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Published By: NEWS COMMUNICATIONS since 1977

Saturday October 10th, 2015

WILL CANADIAN OIL SANDS GET A HIGHER OFFER?

Canadian billionaire Seymour Schulich is one of the largest shareholders of Canadian Oil Sands Ltd. (TSX: COS), holding 25 million shares. So, when Suncor Energy Inc. (TSX: SU)(NYSE: SU) offered \$4.3 billion for Canadian Oil Sands, Mr. Schulich's net worth jumped by roughly \$85 million on Monday.

But that didn't make him happy. Mr. Schulich believes Suncor is being opportunistic, and that the energy giant's offer undervalues Canadian Oil Sands by a wide margin. He called the bid "not a low-ball offer, but a no-ball offer," and even vowed to fight it in court.

As of this writing, Canadian Oil Sands's shareholders seem to be listening to Mr. Schulich. The shares trade at about a 7% premium to Suncor's offering price, anticipating that a higher bid is on the way.

So, will Canadian Oil Sands's shareholders get what they're expecting?

In all likelihood, Suncor would offer a higher price for Canadian Oil Sands if

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it needed to. The company revealed on Monday that it had approached Canadian Oil Sands management twice in the spring, and offered more than \$4.3 billion each time. But Canadian Oil Sands management rejected Suncor's overtures.

Furthermore, there may be another interested player: Imperial Oil Limited (TSX: IMO)(NYSE: IMO). Like Suncor, Imperial Oil also owns a large stake in Syncrude, so it is very familiar with Canadian Oil Sands. And if Mr.

Schulich is even half right, Imperial Oil may be compelled to make an offer.

You shouldn't jump at Canadian Oil Sands stock yet. There are some big reasons why this is the highest offer Canadian Oil Sands shareholders will see.

To start, both Suncor and Imperial Oil have plenty of options when it comes to acquisitions. Smaller producers are struggling left and right, and many of them are undoubtedly

looking for a buyer. So, rather than engage in bidding wars, both Suncor and Imperial Oil would be better off pursuing their own bids.

Secondly, Suncor may very well want to make more acquisitions after this one. And it surely doesn't want to send a message that it will raise its bids at the first sign of resistance.

Finally, Suncor's offer may not really be that low. According to a recent investor presentation, it

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costs Syncrude roughly US\$50 to produce one barrel of oil. So, Canadian Oil Sands doesn't earn any profits at current oil prices.

In these situations, it's not uncommon for bidding wars to emerge. Just look at what happened last year when Goldcorp and Yamana bid up the value of Osisko Mining or when Botox maker Allergan found a white knight bidder. In both of these instances, shareholders made a lot of money, even after the first bids were announced.

But shareholders could also lose big. Pacific Exploration and Production Corp. is a recent example. In that case, the

company's shareholders thwarted a bid, and its share price fell 45% the next day. Investors, be warned.

CANADIAN OIL SANDS POISED TO REJECT SUNCOR'S TAKEOVER BID FOR SYNCRUDE STAKE

Canadian Oil Sands Ltd. is likely to reject a \$4.3-billion takeover bid from Suncor Energy Inc. in order to extract a higher price or provoke a competing offer, analysts and investment bankers say.

Calgary-based Suncor made two friendly offers earlier this year before turning hostile this week

in its all-stock offer to acquire Canadian Oil Sands' 37-per-cent stake in the Syncrude Canada Ltd. oil sands project. Syncrude is Canadian Oil Sands' only asset, and would provide Suncor with additional production at a hefty discount to the cost of developing a new oil project. Suncor currently owns 12 per cent of Syncrude.

Shares of Canadian Oil Sands slipped 3 per cent to close at \$9.28 Tuesday on the Toronto Stock Exchange. On Monday, the stock surged 55 per cent to close well above the implied value of Suncor's offer, suggesting investors thought a rival bid would emerge.

Canadian Oil Sands did not respond to a request for comment Tuesday. The company issued a statement on Monday that urged shareholders to sit tight while it reviews the bid.

"They're obviously dragging their feet. Typically what you're trying to do here is either extract more value from the acquirer or find a white knight," said Robert Mark, director of research at Toronto's MacDougall MacDougall & MacTier, which does not own Canadian Oil Sands shares. "I think this thing's fully in play."

Suncor chief executive officer Steve Williams told Bloomberg on Tuesday he wouldn't be surprised if Canadian Oil Sands rejected the takeover bid.

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However, he said Suncor was not prepared to raise its offer of 0.25 Suncor shares for each Canadian Oil Sands share. That represents a 43-per-cent premium to Canadian Oil Sands' closing stock price as of Oct. 2, but it is less than the implied value of \$11.84 a share offered by Suncor in April.

That offer was rejected by Canadian Oil Sands' board, and some analysts have said the company would likely hold out for a richer bid should oil prices rise.

West Texas intermediate crude leaped 4.9 per cent on Tuesday to settle at \$48.53 (U.S.) a barrel, amid signs the global supply glut is beginning to wane. A year ago, WTI fetched about \$89.

"Both management and the board at COS [Canadian Oil Sands] had

previously rejected offers at a higher exchange ratio, so we believe it is unlikely that COS would accept the 0.25/share offer," Chris Cox, an analyst at Raymond James Ltd., said in a note to clients. "We also highlight that there is the possibility that another large owner in the Syncrude partnership could try to offer a competing bid."

Mr. Williams on Tuesday said Imperial Oil Ltd. was the other "natural bidder" for the asset, but several analysts have played down the possibility. Imperial owns 25 per cent of Syncrude.

Canadian Oil Sands is "a better fit" for Suncor's portfolio compared with Imperial, Menno Hulshof, an analyst at Toronto-Dominion Bank, told clients in a note. A possible acquisition by Imperial would result in "too much exposure" to the

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Syncrude asset, he said, raising its ownership share to roughly 62 per cent. "This is all the more an issue given the asset's subpar historical reliability," Mr. Hulshof said.

Syncrude's other owners include China Petroleum & Chemical Corp. (Sinopec), Mocal Energy Ltd., Murphy Oil Co. Ltd. and CNOOC Ltd.-owned Nexen Energy ULC. In an interview earlier this week, Mr. Williams said Suncor is looking to play "a much bigger role" in the joint venture to boost reliability and lower Syncrude's operating costs.

However, he said that Suncor would not seek to operate the project, which has suffered from a string of operational woes in recent years.

The unsolicited play marks Suncor's second move in as many weeks to bolster its position in the oil sands

– despite persistent concerns over export constraints and high development costs. Last month, it paid \$310-million (Canadian) to boost its stake in the \$15-billion Fort Hills mine under development with Total SA and Teck Resources Ltd.

CANADIAN RAILROAD DROPS OBJECTION TO \$338 MILLION FOR OIL TRAIN VICTIMS

Canadian Pacific's decision paves the way for final approval in a U.S. courtroom on Friday.

A Canadian railroad has withdrawn its objection to a \$338 million settlement fund for victims of a fiery train derailment that claimed 47 lives in Quebec, removing the final obstacle to the fund's approval.

A Canadian judge on Thursday gave conditional approval to changes to the settlement agreement to grant some legal protections to Canadian Pacific, paving the way for final approval in a U.S. courtroom on Friday.

U.S. bankruptcy trustee Robert Keach said he hopes payments will be made to victims by year's end.

The settlement, worth \$446 million in Canadian dollars, was the product of negotiations with about two dozen companies with potential liability. Much of downtown Lac Megantic, Quebec, was destroyed

when the runaway train with 72 oil tankers derailed on July 6, 2013.

ENBRIDGE EYES OPPORTUNITIES TO GROW PRESENCE IN U.S. GULF COAST MARKET

Enbridge Inc. has its eye on a bigger presence along the U.S. Gulf Coast, a gigantic energy market that the company sees as being resilient to commodity price swings.

The Calgary-based pipeline

giant (TSX:ENB) is looking at a "strategic shift in thinking" in the region, said Guy Jarvis, who heads Enbridge's liquids pipeline division.

Jarvis sketched out a business plan for the Gulf at an investor presentation webcast from Toronto on Wednesday.

"The region has always been a massive energy corridor, but its prominence in North America and globally is growing," he said.

"The refinery complex is huge — greater than eight million barrels per day — and it's highly

competitive on a global scale."

The plan could include investments in terminals, import and export docks and regional pipelines. But Enbridge wants to make sure it doesn't end up with a mishmash of different assets that don't fit with each other, said Jarvis.

Canadian oilsands players have been particularly eager to get their crude to the Gulf, as refineries there are set up to handle the heavy crude they produce.

That dynamic is a big rationale in

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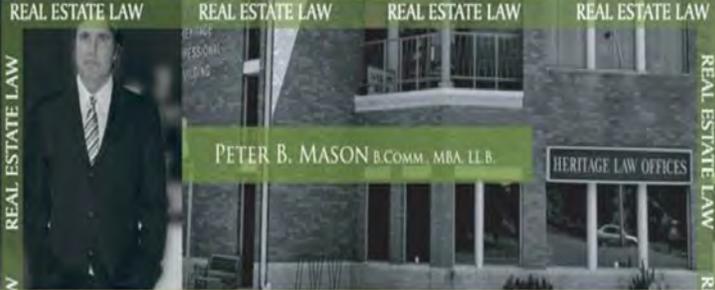


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favour of the long-stalled Keystone XL pipeline being proposed by Enbridge rival TransCanada Corp. (TSX:TRP).

Some oilsands barrels are currently able to find their way to the Gulf through pipelines that are up and running. The existing Keystone system — to which the contentious XL segment would connect at Steele City, Neb. — is one avenue.

TransCanada on Wednesday launched an "open season" inviting customers to sign on to ship crude from Cushing, Okla., to the Gulf on its system.

Enbridge's Midwest pipelines can also link up to the newly expanded and reversed Seaway pipeline, in which Enbridge has an interest, which runs from Cushing to the Texas coast.

Jarvis said the increased focus on the Gulf would make sense whether or not the U.S. government lifts its ban on crude exports.

The plan is in its early stages and the company doesn't yet know how much the plan will cost or how big it will be.

And it may not be limited to crude oil, said Jarvis.

There are also opportunities for investments in natural gas liquids and petrochemical infrastructure, for instance, said Jarvis.

"We like the fact that there are more options there."

FEDERAL GOVERNMENT DEFENDS 'THOROUGH' NORTHERN GATEWAY REVIEW IN COURT

Canada spent almost \$4 million to help First Nations participate in a

"thorough" and "fair" environmental assessment of the Northern Gateway pipeline project, court heard Tuesday.

A lawyer for the government has asked the Federal Court of Appeal to dismiss 18 legal challenges aimed at overturning its decision to approve the \$7-billion proposal from Enbridge (TSX:ENB).

Lawyer Dayna Anderson said federal officials began meeting with First Nations in 2006 and revised the environmental assessment to address their concerns, most

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notably by adding marine shipping to the scope of the review.

She added the federal government provided the \$4 million to aid 46 aboriginal bands' involvement in the process for such items as costs of travel or expert reports. The eight First Nations that launched litigation received more than \$1.5 million of that funding, she said.

"The Crown's duty to consult isn't measured in dollars and cents, and we know that, but it illustrates Canada's attempts to ensure that meaningful participation could be had," Anderson said.

The federal cabinet approved the project in June 2014 with 209

conditions, including the creation of plans to protect caribou habitats and marine mammals. First Nations, environmental groups and a union filed court challenges, arguing the government failed to consider ecological threats or consult with aboriginal groups.

Many First Nations in B.C. have not signed treaties and have unresolved land claims. But they argue a landmark Supreme Court of Canada decision that gave the Tsilhqot'in title to their territories means the government must not only consult with them, but seek their consent.

Anderson disputed that interpretation, stating the government must only seek consent from nations

that have court-recognized title. The Crown chose not to debate First Nations' title or governance rights during consultations on the Northern Gateway pipeline, referring those issues to the treaty process.

Lawyer Jan Brongers said the federal review panel heard both oral and written evidence from indigenous groups and determined the pipeline would not have significant adverse effects on traditional use of their lands.

He said the panel concluded the 209 conditions would mitigate nearly all the ecological risks, apart from threats to certain woodland populations of grizzly bears and caribou, which were found to be

"justified" given the expected economic benefits of the pipeline.

"It is our firm position that the order-in-council, which is the culmination of a lengthy, thorough and fair environmental assessment process, which included honourable consultation with the impacted First Nations, strongly deserves to be left in place," he said.

Brongers said previous rulings have set a high standard for a court to toss a decision made by a democratically elected cabinet on a resource project. The judges must find the decision broke the law or had no reasonable basis in fact, he said.

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would ship diluted bitumen from Alberta's oilsands to a terminal on British Columbia's north coast, boosting Canada's gross domestic product by an estimated \$300 billion over 30 years.

Northern Gateway and the B.C. government will state their cases later this week, before the hearing is expected to wrap up this week.

LEAKING 750-LITRE TANK CAUSES DARTMOUTH OIL SPILL

Halifax Water tried to stop the oil from entering Ellenvale Brook. A broken line from a furnace oil tank on Emma Court caused a spill in

Dartmouth late Tuesday afternoon.

Oil from the 750-litre tank flowed through the storm system and an unknown amount of it drained into Ellenvale Brook, a local waterway that pours into Morris Lake.

"The home owner unfortunately nicked the oil line when they were doing some maintenance around the house and it drained into our storm system," said James Campbell a spokesperson for Halifax Water.

Halifax Water spent the afternoon and evening trying to keep oil from spreading further.

Crews used absorbent pads in the brook to try and soak up the oil.

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One pad was put into place near the storm drain closest to the area where the sheen of oil was very thick.

There were large suction trucks cleaning out the storm drains to try and get as much oil out as possible.

Halifax Water continued to monitor the area Tuesday night.

"We'll stay on site until we can pass the site off to the the home owners insurance company or if the home owners insurance company doesn't step up right away then we'll stay there until we can clean as much as we can," said Campbell.

"We'll follow up with the insurance company to try and mitigate our costs."

The slick was very visible downstream and that the smell was very strong.

Residents who live nearby were surprised there wasn't a bigger response to the spill.

"There doesn't seem to be anybody around trying to capture the oil or telling anybody what's going on," said Paul Johnson, who lives close to the leak.

Other neighbours are concerned about wildlife in the area.

"[The oil] is going out into the lake and I mean there's birds and stuff that go into that lake," said Geraldine White.

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