyera was able to borrow up to US\$350,000 less any amount committed by Prudential on certain previous debt offerings issued by Keyera.

On June 3, 2016, Keyera issued \$60,000 in long-term notes in two tranches pursuant to the Prudential uncommitted shelf facility:

- \$30,000 bearing interest at 3.50% maturing on June 16, 2023; and
- \$30,000 bearing interest at 4.15% maturing on June 16, 2026.

Financing costs of approximately \$109 have been deferred and are amortized using the effective interest method over the remaining terms of the related debt.

Previous draw downs on the amended Prudential shelf facility were as follows:

- \$70,000 bearing interest at 5.01% maturing on January 4, 2019;
- \$100,000 bearing interest at 4.92% maturing on October 10, 2025; and
- \$100,000 bearing interest at 5.09% maturing on October 10, 2028.

The issuance period for new debt under the Prudential shelf facility expired in October 2016. Keyera is currently in the process of negotiating amendments to the shelf facility to, among other things, extend the issuance period.

## 6. INCOME TAXES

The components of the income tax expense were as follows:

|                                 | Three months ended<br>September 30, |               | Nine months ended<br>September 30, |               |
|---------------------------------|-------------------------------------|---------------|------------------------------------|---------------|
|                                 | 2016                                | 2015          | 2016                               | 2015          |
|                                 | \$                                  | \$            | \$                                 | \$            |
| Current                         | 3,880                               | 27,367        | 13,790                             | 64,955        |
| Deferred                        | 15,509                              | 9,144         | 50,909                             | 21,363        |
| <b>Total income tax expense</b> | <b>19,389</b>                       | <b>36,511</b> | <b>64,699</b>                      | <b>86,318</b> |

## 7. CAPITAL

|   | Share Capital              |                     |
|---|----------------------------|---------------------|
|   | Number of<br>Common Shares | Share Capital<br>\$ |
| <b>Balance at December 31, 2015</b>                           | <b>171,701,715</b>         | <b>1,483,376</b>    |
| Common shares issued pursuant to equity offering <sup>1</sup> | 9,487,500                  | 334,530             |
| Common shares issued pursuant to dividend reinvestment plans  | 3,330,299                  | 124,760             |
| <b>Balance at September 30, 2016</b>                          | <b>184,519,514</b>         | <b>1,942,666</b>    |

Note:

<sup>1</sup> Net of issuance costs and related deferred income tax asset recorded.

On May 5, 2015, Keyera amended and reinstated the Premium DRIP<sup>TM</sup> that was previously suspended since April 2010. Effective with the May 2015 dividend, the Premium DRIP<sup>TM</sup> now permits eligible shareholders to elect to have additional shares issued from treasury at a 3% discount to the Average Market Price (as defined in Keyera's dividend reinvestment plan) delivered to the designated Plan Broker in exchange for a premium cash payment equal to 101% of the regular, declared cash dividend.

On May 24, 2016, Keyera issued 8,250,000 common shares in a public offering and 1,237,500 common shares pursuant to the overallotment option in connection with the public offering, at a price of \$36.35 per common share for net proceeds of \$334,530 after underwriters' fees and issuance costs of \$10,341, net of a deferred tax asset balance of \$3,846.

## 8. EARNINGS PER SHARE

Basic earnings per share was calculated by dividing net earnings by the weighted average number of shares outstanding for the related period.

|   | Three months ended<br>September 30,<br>2016 |         | Nine months ended<br>September 30,<br>2016 |         |
|---|---|---------|--|---------|
|   | 2015  | 2015    | 2015                                       | 2015    |
|   | \$  | \$      | \$   | \$      |
| Basic and diluted earnings per share                  | 0.28  | 0.64    | 1.02                                       | 1.07    |
|   |   |         |  |         |
|   | Three months ended<br>September 30,<br>2016 |         | Nine months ended<br>September 30,<br>2016 |         |
|   | 2015  | 2015    | 2015                                       | 2015    |
|   | \$  | \$      | \$   | \$      |
| Net earnings – basic & diluted                        | 52,420                                      | 109,538 | 182,230                                    | 181,705 |
|   |   |         |  |         |
| (in thousands)  | Three months ended<br>September 30,<br>2016 |         | Nine months ended<br>September 30,<br>2016 |         |
|   | 2015  | 2015    | 2015                                       | 2015    |
| Weighted average number of shares – basic and diluted | 183,962                                     | 170,191 | 177,865                                    | 169,510 |

## 9. SHARE-BASED COMPENSATION AND PENSION PLANS

### Long-term incentive plan

Keyera has a Long-Term Incentive Plan (“LTIP”) which compensates officers and key employees by delivering shares of Keyera or paying cash in lieu of shares. Participants in the LTIP are granted rights (“share awards”) to receive shares of Keyera on specified dates in the future. Grants of share awards are authorized by the Board of Directors. Shares delivered to employees are acquired in the marketplace and not issued from treasury. The acquired shares are placed in a trust account established for the benefit of the participants until the share awards vest.

The LTIP consists of two types of share awards, the Performance Award and the Time Vested (“Restricted”) Award.

The LTIP is accounted for using the liability method and is measured at fair value at each statement of financial position date until the award is settled. The fair value of the liability is measured by applying a fair value pricing model. At September 30, 2016 the fair value of shares granted was \$42.42 per share (December 31, 2015 – \$40.26 per share).

The compensation cost recorded for the LTIP was as follows:

|   | Three months ended<br>September 30,<br>2016 |              | Nine months ended<br>September 30,<br>2016 |               |
|---|---|--------------|--|---------------|
|   | 2015  | 2015         | 2015                                       | 2015          |
|   | \$  | \$           | \$   | \$            |
| Performance awards                            | 7,649                                       | 3,770        | 15,095                                     | 20,229        |
| Restricted awards                             | 761   | 447          | 2,018                                      | 1,859         |
| <b>Total long-term incentive plan expense</b> | <b>8,410</b>                                | <b>4,217</b> | <b>17,113</b>                              | <b>22,088</b> |

The table below shows the number of share awards granted:

| Share Award Series                       | Share awards granted as at |                      |
|--|----------------------------|----------------------|
|  | September 30,<br>2016      | December 31,<br>2015 |
| Issued July 1, 2013 – Performance Awards | —                          | 307,050              |
| Issued July 1, 2014 – Performance Awards | 336,484                    | 339,182              |
| Issued July 1, 2015 – Performance Awards | 334,732                    | 333,412              |
| Issued July 1, 2016 – Performance Awards | 344,562                    | —                    |
| Issued July 1, 2013 – Restricted Awards  | —                          | 18,604               |
| Issued July 1, 2014 – Restricted Awards  | 18,534                     | 40,422               |
| Issued July 1, 2015 – Restricted Awards  | 39,896                     | 61,508               |
| Issued July 1, 2016 – Restricted Awards  | 69,526                     | —                    |

#### Employee Stock Purchase Plan

Keyera maintains an employee stock purchase plan (“ESPP”) whereby eligible employees can purchase common shares of Keyera. Keyera will contribute an amount equal to 5% of the employee’s contribution. To participate in the ESPP, eligible employees select an amount to be deducted from their semi-monthly remuneration. Employees may elect to withhold up to 25% of their base compensation for the stock purchases. The shares of Keyera are acquired on the Toronto Stock Exchange on a semi-monthly basis consistent with the timing of the semi-monthly remuneration. The cost of the shares purchased to match the employee’s contribution is expensed as incurred and recorded in general and administrative expenses.

#### Defined Contribution Pension Plan

For the three and nine months ended September 30, 2016, Keyera made pension contributions of \$2,227 and \$6,650 (three and nine months ended September 30, 2015 - \$2,153 and \$6,424) on behalf of its employees. The contributions were recorded in general and administrative expenses.

#### Deferred Share Unit Plan

Effective January 1, 2016, Keyera implemented a deferred share unit (“DSU”) plan, for non-employee directors. Each DSU vests on the date the grant is awarded but cannot be redeemed until a director ceases to be a member of the board. The grant value is determined based on a 20 day weighted average trading share price. DSUs are settled in cash (on an after-tax basis) based on the 20 day weighted average Keyera share price up to the date of settlement.

The following table reconciles the number of DSUs for the three and nine months ended September 30, 2016:

| Deferred Share Units                | Three months ended    |          | Nine months ended     |          |
|-------------------------------------|-----------------------|----------|-----------------------|----------|
|                                     | September 30,<br>2016 | 2015     | September 30,<br>2016 | 2015     |
| Balance at beginning of period      | 10,021                | —        | —                     | —        |
| Granted                             | 4,782                 | —        | 15,329                | —        |
| Adjustment in accordance with grant | —                     | —        | —                     | —        |
| Redeemed                            | —                     | —        | (526)                 | —        |
| Forfeited                           | —                     | —        | —                     | —        |
| <b>Balance at end of period</b>     | <b>14,803</b>         | <b>—</b> | <b>14,803</b>         | <b>—</b> |

For the three and nine months ended September 30, 2016, Keyera recorded \$228 and \$609 (three and nine months ended September 30, 2015 - \$nil) in general and administrative expenses related to the DSU.

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## 10. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

Financial instruments include cash, trade and other receivables, derivative financial instruments, trade and other payables, dividends payable, credit facilities, current and long-term debt. Derivative financial instruments include foreign exchange contracts, cross-currency swaps, NGLs, crude oil, motor gasoline and natural gas price contracts, electricity price contracts and physical fixed price commodity contracts. Derivative instruments are classified as fair value through the consolidated statement of net earnings and are measured at fair value. All other financial instruments are measured at amortized cost.

### Financial Instruments

#### **(a) Fair value**

Fair value represents Keyera's estimate of the price at which a financial instrument could be exchanged between knowledgeable and willing parties in an orderly arm's length transaction motivated by normal business considerations.

Fair value measurement of assets and liabilities recognized on the consolidated statement of financial position are categorized into levels within a fair value hierarchy based on the nature of valuation inputs.

The fair value hierarchy has the following levels:

- Level 1: quoted prices in active markets for identical assets or liabilities;
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and
- Level 3: inputs for the asset or liability that are not based on observable market data.

All of Keyera's derivative instruments are classified as Level 2 as their fair value is derived by using observable inputs, including commodity price curves, foreign currency curves and credit spreads. For fixed price forward contracts, fair value is derived from observable NGL market prices.

#### *Financial instruments with fair value equal to carrying value*

The carrying values of cash, trade and other receivables, trade and other payables and dividends payable approximate their fair values because the instruments are near maturity or have no fixed repayment terms. The carrying value of the credit facilities approximates fair value due to their floating rates of interest.

#### *Fair value of senior fixed rate debt*

Refer to note 5 for the fair value amounts of the senior fixed rate debt.



The fair values and carrying values of the derivative instruments are listed below and represent an estimate of the amount that Keyera would receive (pay) if these instruments were settled at the end of the period.

|   | Notional<br>Volume <sup>1</sup> | Weighted<br>Average<br>Price<br>\$ | Fair Value<br>Hierarchy<br>Level <sup>2</sup> | Net Fair<br>Value<br>\$ | Carrying Value<br>Asset<br>\$ | Liability<br>\$ |
|---|---------------------------------|------------------------------------|---|-------------------------|-------------------------------|-----------------|
| <b>As at September 30, 2016</b>   |                                 |                                    |   |                         |                               |                 |
| <b>Marketing: NGLs, Natural Gas and Iso-octane</b>                                  |                                 |                                    |   |                         |                               |                 |
| <b>Financial contracts:</b>   |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price WTI swaps<br>(maturing by March 31, 2017)                     | 1,732,532 Bbls                  | 59.47/Bbl                          | Level 2                                       | (8,150)                 | —                             | (8,150)         |
| Seller of fixed price NGL swaps<br>(maturing by March 31, 2017)                     | 2,296,000 Bbls                  | 28.59/Bbl                          | Level 2                                       | (6,835)                 | 484                           | (7,319)         |
| Buyer of fixed price NGL swaps<br>(maturing by March 31, 2017)                      | 240,000 Bbls                    | 34.74/Bbl                          | Level 2                                       | 1,153                   | 1,153                         | —               |
| Buyer of fixed price NGL basis spreads<br>(maturing by March 31, 2017)              | 814,500 Bbls                    | 9.17/Bbl                           | Level 2                                       | 3,009                   | 3,009                         | —               |
| Seller of fixed price RBOB basis spreads<br>(iso-octane)(maturing by June 30, 2017) | 1,860,000 Bbls                  | 14.25/Bbl                          | Level 2                                       | (5,666)                 | 351                           | (6,017)         |
| <b>Currency:</b>  |                                 |                                    |   |                         |                               |                 |
| Seller of forward contracts- Financial &<br>Physical (maturing by March 1, 2017)    | US\$75,000,000                  | 1.31/USD                           | Level 2                                       | 81                      | 282                           | (201)           |
| <b>Liquids Infrastructure</b>   |                                 |                                    |   |                         |                               |                 |
| <b>Electricity:</b>   |                                 |                                    |   |                         |                               |                 |
| Buyer of fixed price swaps<br>(maturing by December 31, 2017)                       | 119,880 MWhs                    | 41.49/MWh                          | Level 2                                       | (748)                   | 90                            | (838)           |
| <b>Corporate and Other</b>  |                                 |                                    |   |                         |                               |                 |
| <b>Natural Gas:</b>   |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price swaps<br>(maturing by October 31, 2016)                       | 62,000 Gjs                      | 2.11/Gj                            | Level 2                                       | (27)                    | —                             | (27)            |
| <b>Crude Oil &amp; NGLs:</b>  |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price swaps<br>(maturing by March 31, 2017)                         | 75,000 Bbls                     | 45.41/Bbls                         | Level 2                                       | (935)                   | —                             | (935)           |
| <b>Long-term Debt</b>   |                                 |                                    |   |                         |                               |                 |
| Buyer of cross-currency swaps<br>(maturing Sept 8, 2020 – Nov 20, 2028)             | US\$603,476,150                 | 0.98/USD<br>- 1.22/USD             | Level 2                                       | 121,680                 | 121,680                       | —               |
|   |                                 |                                    |   | <b>103,562</b>          | <b>127,049</b>                | <b>(23,487)</b> |

Notes:

<sup>1</sup> All notional amounts represent actual volumes or actual prices and are not expressed in thousands.

<sup>2</sup> A description of the fair value hierarchy is discussed in the fair value section.

|  | Notional<br>Volume <sup>1</sup> | Weighted<br>Average<br>Price<br>\$ | Fair Value<br>Hierarchy<br>Level <sup>2</sup> | Net Fair<br>Value<br>\$ | Carrying Value<br>Asset<br>\$ | Liability<br>\$ |
|--|---------------------------------|------------------------------------|---|-------------------------|-------------------------------|-----------------|
| <b>As at December 31, 2015</b>   |                                 |                                    |   |                         |                               |                 |
| <b>Marketing: NGLs and Iso-octane</b>  |                                 |                                    |   |                         |                               |                 |
| <b>Financial contracts:</b>  |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price WTI swaps<br>(maturing by December 31, 2016)                   | 2,057,441 Bbls                  | 64.87/Bbl                          | Level 2                                       | 25,274                  | 25,446                        | (172)           |
| Buyer of fixed price WTI swaps<br>(maturing by September 30, 2016)                   | 445,562 Bbls                    | 57.36/Bbl                          | Level 2                                       | (981)                   | 108                           | (1,089)         |
| Seller of fixed price NGL swaps<br>(maturing by September 30, 2016)                  | 1,505,290 Bbls                  | 27.01/Bbl                          | Level 2                                       | 3,784                   | 4,521                         | (737)           |
| Buyer of fixed price NGL swaps<br>(maturing by March 31, 2016)                       | 840,524 Bbls                    | 44.67/Bbl                          | Level 2                                       | (9,961)                 | —                             | (9,961)         |
| Seller of fixed price NGL basis spreads<br>(maturing by September 30, 2016)          | 125,550 Bbls                    | 28.06/Bbl                          | Level 2                                       | 75                      | 132                           | (57)            |
| Buyer of fixed price NGL basis spreads<br>(maturing by March 31, 2017)               | 465,000 Bbls                    | 8.32/Bbl                           | Level 2                                       | 908                     | 916                           | (8)             |
| Seller of fixed price RBOB basis spreads<br>(iso-octane) (maturing by June 30, 2016) | 1,640,000 Bbls                  | 25.24/Bbl                          | Level 2                                       | (5,452)                 | 522                           | (5,974)         |
| <b>Physical contracts:</b>   |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price forward NGL contracts<br>(maturing by March 31, 2016)          | 680,000 Bbls                    | 21.80/Bbl                          | Level 2                                       | 1,302                   | 1,623                         | (321)           |
| <b>Currency:</b>   |                                 |                                    |   |                         |                               |                 |
| Seller of forward contracts<br>(maturing by March 1, 2016)                           | USD 117,000,000                 | 1.32/USD                           | Level 2                                       | (7,767)                 | 51                            | (7,818)         |
| Buyer of forward contracts<br>(maturing by February 28, 2016)                        | USD 10,000,000                  | 1.35/USD                           | Level 2                                       | 298                     | 298                           | —               |
| <b>Liquids Infrastructure</b>  |                                 |                                    |   |                         |                               |                 |
| <b>Electricity:</b>  |                                 |                                    |   |                         |                               |                 |
| Buyer of fixed price swaps<br>(maturing by December 31, 2017)                        | 254,664 MWhs                    | 40.50/MWh                          | Level 2                                       | (1,070)                 | 187                           | (1,257)         |
| <b>Corporate and Other</b>   |                                 |                                    |   |                         |                               |                 |
| <b>Natural Gas:</b>  |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price swaps<br>(maturing by April 30, 2016)                          | 3,404,000 Gjs                   | 2.33/Gj                            | Level 2                                       | (12)                    | 255                           | (267)           |
| <b>Crude Oil &amp; NGLs:</b>   |                                 |                                    |   |                         |                               |                 |
| Seller of fixed price swaps (maturing<br>March 31, 2016)                             | 68,400 Bbls                     | 60.74/Bbl                          | Level 2                                       | 1,533                   | 1,533                         | —               |
| <b>Long-term Debt</b>  |                                 |                                    |   |                         |                               |                 |
| Buyer of cross-currency swaps<br>(maturing May 1, 2016 – November 20,<br>2028 )      | US\$668,485,700                 | 0.98/USD<br>- 1.24/USD             | Level 2                                       | 153,040                 | 153,040                       | —               |
|  |                                 |                                    |   | <b>160,971</b>          | <b>188,632</b>                | <b>(27,661)</b> |

## Notes:

<sup>1</sup> All notional amounts represent actual volumes or actual prices and are not expressed in thousands.

<sup>2</sup> A description of the fair value hierarchy is discussed in the fair value section.

Derivative instruments are recorded on the consolidated statement of financial position at fair value. Changes in the fair value of these financial instruments are recognized in the statement of net earnings and comprehensive income in the period in which they arise.

For the Marketing, Liquids Infrastructure and Corporate and Other segments, unrealized gains (losses), representing the change in fair value of derivative contracts, are recorded in Marketing operating revenue, Liquids Infrastructure operating expense, Gathering and Processing operating expense and Corporate and Other revenue (for derivative contracts related to natural gas, crude oil and NGLs) and Corporate and Other expense (for derivative contracts related to electricity). Unrealized gains (losses) relating to the cross-currency swaps are recorded in net foreign currency gain (loss) on U.S. debt.

The unrealized gains (losses) representing the change in fair value relating to derivative instruments were as follows:

|   | Three months ended |               | Nine months ended |               |
|---|--------------------|---------------|-------------------|---------------|
|   | September 30,      |               | September 30,     |               |
|   | 2016               | 2015          | 2016              | 2015          |
|   | \$                 | \$            | \$                | \$            |
| <b>Unrealized gain (loss)</b>             |                    |               |                   |               |
| Marketing revenue                         | (9,456)            | 26,162        | (23,887)          | (33,342)      |
| Liquids Infrastructure operating expense  | 44                 | (1,853)       | 122               | 494           |
| Production (net expense)                  | 760                | 813           | (2,271)           | (502)         |
| Gathering and processing expense          | (15)               | (72)          | (14)              | 10            |
| Other:                                    |                    |               |                   |               |
| Foreign currency (loss) gain on U.S. debt | (1,561)            | 54,361        | (31,360)          | 61,528        |
| <b>Total unrealized (loss)/gain</b>       | <b>(10,228)</b>    | <b>79,411</b> | <b>(57,410)</b>   | <b>28,188</b> |

## Risk Management

Market risk is the risk that the fair value of future cash flows of a financial asset or a financial liability will fluctuate because of changes in market prices. Market risk is comprised of commodity price risk, interest rate risk, and foreign currency risk, as well as credit and liquidity risks.

### (b) Commodity price risk

Subsidiaries of Keyera enter into contracts to purchase and sell primarily NGLs and iso-octane, as well as natural gas and crude oil. These contracts are exposed to commodity price risk between the times contracted volumes are purchased and sold and foreign currency risk for those sales denominated in U.S. dollars. These risks are actively managed by utilizing physical and financial contracts which include commodity related forward contracts, price swaps and forward currency contracts. A risk management committee meets regularly to review and assess the risks inherent in existing contracts and the effectiveness of the risk management strategies. This is achieved by modeling future sales and purchase contracts to monitor the sensitivity of changing prices and volumes.

Significant amounts of electricity and natural gas are consumed by certain facilities. Due to the fixed fee nature of some service contracts in place with customers, these facilities are unable to flow increases in the cost of electricity and natural gas to customers in all situations. In order to mitigate this exposure to fluctuations in the prices of electricity and natural gas, price swap agreements may be used. These agreements are accounted for as derivative instruments.

Certain NGL contracts that require physical delivery at fixed prices are accounted for as derivative instruments.

**(c) Foreign currency risk**

Foreign currency risk arises on financial instruments that are denominated in a foreign currency. Keyera's functional currency is the Canadian dollar. Keyera's foreign currency risk largely arises from the Marketing segment where a significant portion of sales and purchases are denominated in U.S. dollars. Foreign currency risk is actively managed by using forward currency contracts and cross-currency swaps. Management monitors the exposure to foreign currency risk and regularly reviews its financial instrument activities and all outstanding positions.

The Gathering and Processing and Liquids Infrastructure segments have very little foreign currency risk as all sales and virtually all purchases are denominated in Canadian dollars.

U.S. dollar sales and purchases in the Marketing segment were as follows:

|  | Three months ended |          | Nine months ended |           |
|--|--------------------|----------|-------------------|-----------|
|  | September 30,      |          | September 30,     |           |
|  | 2016               | 2015     | 2016              | 2015      |
|  | \$                 | \$       | \$                | \$        |
| <b>U.S. dollar sales and purchases</b> |                    |          |                   |           |
| Sales priced in U.S. dollars           | 161,539            | 162,916  | 453,253           | 535,473   |
| Purchases priced in U.S. dollars       | (112,211)          | (91,046) | (263,640)         | (286,745) |

Portions of Keyera's trade and other receivables and trade and other payables are denominated in U.S. dollars and, as a result, are subject to foreign currency risk.

Keyera is also exposed to foreign currency risk related to its U.S. dollar denominated long-term debt and U.S. dollar denominated LIBOR loans drawn under Keyera's bank credit facilities. To manage this currency exposure, Keyera has entered into long-term cross-currency swap contracts relating to the principal portion and future interest payments of the U.S. dollar denominated debt as well as short-term cross-currency swaps relating to the LIBOR loans drawn under the credit facilities. These cross-currency contracts are accounted for as derivative instruments. Refer to note 11 for a summary of the foreign currency gains (losses) associated with the U.S. dollar denominated long-term debt.

**(d) Interest rate risk**

The majority of Keyera's interest rate risk is attributed to its fixed and floating rate debt, which is used to finance capital investments and operations. Keyera's remaining financial instruments are not significantly exposed to interest rate risk. The floating rate debt creates exposure to interest rate cash flow risk, whereas the fixed rate debt creates exposure to interest rate price risk. At September 30, 2016, fixed rate borrowings comprised 76% of total debt outstanding (December 31, 2015 – 77%). The fair value of future cash flows for fixed rate debt fluctuates with changes in market interest rates. It is Keyera's intention to not repay fixed rate debt until maturity and therefore, future cash flows would not fluctuate.

**(e) Credit risk**

The majority of trade and other receivables are due from entities in the oil and gas industry and are subject to normal industry credit risks. Concentration of credit risk is mitigated by having a broad domestic and international customer base. Keyera evaluates and monitors the financial strength of its customers in accordance with its credit policy.

Keyera's maximum exposure to credit risk, which is a worst case scenario and does not reflect results expected by Keyera, is \$284,192 at September 30, 2016 (December 31, 2015 – \$344,006). Keyera does not typically renegotiate the terms of trade receivables. There were no significant renegotiated balances outstanding at September 30, 2016. With respect to counterparties for derivative financial instruments, the credit risk is managed through dealing primarily with recognized futures exchanges or investment grade financial institutions and by maintaining credit policies which significantly reduce overall

counterparty credit risk. In addition, Keyera incorporates the credit risk associated with counterparty default, as well as Keyera's own credit risk, into the estimates of fair value.

The allowance for credit losses is reviewed on a quarterly basis. An assessment is made whether an account is deemed impaired based on the number of days outstanding and the likelihood of collection from the counterparty.

**(f) Liquidity risk**

Liquidity risk is the risk that suitable sources of funding for Keyera's business activities may not be available. Keyera manages liquidity risk by maintaining bank credit facilities, continuously managing forecast and actual cash flows and monitoring the maturity profiles of financial assets and financial liabilities. Keyera has access to a wide range of funding at competitive rates through capital markets and banks to meet the immediate and ongoing requirements of the business.

**Risk Management Sensitivities**

The following table summarizes the sensitivity of the fair value of Keyera's risk management positions to fluctuations in commodity price, interest rate, and foreign currency rate. Fluctuations in commodity prices, foreign currency rate and interest rate changes could have resulted in unrealized gains (losses) affecting income before tax as follows:

| Risk sensitivities                             | Impact on income<br>before tax<br>September 30, 2016 |                | Impact on income<br>before tax<br>September 30, 2015 |                |
|--|--|----------------|--|----------------|
|  | Increase<br>\$                                       | Decrease<br>\$ | Increase<br>\$                                       | Decrease<br>\$ |
| <b>Commodity price changes</b>                 |  |                |  |                |
| + 10% in natural gas price                     | —  | (16)           | —  | (204)          |
| - 10% in natural gas price                     | 16   | —              | 204  | —              |
| + 10% in electricity price                     | 423  | —              | 713  | —              |
| - 10% in electricity price                     | —  | (423)          | —  | (713)          |
| + 10% in NGL and iso-octane prices             | —  | (20,621)       | —  | (21,222)       |
| - 10% in NGL and iso-octane prices             | 20,621   | —              | 21,222   | —              |
| <b>Foreign currency rate changes</b>           |  |                |  |                |
| + \$0.01 in U.S./Canadian dollar exchange rate | 213  | —              | 1,905  | —              |
| - \$0.01 in U.S./Canadian dollar exchange rate | —  | (213)          | —  | (1,905)        |
| <b>Interest rate changes</b>                   |  |                |  |                |
| + 1% in interest rate                          | —  | (2,610)        | —  | (1,329)        |
| - 1% in interest rate                          | 2,610  | —              | 1,329  | —              |

**11. NET FOREIGN CURRENCY GAIN (LOSS) ON U.S. DEBT**

The components of foreign currency gain (loss) were as follows:

|   | Three months ended |               | Nine months ended |                 |
|---|--------------------|---------------|-------------------|-----------------|
|   | September 30,      |               | September 30,     |                 |
|   | 2016               | 2015          | 2016              | 2015            |
|   | \$                 | \$            | \$                | \$              |
| <b>Foreign currency gain (loss) resulting from:</b>                               |                    |               |                   |                 |
| Translation of long-term debt and interest payable                                | (4,705)            | (46,552)      | 38,887            | (90,742)        |
| Change in fair value of the cross currency swaps - principal and interest portion | (1,561)            | 54,361        | (31,360)          | 61,528          |
| Gain from cross currency swaps – principal and interest portion <sup>1</sup>      | 155                | 4,409         | 2,233             | 5,025           |
| <b>Total foreign currency (loss) gain on U.S. debt</b>                            | <b>(6,111)</b>     | <b>12,218</b> | <b>9,760</b>      | <b>(24,189)</b> |

Note:

<sup>1</sup> Foreign currency gains (losses) resulted from the exchange of currencies related to the interest and principal payments on the long-term cross currency swaps.

**12. FINANCE COSTS**

The components of finance costs were as follows:

|   | Three months ended |               | Nine months ended |               |
|---|--------------------|---------------|-------------------|---------------|
|   | September 30,      |               | September 30,     |               |
|   | 2016               | 2015          | 2016              | 2015          |
|   | \$                 | \$            | \$                | \$            |
| Interest on bank overdrafts and credit facilities           | 2,955              | 2,447         | 9,351             | 5,471         |
| Interest on long-term debt                                  | 14,573             | 16,627        | 45,448            | 48,934        |
| Interest capitalized  | (3,761)            | (3,356)       | (10,769)          | (19,555)      |
| Other interest expense                                      | 32                 | 24            | 101               | 39            |
| <b>Total interest expense on current and long-term debt</b> | <b>13,799</b>      | <b>15,742</b> | <b>44,131</b>     | <b>34,889</b> |
| Unwinding of discount on decommissioning liability          | 2,607              | 2,526         | 7,820             | 7,580         |
| Unwinding of discount on long-term debt                     | 313                | 266           | 963               | 818           |
| Non-cash expenses in finance costs                          | 2,920              | 2,792         | 8,783             | 8,398         |
| <b>Total finance costs</b>                                  | <b>16,719</b>      | <b>18,534</b> | <b>52,914</b>     | <b>43,287</b> |

For the three and nine months ended September 30, 2016, \$3,761 and \$10,769 of borrowing (interest) costs were capitalized (three and nine months ended September 30, 2015 – \$3,356 and \$19,555) at a weighted average capitalization rate of 4.86% on funds borrowed (three and nine months ended September 30, 2015 – 5.24%).

**13. SUPPLEMENTAL CASH FLOW INFORMATION**

Details of changes in non-cash working capital from operating activities were as follows:

|  | Three months ended |                 | Nine months ended |               |
|--|--------------------|-----------------|-------------------|---------------|
|  | September 30,      |                 | September 30,     |               |
|  | 2016               | 2015            | 2016              | 2015          |
|  | \$                 | \$              | \$                | \$            |
| Inventory  | (39,753)           | 3,718           | (43,929)          | 28,029        |
| Trade and other receivables  | 15,035             | 7,363           | 30,341            | 100,044       |
| Other assets   | 15,195             | 13,997          | (3,601)           | (11,410)      |
| Trade and other payables   | 8,619              | (54,093)        | (19,032)          | (37,235)      |
| <b>Changes in non-cash working capital from operating activities</b> | <b>(904)</b>       | <b>(29,015)</b> | <b>(36,221)</b>   | <b>79,428</b> |

Details of changes in non-cash working capital from investing activities were as follows:

|  | Three months ended |              | Nine months ended |                 |
|--|--------------------|--------------|-------------------|-----------------|
|  | September 30,      |              | September 30,     |                 |
|  | 2016               | 2015         | 2016              | 2015            |
|  | \$                 | \$           | \$                | \$              |
| Trade and other payables   | 40,115             | 7,170        | 30,582            | (36,024)        |
| <b>Changes in non-cash working capital from investing activities</b> | <b>40,115</b>      | <b>7,170</b> | <b>30,582</b>     | <b>(36,024)</b> |

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**14. SEGMENT INFORMATION**

Keyera has the following four reportable operating segments based on the nature of its business activities:

**Marketing**

The Marketing segment is involved in the marketing of NGLs, such as propane, butane, condensate, and iso-octane to customers in Canada and the United States, as well as various crude oil midstream activities.

**Gathering and Processing**

The Gathering and Processing segment includes raw gas gathering systems and processing plants located in the natural gas production areas primarily on the western side of the Western Canada Sedimentary Basin. The operations primarily involve providing natural gas gathering and processing, including liquids extraction, services to customers.

**Liquids Infrastructure**

The Liquids Infrastructure segment provides fractionation, storage, transportation and terminalling services for NGLs and crude oil. As well, it provides processing services to Keyera's Marketing business related to iso-octane. These services are provided to customers through an extensive network of facilities that include underground NGL storage caverns, NGL fractionation facilities, NGL and crude oil pipelines as well as rail and truck terminals and the AEF facility.

**Corporate and Other**

The Corporate and Other segment includes corporate functions and the production of natural gas, natural gas liquids and crude oil.

Inter-segment sales and expenses are recorded at current market prices at the date of the transaction. These transactions are eliminated on consolidation in order to arrive at net earnings in accordance with IFRS.

The following table shows the operating margin from each of Keyera's operating segments and includes inter-segment transactions. Operating margin is a key measure used by management to monitor profitability by segment.



| Three months ended<br>September 30, 2016                | Marketing<br>\$ | Gathering &<br>Processing<br>\$ | Liquids<br>Infrastructure<br>\$ | Corporate<br>and Other<br>\$ | Total<br>\$   |
|---|-----------------|---------------------------------|---------------------------------|------------------------------|---------------|
| Revenue before inter-segment<br>eliminations            | 472,442         | 119,952                         | 90,178                          | 5,643                        | 688,215       |
| Operating expenses before<br>inter-segment eliminations | (448,617)       | (48,263)                        | (27,397)                        | (2,980)                      | (527,257)     |
| Operating margin  | 23,825          | 71,689                          | 62,781                          | 2,663                        | 160,958       |
| Inter-segment revenue eliminations                      | —               | (7,565)                         | (52,951)                        | (6,357)                      | (66,873)      |
| Inter-segment expense eliminations                      | 61,212          | 2,316                           | 1,352                           | 1,993                        | 66,873        |
|   | 85,037          | 66,440                          | 11,182                          | (1,701)                      | 160,958       |
| General and administrative expenses                     | —               | —                               | —                               | (12,705)                     | (12,705)      |
| Finance costs   | —               | —                               | —                               | (16,719)                     | (16,719)      |
| Depreciation, depletion and amortization<br>expenses    | —               | —                               | —                               | (45,204)                     | (45,204)      |
| Net foreign currency loss on U.S. debt                  | —               | —                               | —                               | (6,111)                      | (6,111)       |
| Long-term incentive plan expense                        | —               | —                               | —                               | (8,410)                      | (8,410)       |
| <b>Earnings (loss) before income tax</b>                | <b>85,037</b>   | <b>66,440</b>                   | <b>11,182</b>                   | <b>(90,850)</b>              | <b>71,809</b> |
| Income tax expense                                      | —               | —                               | —                               | (19,389)                     | (19,389)      |
| <b>Net earnings (loss)</b>                              | <b>85,037</b>   | <b>66,440</b>                   | <b>11,182</b>                   | <b>(110,239)</b>             | <b>52,420</b> |
| Revenue from external customers                         | 472,442         | 112,387                         | 37,227                          | (714)                        | 621,342       |

| Three months ended<br>September 30, 2015                | Marketing<br>\$ | Gathering &<br>Processing<br>\$ | Liquids<br>Infrastructure<br>\$ | Corporate<br>and Other<br>\$ | Total<br>\$    |
|---|-----------------|---------------------------------|---------------------------------|------------------------------|----------------|
| Revenue before inter-segment<br>Eliminations            | 497,951         | 123,752                         | 87,310                          | 10,600                       | 719,613        |
| Operating expenses before<br>inter-segment eliminations | (398,644)       | (54,515)                        | (31,779)                        | (6,200)                      | (491,138)      |
| Operating margin  | 99,307          | 69,237                          | 55,531                          | 4,400                        | 228,475        |
| Inter-segment revenue eliminations                      | —               | (8,216)                         | (57,472)                        | (10,323)                     | (76,011)       |
| Inter-segment expense eliminations                      | 71,699          | —                               | —                               | 4,312                        | 76,011         |
|   | 171,006         | 61,021                          | (1,941)                         | (1,611)                      | 228,475        |
| General and administrative expenses                     | —               | —                               | —                               | (10,826)                     | (10,826)       |
| Finance costs   | —               | —                               | —                               | (18,534)                     | (18,534)       |
| Depreciation, depletion and amortization<br>Expenses    | —               | —                               | —                               | (44,634)                     | (44,634)       |
| Net foreign currency gain on U.S. debt                  | —               | —                               | —                               | 12,218                       | 12,218         |
| Impairment expense                                      | —               | —                               | —                               | (16,433)                     | (16,433)       |
| Long-term incentive plan expense                        | —               | —                               | —                               | (4,217)                      | (4,217)        |
| <b>Earnings (loss) before income tax</b>                | <b>171,006</b>  | <b>61,021</b>                   | <b>(1,941)</b>                  | <b>(84,037)</b>              | <b>146,049</b> |
| Income tax expense                                      | —               | —                               | —                               | (36,511)                     | (36,511)       |
| <b>Net earnings (loss)</b>                              | <b>171,006</b>  | <b>61,021</b>                   | <b>(1,941)</b>                  | <b>(120,548)</b>             | <b>109,538</b> |
| Revenue from external customers                         | 497,951         | 115,536                         | 29,838                          | 277                          | 643,602        |

| Nine months ended<br>September 30, 2016                 | Marketing<br>\$ | Gathering &<br>Processing<br>\$ | Liquids<br>Infrastructure<br>\$ | Corporate<br>and Other<br>\$ | Total<br>\$    |
|---|-----------------|---------------------------------|---------------------------------|------------------------------|----------------|
| Revenue before inter-segment<br>eliminations            | 1,388,906       | 342,428                         | 274,681                         | 15,113                       | 2,021,128      |
| Operating expenses before<br>inter-segment eliminations | (1,296,378)     | (132,084)                       | (91,358)                        | (10,574)                     | (1,530,394)    |
| Operating margin  | 92,528          | 210,344                         | 183,323                         | 4,539                        | 490,734        |
| Inter-segment revenue eliminations                      | —               | (21,902)                        | (168,309)                       | (17,382)                     | (207,593)      |
| Inter-segment expense eliminations                      | 191,531         | 4,611                           | 4,661                           | 6,790                        | 207,593        |
|   | 284,059         | 193,053                         | 19,675                          | (6,053)                      | 490,734        |
| General and administrative expenses                     | —               | —                               | —                               | (48,969)                     | (48,969)       |
| Finance costs   | —               | —                               | —                               | (52,914)                     | (52,914)       |
| Depreciation, depletion and amortization<br>expenses    | —               | —                               | —                               | (134,569)                    | (134,569)      |
| Net foreign currency gain on U.S. debt                  | —               | —                               | —                               | 9,760                        | 9,760          |
| Long-term incentive plan expense                        | —               | —                               | —                               | (17,113)                     | (17,113)       |
| Earnings (loss) before income tax                       | 284,059         | 193,053                         | 19,675                          | (249,858)                    | 246,929        |
| Income tax expense                                      | —               | —                               | —                               | (64,699)                     | (64,699)       |
| <b>Net earnings (loss)</b>                              | <b>284,059</b>  | <b>193,053</b>                  | <b>19,675</b>                   | <b>(314,557)</b>             | <b>182,230</b> |
| Revenue from external customers                         | 1,388,906       | 320,526                         | 106,372                         | (2,269)                      | 1,813,535      |

| Nine months ended<br>September 30, 2015              | Marketing<br>\$ | Gathering &<br>Processing<br>\$ | Liquids<br>Infrastructure<br>\$ | Corporate<br>and Other<br>\$ | Total<br>\$    |
|--|-----------------|---------------------------------|---------------------------------|------------------------------|----------------|
| Revenue before inter-segment eliminations            | 1,495,612       | 337,659                         | 256,233                         | 31,047                       | 2,120,551      |
| Operating expenses before inter-segment eliminations | (1,306,562)     | (152,129)                       | (92,261)                        | (15,883)                     | (1,566,835)    |
| Operating margin                                     | 189,050         | 185,530                         | 163,972                         | 15,164                       | 553,716        |
| Inter-segment revenue eliminations                   | —               | (22,679)                        | (165,077)                       | (34,178)                     | (221,934)      |
| Inter-segment expense eliminations                   | 210,196         | —                               | —                               | 11,738                       | 221,934        |
|  | 399,246         | 162,851                         | (1,105)                         | (7,276)                      | 553,716        |
| General and administrative expenses                  | —               | —                               | —                               | (35,156)                     | (35,156)       |
| Finance costs  | —               | —                               | —                               | (43,287)                     | (43,287)       |
| Depreciation, depletion and amortization Expenses    | —               | —                               | —                               | (124,632)                    | (124,632)      |
| Net foreign currency loss on U.S. debt               | —               | —                               | —                               | (24,189)                     | (24,189)       |
| Long-term incentive plan expense                     | —               | —                               | —                               | (22,088)                     | (22,088)       |
| Impairment expense                                   | —               | —                               | (19,908)                        | (16,433)                     | (36,341)       |
| <b>Earnings (loss) before income tax</b>             | <b>399,246</b>  | <b>162,851</b>                  | <b>(21,013)</b>                 | <b>(273,061)</b>             | <b>268,023</b> |
| Income tax expense                                   | —               | —                               | —                               | (86,318)                     | (86,318)       |
| <b>Net earnings (loss)</b>                           | <b>399,246</b>  | <b>162,851</b>                  | <b>(21,013)</b>                 | <b>(359,379)</b>             | <b>181,705</b> |
| Revenue from external customers                      | 1,495,612       | 314,980                         | 91,156                          | (3,131)                      | 1,898,617      |

### Geographical information

Keyera operates in two geographical areas, Canada and the United States (U.S.). Keyera's revenue from external customers and information about its non-current assets by geographical location are detailed below based on the country of origin.

| Revenue from external customers located in                  | Canada<br>\$         | US<br>\$         |
|---|----------------------|------------------|
| <b>For the three months ended September 30, 2016</b>        | <b>549,860</b>       | <b>71,482</b>    |
| For the three months ended September 30, 2015               | 531,604              | 111,998          |
| <b>For the nine months ended September 30, 2016</b>         | <b>1,537,053</b>     | <b>276,482</b>   |
| For the nine months ended September 30, 2015                | 1,494,095            | 404,522          |
|   | <b>Canada<br/>\$</b> | <b>US<br/>\$</b> |
| <b>Non-current assets<sup>1</sup> at September 30, 2016</b> | <b>4,027,003</b>     | <b>78,813</b>    |
| Non-current assets <sup>1</sup> at December 31, 2015        | 3,617,162            | 47,473           |

Note:

<sup>1</sup> Non-current assets are comprised of property, plant and equipment, intangible assets, and goodwill.

### Information about major customers

For the three and nine months ended September 30, 2016, Keyera did not earn revenues from a single external customer that accounted for more than 10% of its total revenue (for the three and nine months ended September 30, 2015 – Keyera also did not earn revenue from a single external customer that accounted for more than 10% of total revenue).

## 15. OTHER ASSETS

Other assets consists of funds advanced to a joint venture partner for the future construction of the expansion phase on an existing gas plant jointly owned by Keyera and the joint venture partner. As at September 30, 2016, the prepaid balance was \$25,226 with \$19,906 recorded in current other assets and the remaining amount of \$5,320 recorded as the long-term portion of other assets.

## 16. SUBSEQUENT EVENTS

On October 13, 2016, Keyera closed a private placement of 10-year and 12-year senior unsecured notes totaling \$300,000 with a group of institutional investors in Canada and the United States. The senior notes were issued in two tranches with \$200,000 bearing interest at 3.96% and maturing on October 13, 2026 and \$100,000 bearing interest at 4.11% and maturing on October 13, 2028. Interest will be paid semi-annually.

On October 11, 2016, Keyera declared a dividend of \$0.1325 per share, payable on November 15, 2016, to shareholders of record as of October 24, 2016.

On November 8, 2016, Keyera declared a dividend of \$0.1325 per share, payable on December 15, 2016, to shareholders of record as of November 22, 2016.

## Corporate Information

### Board of Directors

**Jim V. Bertram** <sup>(1)</sup>  
Corporate Director  
Calgary, Alberta

**Douglas Haughey** <sup>(2)(4)</sup>  
Corporate Director  
Calgary, Alberta

**Nancy M. Laird** <sup>(3)(5)</sup>  
Corporate Director  
Calgary, Alberta

**Donald J. Nelson** <sup>(4)(5)</sup>  
President  
Fairway Resources Inc.  
Calgary, Alberta

**Michael Norris** <sup>(3)</sup>  
Corporate Director  
Toronto, Ontario

**Thomas C. O'Connor** <sup>(3)</sup>  
Corporate Director  
Evergreen, Colorado

**David G. Smith**  
President and Chief Executive Officer  
Keyera Corp.  
Calgary, Alberta

**William R. Stedman** <sup>(4)(5)</sup>  
Chairman and CEO  
ENTx Capital Corporation  
Calgary, Alberta

**Janet Woodruff** <sup>(5)</sup>  
Corporate Director  
Vancouver, British Columbia

- <sup>(1)</sup> Chair of the Board  
<sup>(2)</sup> Independent Lead Director  
<sup>(3)</sup> Member of the Audit Committee  
<sup>(4)</sup> Member of the Compensation and Governance Committee  
<sup>(5)</sup> Member of the Health, Safety and Environment Committee

### Head Office

Keyera Corp.  
Suite 200, Sun Life Plaza West Tower  
144 – 4<sup>th</sup> Avenue S.W.  
Calgary, Alberta T2P 3N4  
Main phone: 403-205-8300  
Website: [www.keyera.com](http://www.keyera.com)

### Officers

**David G. Smith**  
President and Chief Executive Officer

**Graham Balzun**  
Vice President, Corporate Responsibility

**Jarrold Beztilyn**  
Vice President Operations, Liquids Business Unit

**Michael Freeman**  
Vice President, Commercial

**Suzanne Hathaway**  
Vice President, General Counsel and Corporate Secretary

**Jim Hunter**  
Vice President, Strategy & Special Projects, Liquids Business Unit

**Rick Koshman**  
Vice President, Engineering

**Dion O. Kostiuk**  
Vice President, Human Resources and Corporate Services

**Steven B. Kroeker**  
Senior Vice President and Chief Financial Officer

**Bradley W. Lock**  
Senior Vice President, Gathering and Processing Business Unit

**Eileen Marikar**  
Vice President, Controller

**Brian Martin**  
Vice President, Business Development, NGL Facilities

**C. Dean Setoguchi**  
Senior Vice President, Liquids Business Unit

### Stock Exchange Listing

Toronto Stock Exchange  
Trading Symbol: KEY

### Trading Summary for Q3 2016

| TSX:KEY – Cdn \$         |            |
|--------------------------|------------|
| High                     | \$42.77    |
| Low                      | \$37.28    |
| Close September 30, 2016 | \$42.42    |
| Volume                   | 48,391,245 |
| Average Daily Volume     | 768,115    |

### Auditors

Deloitte LLP  
Chartered Accountants  
Calgary, Canada

### Investor Relations

Contact:  
Lavonne Zdunich or Nick Kuzyk  
Toll Free: 1-888-699-4853  
Direct: 403-205-7670  
Email: [ir@keyera.com](mailto:ir@keyera.com)