



**PRESS NEWS
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Groupe Filgo-Sonic: a new and significant player is born in the energy product distribution sector

*With 300 service stations and 775 employees,
the Québec enterprise is clear about its ambitions for growth*

MONTRÉAL – October 31, 2016 – Agreed to in December 2015, the strategic grouping of Groupe Filgo and Sonic became a reality on October 24th with the arrival of Groupe Filgo-Sonic, a 100 % Québec enterprise that intends not only to reinforce its presence in Québec but also to grow throughout Eastern Canada.

The combined strengths of the two companies specializing in the distribution of energy products, and the size of their footprint in the areas in which they are active, are assets which Groupe Filgo-Sonic can count on to support its growth. The Groupe, which distributes 1.6 billion litres of fuel a year, has 300 service stations, 775 employees, 24 business locations and 166 distributors and delivery agents. Its annual turnover is approximately \$1.5 billion.

Moreover, it is notable that Sonic, starting in early October, is already participating as a major partner in the innovative project for multifuel stations launched by Pierre Arcand, Minister of Energy and Natural Resources, and Minister responsible for the Plan Nord, as part of the Government of Québec's 2030 Energy Policy. Furthermore, it should also be recalled that Sonic has already been very active in the alternative energy sector in recent years.

"Groupe Filgo-Sonic anticipates becoming one of the largest purchasers of petroleum products in Québec and, at the same time, one of the largest energy distributors in Eastern Canada, according to the President-General Manager of the new entity, Michel Lehoux. We have also set ourselves two major objectives, these being to focus on new energies in order to be the forerunner in their distribution, and to become the gold standard in terms of customer experience."

Building a Strategic Critical Mass

Bringing together Filgo and Sonic will also place the new entity in a better position to take on the challenge of size in the sector such as the growing difficulties linked to the distribution of energy products, the particular difficulties related to declining volumes, and the increasing costs of environmental management as well as the cost of operations. The creation of a critical mass for the plan of operations puts in place a number of elements that respond to these issues.

"An important element to emphasize is the things that flow from our passion for customer experience. Our growth objectives will not prevent us from being focused on one of our priorities and that is being in proximity to our customers, continued Michel Lehoux. Accordingly, there will not be any changes following the amalgamation. The contacts will stay the same as will the customer experience that we offer", concluded Michel Lehoux.

About Filgo

Founded in 1956, Groupe Filgo is a leader in petroleum product distribution in Québec. Groupe Filgo is made up of three business units, these being the service station-convenience store network, petroleum product distribution and the distribution of lubricants. Groupe Filgo annually distributes more than 700 million litres of energy products. It operates 145 service stations in Québec, including 33 corporate stations with convenience stores, 25 depots and *card locks* as well as 15 business locations. Groupe Filgo employs over 550 people with annual sales of nearly \$750 million.

About Sonic

Founded in 1958, Sonic was until September 23rd a division of La Coop fédérée which annually distributes over 900 million litres of energy products (gas, propane, diesel, heating oil, lubricants, DEF and forestry biomass) and operates 152 service stations in Québec. It also operates 21 depots and self-service sites for trucks and provides sales, installation and maintenance services for heating and storage equipment. Énergies Sonic inc. employs over 225 people and its annual sales are now nearly \$800 million.

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Source:

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