

# NEWS RELEASE

# Winpak Reports 2018 Fourth Quarter Results

Winnipeg, Manitoba, February 26, 2019 - Winpak Ltd. (WPK) today reports consolidated results in US dollars for the fourth quarter of 2018, which ended on December 30, 2018.

	Quarter E	inded (1)	Year Ended (1)		
	December 30	December 31	December 30	December 31	
	2018	2017 *	2018	2017 *	
(thousands of US dollars, except per share amounts)					
Revenue	222,138	222,323	889,641	886,774	
Net income	27,241	40,461	111,577	122,710	
Income tax expense	10,059	2,333	39,952	38,831	
Net finance (income) expense	(751)	306	(1,443)	1,190	
Depreciation and amortization	10,194	9,777	40,068	37,493	
EBITDA (2)	46,743	52,877	190,154	200,224	
Net income attributable to equity holders of the Company	26,683	39,633	108,921	119,298	
Net income attributable to non-controlling interests	558	828	2,656	3,412	
Net income	27,241	40,461	111,577	122,710	
		<b>.</b>	(	101	
Basic and diluted earnings per share (cents)	41	61	168	184	

Winpak Ltd. manufactures and distributes high-quality packaging materials and related packaging machines. The Company's products are used primarily for the packaging of perishable foods, beverages and in healthcare applications.

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<sup>1</sup> The 2018 fiscal year comprised 52 weeks and the 2017 fiscal year comprised 53 weeks. Each quarter of 2018 and 2017 comprised 13 weeks with the exception of the first quarter of 2017, which comprised 14 weeks.

<sup>2</sup> EBITDA is not a recognized measure under International Financial Reporting Standards (IFRS). Management believes that in addition to net income, this measure provides useful supplemental information to investors including an indication of cash available for distribution prior to debt service, capital expenditures and income taxes. Investors should be cautioned, however, that this measure should not be construed as an alternative to net income, determined in accordance with IFRS, as an indicator of the Company's performance. The Company's method of calculating this measure may differ from other companies and, accordingly, the results may not be comparable.

\*The Company has initially applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments" at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated.



# Management's Discussion and Analysis

Forward-looking statements: Certain statements made in the following Management's Discussion and Analysis contain forward-looking statements including, but not limited to, statements concerning possible or assumed future results of operations of the Company. Forward-looking statements represent the Company's intentions, plans, expectations and beliefs, and are not guarantees of future performance. Such forward-looking statements represent Winpak's current views based on information as at the date of this report. They involve risks, uncertainties and assumptions and the Company's actual results could differ, which in some cases may be material, from those anticipated in these forward-looking statements. Factors that could cause results to differ from those expected include, but are not limited to: the terms, availability and costs of acquiring raw materials and the ability to pass on price increases to customers; ability to negotiate contracts with new customers or renew existing customer contracts with less favorable terms; timely response to changes in customer product needs and market acceptance of our products; the potential loss of business or increased costs due to customer or vendor consolidation; competitive pressures, including new product development; industry capacity, and changes in competitors' pricing; ability to maintain or increase productivity levels; contain or reduce costs; foreign currency exchange rate fluctuations; changes in governmental regulations, including environmental, health and safety; changes in Canadian and foreign income tax rates, income tax laws and regulations. Unless otherwise required by applicable securities law, Winpak disclaims any intention or obligation to publicly update or revise this information, whether as a result of new information, future events or otherwise. The Company cautions investors not to place undue reliance upon forward-looking statements.

# Financial Performance

Net income attributable to equity holders of the Company for the fourth quarter of 2018 of \$26.7 million or 41 cents in earnings per share (EPS) declined by 32.7 percent from the \$39.6 million or 61 cents per share recorded in the corresponding quarter of 2017. However, the exceptional result in the prior year was greatly influenced by the United States tax reform enacted in December 2017, whereby the Company was required to recalculate the deferred tax asset and liability amounts pertaining to the temporary differences within its US subsidiaries. This resulted in a one-time income tax recovery of \$11,090 or 17.0 cents per share. On a normalized basis, EPS fell by 3.0 cents. Elevated operating expenses lowered EPS by 4.5 cents. Additionally, the contraction in gross profit margins and foreign exchange each reduced EPS by 1.0 cent. The impact of the US tax reform was also positive in the current year as the Company's effective income tax rate decreased significantly, enhancing EPS by 2.5 cents. Net finance income supplemented EPS by 1.0 cent.

For the year ended December 30, 2018, net income attributable to equity holders of the Company of \$108.9 million or \$1.68 per share decreased from the prior year's net income of \$119.3 million or \$1.84 per share by 8.7 percent. Excluding the income tax recovery due to US tax reform recorded in 2017, EPS advanced by 1.0 cent. The income tax expense recorded in 2018 with respect to income earned in the United States was the main factor, boosting EPS by 10.0 cents while the increase in net finance income and a smaller proportion of net income attributable to non-controlling interests added a further 3.0 cents and 1.0 cent respectively. Conversely, the negative impact of foreign exchange, the contraction in gross profit margins and higher operating expenses caused EPS to decline by 4.5 cents, 3.5 cents and 3.0 cents respectively. The lower sales volumes in the current year dampened EPS by 2.0 cents.

The fiscal year of the Company ends on the last Sunday of the calendar year and is usually 52 weeks in duration. However, the 2017 fiscal year consisted of 53 weeks, with the first quarter comprising 14 weeks, one more week than the current year. The additional week included in the 2017 first quarter was essentially the last week of the 2016 calendar year which contained several statutory holidays. Consequently, it is estimated that this additional week contributed 2.0 percent to both 2017 year-to-date sales volumes and net income results.

# **Operating Segments and Product Groups**

The Company provides three distinct types of packaging technologies: a) rigid packaging and flexible lidding, b) flexible packaging and c) packaging machinery. Each of the three are deemed to be a separate operating segment.

The rigid packaging and flexible lidding segment includes the rigid containers and lidding product groups. Rigid containers includes portion control and single-serve containers, as well as plastic sheet, custom and retort trays, which are used for applications such as food, pet food, beverage, dairy, industrial, and healthcare. Lidding products are available in die-cut, daisy chain and rollstock formats and are used for applications such as food, dairy, beverage, industrial and healthcare.

The flexible packaging segment includes the modified atmosphere packaging, specialty films and biaxially oriented nylon product groups. Modified atmosphere packaging extends the shelf life of perishable foods, while at the same time maintains or improves the quality of the product. The packaging is used for a wide range of markets and applications, including fresh and processed meats, poultry, cheese, medical device packaging, high performance pouch applications and high-barrier films for converting applications. Specialty films includes a full line of barrier and non-barrier films which are ideal for converting applications such as printing, laminating, and bag making, including shrink bags. Biaxially oriented nylon film is stretched by length and width to add stability for further conversion using printing, metalizing or laminating processes and are ideal for food packaging applications such as cheese, fluid and viscous liquids, and industrial applications such as book covers and balloons.



Packaging machinery includes a full line of horizontal fill/seal machines for preformed containers and vertical form/fill/seal pouch machines for pumpable liquid and semi-liquid products and certain dry products.

# <u>Revenue</u>

Revenue in the fourth quarter of 2018 of \$222.1 million essentially matched the comparable 2017 period of \$222.3 million. Volumes, in total, were down slightly from the fourth quarter of 2017 by 1 percent. Within the rigid containers and flexible lidding operating segment, volumes contracted by 2 percent in the quarter. The lidding product group experienced a temporary drop in volumes due to customer order patterns with respect to specialty beverage lidding. Furthermore, a reduction in sheet and dessert volumes contributed to weaker shipments for the rigid container group. The flexible packaging operating segment's volumes were similar to the prior year. Within the modified atmosphere packaging product group, volume growth was restrained in comparison to a very strong fourth quarter in 2017. The packaging machinery operating segment had a solid quarter, outpacing the 2017 fourth quarter by 5 percent. Selling price and mix changes had a favorable impact of 1 percent on fourth quarter revenues while the effect of foreign exchange on revenues was negligible.

For 2018, revenue reached an all-time high of \$889.6 million, up by 0.3 percent from the \$886.8 million recorded in the previous year. After taking the additional week of revenues in the first quarter of 2017 into account, volumes were virtually unchanged. The rigid containers and flexible lidding operating segment experienced a negligible drop in volumes. For the lidding product group, rollstock materials in combination with yogurt and dessert die-cut lidding were the main factors leading the positive performance. Conversely, sheet and dessert container shipments receded in the current year and led to an overall contraction in volumes for the rigid container product group. The flexible packaging operating segment realized a limited uptick in volumes. Within the modified atmosphere packaging product group, growth was challenging due to tempered demand levels at major US protein processors. For the packaging machinery operating segment, growth was exceptional at 14 percent. In relation to 2017, selling price and mix changes had a favorable influence on revenue of 1 percent. The average value of the Canadian dollar in comparison to the US dollar during 2018 was essentially on par with the 2017 level. Accordingly, foreign exchange had little impact on reported revenue.

# Gross Profit Margins

Gross profit margins fell to 30.6 percent of revenue in the fourth quarter of 2018, down from the 31.3 percent of revenue recorded in the same quarter of 2017. Due to the heightened competitive selling price pressures within key product markets, a deterioration in gross profit margins was experienced. Additionally, the lack of sales volume growth has led to under-utilized equipment capacity, causing a reduction in gross profit margins.

For the current year, gross profit margins reached a level of 30.4 percent of revenue, falling short of the 31.2 percent realized in 2017, culminating in a decrease in EPS of 3.5 cents. Competitive pressures in key product markets were prevalent during the year. This margin erosion was compounded by the rise in raw material costs compared to 2017. These negative factors were essentially nullified through the qualification of more cost efficient raw materials and the implementation of selling price adjustments for customers on raw material price-indexing programs. This was complemented by the significant progress that has been made in curtailing expenses relating to production waste and inventory obsolescence. As part of the Company's long-term organic growth aspirations, sizeable investments in capital have been made in recent years, expanding the manufacturing footprint. Consequently, the cost structure has risen whereas sales volumes remained relatively the same in the current year leading to a narrowing of gross profit margins.

The purchase price index fell by 2.4 percent from the third quarter of 2018. In comparison to a year earlier, the index has dropped by 1.8 percent. During the fourth quarter, polypropylene resin experienced the most significant decrease of 10 percent while the Company's most widely used resin, polyethylene, recorded a more modest decrease of 4 percent.

# Expenses and Other

In the fourth quarter of 2018, operating expenses, exclusive of foreign exchange, increased by 14.6 percent in contrast to the slight decline in sales volumes, thereby lowering EPS by 4.5 cents. Higher personnel costs and employee benefit expenses were the main contributing factors. Additionally, the rise in research and technical expenses reflected the level of activity that was undertaken during the quarter in support of product development initiatives. The maturation of foreign exchange forward contracts at less beneficial rates compared to the fourth quarter of 2017 was only partially offset by the positive impact of the weaker Canadian dollar in the current quarter. Accordingly, foreign exchange reduced EPS by 1.0 cent. Effective January 1, 2018, the US federal statutory income tax rate decreased from 35.0 percent to 21.0 percent, generating the lower overall effective income tax rate, which provided 2.5 cents to EPS. The cash invested in money market accounts and short-term deposits was at much higher interest rates in 2018. Consequently, net finance income elevated EPS by 1.0 cent.

For the 2018 fiscal year, operating expenses, adjusted for foreign exchange, advanced by 1.6 percent whereas sales volumes were virtually unchanged, subtracting 3.0 cents from EPS. Greater personnel expenses and strategic product development activities were the main catalysts. The expansion in freight costs due to elevated fuel charges also played a role. Furthermore, foreign exchange had an unfavorable effect on EPS of 4.5 cents due to the combined impact of losses on conversion of the Company's net Canadian dollar expenses into US funds



at a higher average rate and the maturation of foreign exchange forward contracts at less favorable rates than was experienced in 2017. More than offsetting these reductions was the much lower income tax expense which resulted from the substantial drop in the US federal statutory income tax rate and contributed 10.0 cents to EPS. The expansion in net finance income and a smaller proportion of net income attributable to non-controlling interests provided an additional 3.0 cents and 1.0 cent to EPS respectively.

# Summary of Quarterly Results

	Thousands of US dollars, except per share amounts (US cents)							
	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017*	Q3 2017	Q2 2017	Q1 2017
Revenue Net income attributable to equity holders	222,138	220,647	225,191	221,665	222,323	218,348	217,752	228,351
of the Company	26,683	27,835	28,042	26,361	39,633	25,368	25,745	28,552
EPS	41	43	43	41	61	39	40	44

The Company has initially applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments" at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated.

\*Includes the one-time income tax recovery of 17 cents per share due to the revaluation of deferred tax asset and liability balances within the US operations as a result of US tax reform enacted in December 2017.

# Capital Resources, Cash Flow and Liquidity

The Company's cash and cash equivalents balance ended the current year at \$344.3 million, an increase of \$20.8 million from the end of the third quarter. Winpak continued to generate strong and consistent cash flow from operating activities before changes in working capital of \$47.5 million. Cash was consumed by net working capital additions of \$2.7 million. In addition, cash was utilized for property, plant and equipment additions of \$16.0 million, income tax payments of \$6.9 million, dividends of \$1.5 million and other items totaling \$0.4 million while net finance income provided cash of \$0.8 million.

For the year, the cash and cash equivalents balance advanced by \$52.4 million, driven by the exceptional cash flow generated from operating activities before changes in working capital of \$191.4 million. Working capital additions utilized cash of \$27.7 million. During 2018, the tariffs implemented by the US government on aluminum products caused demand for aluminum to outpace supply with the Company's aluminum foil suppliers. To minimize the disruption on operations, alternate sources of supply were secured and the level of inventory kept on hand was increased. This item was the overriding factor causing inventories to advance by \$15.6 million. The timing of selling extended term accounts receivable without recourse to finance institutions in exchange for cash raised trade and other receivables by \$14.9 million. Uses of cash included property, plant and equipment additions of \$71.2 million, income tax payments of \$33.2 million, dividends of \$6.1 million and other items amounting to \$2.4 million. The property, plant and equipment expenditures included the acquisition of the building and property adjacent to the Winnipeg, Manitoba plant and a new Mexican facility which will house state of the art printing and converting technology. Furthermore, the building expansion of the Company's biaxially oriented nylon operations and incremental extrusion capacity began during the second half of 2018. Net finance income produced cash of \$1.6 million.

# Looking Forward

# Business Outlook

Entering 2019, the Company is cautiously optimistic on realizing positive overall growth in terms of sales volumes. Mixed results were encountered in 2018 with modest volume growth in certain product markets and contractions in other product markets resulting in 2018 sales volumes being virtually unchanged. The growth in the North American food packaging industry was slightly negative in 2018, due in part to changing consumer patterns, this may influence revenue growth to some degree with existing customers moving forward. The Company is continuing to develop new sales opportunities however, the timing for conversion of these into new business remains uncertain as customers' protocols for new supply control the process. Competitive pressures are expected to persist in the coming year and could negatively impact selling prices for existing products or anticipated prices for new product initiatives. In 2018, positive selling price and mix changes were realized with the recovery of resin price increases incurred in the past year due to 73 percent of the Company's revenues being indexed to the price of raw materials albeit with a 3 to 4 month time lag. The decline and volatility in world oil prices in recent months and new resin capacity (polyethylene) coming on stream has reduced the cost of certain resins and this should translate into lower raw material prices for these resins in the first 6 months of 2019. However, early in 2019, there has been some announced cost increases for certain resins. Currently, there is uncertainty whether these resin increases will hold in the market and be implemented. Given these raw material cost uncertainties, it is difficult to predict the magnitude and effect these may have on gross profit margins in first half of 2019. As in 2018, the Company will remain focused on reducing manufacturing costs and improving operational performance, particularly in those areas where new products and processes require more refinement and experience to optimize production.



Capital expenditures of approximately \$70 - \$80 million are forecasted for 2019 due in part to certain progress payments on extrusion capacity expected to be incurred in late 2018 being delayed until early 2019. New extrusion capacity is planned to be fully operational by mid 2019 at the rigid container facility in Sauk Village, Illinois. The new Mexican plant which will accommodate increased production capacity and new capabilities in printing technology for flexible packaging products is planned to be fully operational early in the second quarter of 2019. In addition, the building expansion and new biaxially oriented polyamide (BOPA) line capacity in Winnipeg, Manitoba is progressing with an anticipated commercial start-up in the latter half of 2020. The Company will stay the course on capital deployment and invest in organic growth opportunities including new technologies and expanded product offerings while continuing to remain patient and evaluate acquisition prospects that align strategically with Winpak's core strengths in sophisticated packaging for food, beverage and health care applications.

# Accounting Changes - Accounting Standards Implemented in 2018

# a) Financial Instruments

The Company has adopted IFRS 9 "Financial Instruments" with a date of initial application of January 1, 2018. IFRS 9 introduces new requirements for the classification and measurement of financial assets, amends the requirements related to hedge accounting, and introduces a forward-looking expected loss impairment model.

The standard contains three classification categories for financial assets: measured at amortized cost, fair value through other comprehensive income (FVOCI) and fair value through profit or loss (FVTPL). The classification of financial assets under IFRS 9 is based on the business model in which a financial asset is managed and its contractual cash flow characteristics. The standard eliminates the previous IAS 39 categories of held to maturity, loans and receivables and available for sale. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward in IFRS 9 and the adoption of IFRS 9 did not change the Company's accounting policies for financial liabilities. Upon adoption, trade and other receivables that may be subject to factoring arrangements are now classified as FVOCI. The classification changes for each class of the Company's financial assets and financial liabilities upon adoption at January 1, 2018 had no impact on the measurement of financial instruments.

The Company has adopted the new general hedge accounting model in IFRS 9. The adoption of IFRS 9 did not result in any changes in the eligibility of existing hedge relationships, the accounting for derivative financial instruments designated as effective hedging instruments or the line items in which they are included in the consolidated balance sheets or consolidated statements of income.

As a result of the adoption of IFRS 9, the Company's accounting policies for financial instruments have been updated (see note 12 to the condensed consolidated financial statements) and applied from January 1, 2018 and in accordance with the transitional provisions in IFRS 9, comparative figures have not been restated. The Company has adopted IFRS 9 retrospectively, other than the hedge accounting provisions of IFRS 9 that have been applied prospectively effective January 1, 2018, and accordingly the comparative figures do not reflect the requirements of IFRS 9. The adoption of IFRS 9 did not result in any transition adjustments being recognized as at January 1, 2018. There was no impact on the 2018 interim condensed consolidated financial statements.

# b) Revenue From Contracts With Customers

The Company has adopted IFRS 15 "Revenue From Contracts With Customers" with a date of initial application of January 1, 2018. IFRS 15 includes a single, five-step revenue recognition model that requires entities to recognize revenue when control of the promised goods or services is transferred to customers at an amount that reflects the consideration to which the entity expects to be entitled to in exchange for those goods or services. The standard also requires more informative, relevant disclosures. IFRS 15 supersedes IAS 11 "Construction Contracts" and IAS 18 "Revenue", as well as various IFRIC and SIC interpretations regarding revenue.

The Company has applied IFRS 15 using the cumulative effect method (without practical expedients) and therefore the comparative information has not been restated and continues to be reported under IAS 11 and IAS 18. The adoption of IFRS 15 did not result in any transition adjustments being recognized as at January 1, 2018.

As a result of the adoption of IFRS 15, the Company's accounting policies have been updated (see note 6 to the condensed consolidated financial statements). As of January 1, 2018, the Company has made changes with respect to the presentation of refund and contract liabilities on the condensed consolidated balance sheet. Under IFRS 15, the Company has presented its refund liabilities within 'Trade payables and other liabilities'. Previously, refund liabilities were presented within 'Trade and other receivables'. The Company continues to present the amounts with respect to the rights to recover products from customers with a right of return within 'Inventories'. The Company has presented its customer deposits within 'Contract liabilities' under IFRS 15. Previously, customer deposits were presented within 'Trade payables and other liabilities'. These changes in presentation consequently impacted the amounts reported on the Company's condensed consolidated statement of cash flows for the fourth quarter of 2018 and the year ended December 30, 2018. IFRS 15 had no impact on the Company's condensed consolidated statements of income for the fourth quarter of 2018 and the year ended December 30, 2018.



# Accounting Changes - Future Changes to Accounting Standards

# <u>a) Leases</u>

IFRS 16 "Leases" was issued in January 2016 by the International Accounting Standards Board, providing a single model for leases. The new standard introduces a balance sheet recognition and measurement model for lessees, eliminating the distinction between operating and finance leases. As a result, most leases will be recognized on the balance sheet. Certain exemptions will apply for short-term leases and leases for low-value assets. Lessors will continue to classify leases as operating and finance leases. IFRS 16 replaces IAS 17 "Leases" and the related interpretations. IFRS 16 is effective for annual and interim reporting periods beginning on or after January 1, 2019 and is to be applied retrospectively.

The Company has undertaken a preliminary review of lease contracts and applied the new measurement model for lessees. The standard will be implemented by the Company in 2019. The Company expects the new lease measurement model for lessees will not have a material impact on the consolidated financial statements. The Company intends to adopt the standard retrospectively with the modified retrospective approach of initially applying the standard recognized at December 31, 2018 in opening retained earnings.

# b) Uncertainty over Income Tax Treatments

In June 2017, IFRIC Interpretation 23 "Uncertainty over Income Tax Treatments" was issued and aims to reduce diversity in how companies recognize and measure a tax liability or tax asset when there is uncertainty over income tax treatments. The Interpretation is effective for annual and interim reporting periods beginning on or after January 1, 2019 and is to be applied retrospectively. The Company does not expect IFRIC 23 to have a significant impact on the consolidated financial statements when it is adopted in 2019.

# c) Employee Benefit Plan Amendment, Curtailment or Settlement

In February 2018, amendments to IAS 19 "Employee Benefits" were issued to specify how an entity determines pension expenses when changes to a defined benefit plan occur. When a change to a plan takes place, including an amendment, curtailment or settlement, IAS 19 requires an entity to remeasure its employee benefit plan liability or asset. The amendments require an entity to use the updated assumptions from this remeasurement to determine current service cost and the net finance cost for the remainder of the reporting period after the change to the plan. The amendments are effective for annual and interim reporting periods beginning on or after January 1, 2019 and are to be applied prospectively. The Company does not expect the amendments to have a significant impact on the Company's consolidated financial statements when they are adopted in 2019.

# Controls and Procedures

# **Disclosure Controls**

Management is responsible for establishing and maintaining disclosure controls and procedures in order to provide reasonable assurance that material information relating to the Company is made known to them in a timely manner and that information required to be disclosed is reported within time periods prescribed by applicable securities legislation. There are inherent limitations to the effectiveness of any system of disclosure controls and procedures, including the possibility of human error and the circumvention or overriding of the controls and procedures. Accordingly, even effective disclosure controls and procedures can only provide reasonable assurance of achieving their control objectives. Based on management's evaluation of the design of the Company's disclosure controls and procedures, the Company's Chief Executive Officer and Chief Financial Officer have concluded that these controls and procedures are designed as of December 30, 2018 to provide reasonable assurance that the information being disclosed is recorded, summarized and reported as required.

# Internal Controls Over Financial Reporting

Management is responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Internal control systems, no matter how well designed, have inherent limitations and therefore can only provide reasonable assurance as to the effectiveness of internal controls over financial reporting, including the possibility of human error and the circumvention or overriding of the controls and procedures. Management used the Internal Control – Integrated Framework published by the Committee of Sponsoring Organizations of the Treadway Commission (COSO 2013) as the control framework in designing its internal controls over financial reporting. Based on management's design of the Company's internal controls over financial reporting, the Company's Chief Executive Officer and Chief Financial Officer have concluded that these controls and procedures are designed as of December 30, 2018 to provide reasonable assurance that the financial information being reported is materially accurate. During the fourth quarter ended December 30, 2018, there have been no changes to the design of the Company's internal controls over financial reporting that have materially affected, or are reasonably likely to materially affect, its internal controls over financial reporting.



Winpak Ltd. Interim Condensed Consolidated Financial Statements Fourth Quarter Ended: December 30, 2018

These interim condensed consolidated financial statements have not been audited or reviewed by the Company's independent external auditors, KPMG LLP.



# Winpak Ltd. Condensed Consolidated Balance Sheets (thousands of US dollars) (unaudited)

	Note	December 30 2018	December 31 2017*
Assets			
A99619			
Current assets:			
Cash and cash equivalents		344,322	291,959
Trade and other receivables	14	131,851	116,955
Income taxes receivable		1,294	1,994
Inventories	5	132,318	116,720
Prepaid expenses		2,761	2,320
Derivative financial instruments		-	863
		612,546	530,811
Non-current assets:			
Property, plant and equipment	9	453,867	422,989
Intangible assets	9	14,311	14,444
Employee benefit plan assets		7,507	6,935
Deferred tax assets		707	818
		476,392	445,186
Total assets		1,088,938	975,997
Equity and Liabilities			
Current liabilities:			
Trade payables and other liabilities		63,687	63,670
Contract liabilities	6	3,031	-
Income taxes payable		3,753	1,555
Derivative financial instruments		2,697	98
		73,168	65,323
Non-current liabilities:			
Employee benefit plan liabilities		11,108	10,522
Deferred income		14,786	15,272
Provisions		660	760
Deferred tax liabilities		41,313	40,656
		67,867	67,210
Total liabilities		141,035	132,533
Equity:			
Share capital		29,195	29,195
Reserves		(2,264)	596
Retained earnings		893,279	788,636
Total equity attributable to equity holders of the Company		920,210	818,427
Non-controlling interests		27,693	25,037
Total equity		947,903	843,464
Total equity and liabilities		1,088,938	975,997

\*The Company has initially applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments" at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated. See note 3.



## Winpak Ltd.

# **Condensed Consolidated Statements of Income**

(thousands of US dollars, except per share amounts) (unaudited)

		Quarter Ended (Note 2)		Year Ended (Note 2)	
		December 30	December 31	December 30	December 31
	Note	2018	2017*	2018	2017*
Revenue	6	222,138	222,323	889,641	886,774
Cost of sales		(154,181)	(152,629)	(619,582)	(609,748)
Gross profit		67,957	69,694	270,059	277,026
Sales, marketing and distribution expenses		(17,421)	(16,127)	(69,533)	(67,190)
General and administrative expenses		(8,377)	(6,484)	(31,845)	(32,725)
Research and technical expenses		(4,315)	(3,908)	(16,640)	(15,602)
Pre-production expenses		-	(77)	(115)	(446)
Other (expenses) income	7	(1,295)	2	(1,840)	1,668
Income from operations		36,549	43,100	150,086	162,731
Finance income		1,737	660	5,276	1,974
Finance expense		(986)	(966)	(3,833)	(3,164)
Income before income taxes		37,300	42,794	151,529	161,541
Income tax expense	8	(10,059)	(2,333)	(39,952)	(38,831)
Net income for the period		27,241	40,461	111,577	122,710
Attributable to:					
Equity holders of the Company		26,683	39,633	108,921	119,298
Non-controlling interests		558	828	2,656	3,412
		27,241	40,461	111,577	122,710
Basic and diluted earnings per share - cents	11	41	61	168	184

## Condensed Consolidated Statements of Comprehensive Income

(thousands of US dollars) (unaudited)

		Quarter Ended (Note 2)		Year Ende	d (Note 2)
	Note	December 30 2018	December 31 2017*	December 30 2018	December 31 2017*
Net income for the period		27,241	40,461	111,577	122,710
Items that will not be reclassified to the statements of income:					
Cash flow hedge (losses) gains recognized		(1,327)	133	(1,260)	133
Cash flow hedge losses transferred to property, plant and equipment		227	-	47	-
Employee benefit plan remeasurements		2,269	(56)	2,269	(56)
Income tax effect		(613)	(1,003)	(613)	(1,003)
		556	(926)	443	(926)
Items that are or may be reclassified subsequently to the statements of incom	<u>e:</u>				
Cash flow hedge (losses) gains recognized		(1,854)	(116)	(2,580)	2,089
Cash flow hedge losses (gains) transferred to the statements of income	7	269	(351)	331	(1,417)
Income tax effect		424	125	602	(180)
		(1,161)	(342)	(1,647)	492
Other comprehensive loss for the period - net of income tax		(605)	(1,268)	(1,204)	(434)
Comprehensive income for the period		26,636	39,193	110,373	122,276
Attributable to:					
Equity holders of the Company		26,078	38,365	107,717	118,864
Non-controlling interests		558	828	2,656	3,412
		26,636	39,193	110,373	122,276

\*The Company has initially applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments" at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated. See note 3.



## Winpak Ltd.

**Condensed Consolidated Statements of Changes in Equity** (thousands of US dollars) (unaudited)

	÷.,	Attributabl	e to equity ho	olders of the (	Company	I.	
	Note	Share capital	Reserves	Retained earnings	Total	Non- controlling interests	Total equity
Balance at December 26, 2016*	_	29,195	(29)	676,478	705,644	21,625	727,269
<b>Comprehensive income for the period</b> Cash flow hedge gains, net of tax Cash flow hedge gains transferred to the statements		-	1,664	-	1,664	-	1,664
of income, net of tax Employee benefit plan remeasurements, net of tax	_	-	(1,039) -	- (1,059)	(1,039) (1,059)	-	(1,039) (1,059)
Other comprehensive income (loss) Net income for the period Comprehensive income for the period	-	-	625 - 625	(1,059) <u>119,298</u> 118,239	(434) 119,298 118,864	- 3,412 3,412	(434) <u>122,710</u> 122,276
Dividends	10	-	-	(6,081)	(6,081)	-	(6,081)
Balance at December 31, 2017*	-	29,195	596	788,636	818,427	25,037	843,464
Balance at January 1, 2018	_	29,195	596	788,636	818,427	25,037	843,464
<b>Comprehensive (loss) income for the period</b> Cash flow hedge losses, net of tax Cash flow hedge losses transferred to the statements		-	(3,149)	-	(3,149)	-	(3,149)
of income, net of tax Cash flow hedge losses transferred to property, plant and		-	242	-	242	-	242
equipment Employee benefit plan remeasurements, net of tax		-	47 -	- 1,656	47 1,656	-	47 1,656
Other comprehensive (loss) income Net income for the period	_	-	(2,860) -	1,656 108,921	(1,204) 108,921	- 2,656	(1,204) 111,577
Comprehensive (loss) income for the period	-	-	(2,860)	110,577	107,717	2,656	110,373
Dividends	10 _	-	-	(5,934)	(5,934)	-	(5,934)
Balance at December 30, 2018	_	29,195	(2,264)	893,279	920,210	27,693	947,903

\*The Company has initially applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments" at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated. See note 3.



## Winpak Ltd.

# **Condensed Consolidated Statements of Cash Flows**

(thousands of US dollars) (unaudited)

		Quarter Ended (Note 2)		Year Ended (Note 2)		
		December 30	December 31	December 30	December 31	
	Note	2018	2017*	2018	2017*	
Cash provided by (used in):						
Operating activities:						
Net income for the period		27,241	40,461	111,577	122,710	
Items not involving cash:						
Depreciation		10,476	10,078	41,143	38,565	
Amortization - deferred income		(401)	(455)	(1,586)	(1,704)	
Amortization - intangible assets		119	154	511	632	
Employee defined benefit plan expenses		806	673	3,650	3,346	
Net finance (income) expense		(751)	306	(1,443)	1,190	
Income tax expense		10,059	2,333	39,952	38,831	
Other		(47)	(170)	(2,383)	(3,675)	
Cash flow from operating activities before the following		47,502	53,380	191,421	199,895	
Change in working capital:						
Trade and other receivables		530	1,382	(14,896)	7,193	
Inventories		(1,498)	(3,179)	(15,598)	(13,204)	
Prepaid expenses		313	1,693	(441)	704	
Trade payables and other liabilities		(2,155)	(4,074)	189	(7,893)	
Contract liabilities		129	-	3,031	-	
Employee defined benefit plan contributions		(111)	(889)	(2,056)	(2,093)	
Income tax paid		(6,941)	(7,199)	(33,248)	(45,276)	
Interest received		1,648	597	5,100	1,856	
Interest paid		(886)	(873)	(3,479)	(2,816)	
Net cash from operating activities		38,531	40,838	130,023	138,366	
Investing activities:						
Acquisition of property, plant and equipment - net		(16,005)	(10,472)	(71,227)	(51,084)	
Acquisition of intangible assets		(225)	(157)	(378)	(575)	
		(16,230)	(10,629)	(71,605)	(51,659)	
Financing activities:						
Dividends paid	10	(1,508)	(1,563)	(6,055)	(5,973)	
Change in cash and cash equivalents		20,793	28,646	52,363	80,734	
Cash and cash equivalents, beginning of period		323,529	263,313	291,959	211,225	
Cash and cash equivalents, end of period		344,322	291,959	344,322	291,959	

\*The Company has initially applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments" at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated. See note 3.



## 1. General

Winpak Ltd. is incorporated under the Canada Business Corporations Act. The Company manufactures and distributes high-quality packaging materials and related packaging machines. The Company's products are used primarily for the packaging of perishable foods, beverages and in healthcare applications. The address of the Company's registered office is 100 Saulteaux Crescent, Winnipeg, Manitoba, Canada R3J 3T3.

## 2. Basis of Presentation

The unaudited interim condensed consolidated financial statements were prepared in accordance with International Financial Reporting Standards (IFRS). The unaudited interim condensed consolidated financial statements are in compliance with IAS 34. Accordingly, certain information and note disclosures normally included in annual consolidated financial statements prepared in accordance with IFRS as issued by the International Accounting Standards Board (IASB) have been omitted or condensed. These unaudited interim condensed consolidated financial statements for the year ended December 31, 2017, which are included in the Company's 2017 Annual Report.

Since the first quarter of 2018, the Company's consolidated financial statements have applied IFRS 15 "Revenue From Contracts With Customers" and IFRS 9 "Financial Instruments". The changes in accounting policies from those used in the Company's consolidated financial statements for the year ended December 31, 2017 are described in notes 3, 6 and 12.

The fiscal year of the Company ends on the last Sunday of the calendar year. As a result, the Company's fiscal year is usually 52 weeks in duration, but includes a 53<sup>rd</sup> week every five to six years. The 2018 fiscal year comprised 52 weeks and the 2017 fiscal year comprised 53 weeks. Each quarter of 2018 and 2017 comprised 13 weeks with the exception of the first quarter of 2017, which comprised 14 weeks.

The unaudited interim condensed consolidated financial statements were approved by the Board of Directors on February 26, 2019.

## 3. Accounting Standards Implemented in 2018

The following accounting standards came into effect commencing in the Company's 2018 fiscal year:

## (a) Financial Instruments:

The Company has adopted IFRS 9 with a date of initial application of January 1, 2018. IFRS 9 introduces new requirements for the classification and measurement of financial assets, amends the requirements related to hedge accounting, and introduces a forward-looking expected loss impairment model.

The standard contains three classification categories for financial assets: measured at amortized cost, fair value through other comprehensive income (FVOCI) and fair value through profit or loss (FVTPL). The classification of financial assets under IFRS 9 is based on the business model in which a financial asset is managed and its contractual cash flow characteristics. The standard eliminates the previous IAS 39 categories of held to maturity, loans and receivables and available for sale. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward in IFRS 9 and the adoption of IFRS 9 did not change the Company's accounting policies for financial liabilities. Upon adoption, trade and other receivables that may be subject to factoring arrangements are now classified as FVOCI.

The classification changes for each class of the Company's financial assets and financial liabilities upon adoption at January 1, 2018 had no impact on the measurement of financial instruments, which are summarized in the following table:

			IAS 39 / IFRS 9
Financial assets and liabilities	IAS 39	IFRS 9	Carrying Value
Cash and cash equivalents	Loans and receivables	Amortized cost	291,959
Trade and other receivables	Loans and receivables	Amortized cost	104,730
Trade and other receivables - factoring arrangements	Loans and receivables	FVOCI	12,225
		Total trade and other receivables	116,955
Derivative financial instrument assets	Fair value - hedging instrument	Fair value - hedging instrument	863
Trade payables and other liabilities	Other financial liabilities	Amortized cost	(63,670)
Derivative financial instrument liabilities	Fair value - hedging instrument	Fair value - hedging instrument	(98)

The Company has adopted the new general hedge accounting model in IFRS 9. The adoption of IFRS 9 did not result in any changes in the eligibility of existing hedge relationships, the accounting for derivative financial instruments designated as effective hedging instruments or the line items in which they are included in the consolidated balance sheets or consolidated statements of income.



As a result of the adoption of IFRS 9, the Company's accounting policies for financial instruments have been updated (see note 12) and applied from January 1, 2018 and in accordance with the transitional provisions in IFRS 9, comparative figures have not been restated. The changes in accounting policies will also be reflected in the Company's consolidated financial statements as at and for the year ending December 30, 2018. The Company has adopted IFRS 9 retrospectively, other than the hedge accounting provisions of IFRS 9 that have been applied prospectively effective January 1, 2018, and accordingly the comparative figures do not reflect the requirements of IFRS 9. The adoption of IFRS 9 did not result in any transition adjustments being recognized as at January 1, 2018.

## (b) Revenue From Contracts With Customers:

The Company has adopted IFRS 15 with a date of initial application of January 1, 2018. IFRS 15 includes a single, five-step revenue recognition model that requires entities to recognize revenue when control of the promised goods or services is transferred to customers at an amount that reflects the consideration to which the entity expects to be entitled to in exchange for those goods or services. The standard also requires more informative, relevant disclosures. IFRS 15 supersedes IAS 11 "Construction Contracts" and IAS 18 "Revenue", as well as various IFRIC and SIC interpretations regarding revenue.

The Company has applied IFRS 15 using the cumulative effect method (without practical expedients) and therefore the comparative information has not been restated and continues to be reported under IAS 11 and IAS 18. The adoption of IFRS 15 did not result in any transition adjustments being recognized as at January 1, 2018.

As a result of the adoption of IFRS 15, the Company's accounting policies have been updated. See note 6 for these changes in accounting policies, the impact on the 2018 interim condensed consolidated financial statements, as well as the new disclosure requirements. The changes in accounting policies will also be reflected in the Company's consolidated financial statements as at and for the year ending December 30, 2018.

#### (c) Foreign Currency Transactions and Advance Consideration:

In December 2016, IFRIC Interpretation 22 "Foreign Currency Transactions and Advance Consideration" was issued to clarify the date that should be used for translation when a foreign currency transaction involves an advance receipt or payment. The date of the transaction for the purpose of determining the exchange rate to use on initial recognition of the related asset, expense or income is the date on which an entity initially recognizes the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration. The Interpretation was implemented with prospective application, effective January 1, 2018, and had no impact on the Company's unaudited interim condensed consolidated financial statements.

#### 4. Future Accounting Standards

## (a) Leases:

IFRS 16 "Leases" was issued in January 2016, providing a single model for leases. The new standard introduces a balance sheet recognition and measurement model for lessees, eliminating the distinction between operating and finance leases. As a result, most leases will be recognized on the balance sheet. Certain exemptions will apply for short-term leases and leases for low-value assets. Lessors will continue to classify leases as operating and finance leases. IFRS 16 replaces IAS 17 "Leases" and the related interpretations. IFRS 16 is effective for annual and interim reporting periods beginning on or after January 1, 2019 and is to be applied retrospectively.

The Company has undertaken a preliminary review of lease contracts and applied the new measurement model for lessees. The standard will be implemented by the Company in 2019. The Company expects the new lease measurement model for lessees will not have a material impact on the consolidated financial statements. The Company intends to adopt the standard retrospectively with the modified retrospective approach of initially applying the standard recognized at December 31, 2018 in opening retained earnings.

## (b) Uncertainty over Income Tax Treatments:

In June 2017, IFRIC Interpretation 23 "Uncertainty over Income Tax Treatments" was issued and aims to reduce diversity in how companies recognize and measure a tax liability or tax asset when there is uncertainty over income tax treatments. The Interpretation is effective for annual and interim reporting periods beginning on or after January 1, 2019 and is to be applied retrospectively. The Company does not expect IFRIC 23 to have a significant impact on the consolidated financial statements when it is adopted in 2019.

#### (c) Employee Benefit Plan Amendment, Curtailment or Settlement:

In February 2018, amendments to IAS 19 "Employee Benefits" were issued to specify how an entity determines pension expenses when changes to a defined benefit plan occur. When a change to a plan takes place, including an amendment, curtailment or settlement, IAS 19 requires an entity to remeasure its employee benefit plan liability or asset. The amendments require an entity to use the updated assumptions from this remeasurement to determine current service cost and the net finance cost for the remainder of the reporting period after the change to the plan. The amendments are effective for annual and interim reporting periods beginning on or after January 1, 2019 and are to be applied prospectively. The Company does not expect the amendments to have a significant impact on the consolidated financial statements when they are adopted in 2019.



For the periods ended December 30, 2018 and December 31, 2017 (thousands of US dollars, unless otherwise indicated) (Unaudited)

#### 5. Inventories

	December 30 2018	December 31 2017
Raw materials	44,179	33,459
Work-in-process	22,365	16,496
Finished goods	55,329	57,053
Spare parts	10,445	9,712
	132,318	116,720

During the fourth quarter of 2018, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$1,884 (2017 - \$1,286) and reversals of previously written-down items of \$134 (2017 - \$214). During 2018, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$7,681 (2017 - \$7,887) and reversals of previously written-down items of \$1,835 (2017 - \$2,324).

#### 6. Revenue

The Company has adopted IFRS 15 with an initial application date of January 1, 2018. The updated accounting policies, the impact on the 2018 interim condensed consolidated financial statements and additional disclosures are detailed as follows:

## Accounting Policies

The Company determines revenue recognition through the following steps: a) identification of the contract with a customer, b) identification of the performance obligations in the contract, c) determination of the transaction price, d) allocation of the transaction price to the performance obligations in the contract and e) recognition of revenue when the Company satisfies a performance obligation. Revenue is recognized when control of a product is transferred to a customer. Revenue is measured based on the consideration specified in a contract with a customer, net of variable consideration, including rebates, returns and discounts. Rebates are accrued using sales data and rebate percentages specific to each customer contract. Accruals for sales returns are calculated based on the best estimate of the amount of product that will ultimately be returned by customers, reflecting historical experience and the magnitude of non-conforming inventory claims made by customers that have either been approved or are pending review. For customer contracts where the Company expects to be paid within one year, the consideration is not adjusted for the effects of a financing component.

Contract liabilities are recorded when cash payments are received or due in advance of the Company's performance.

In the comparative periods, revenue was measured at the fair value of the consideration received or receivable, net of returns, rebates and discounts and was recognized when the risks and rewards of ownership had transferred to the customer. No revenue was recognized if there were significant uncertainties regarding recovery of the consideration due, the costs incurred or to be incurred could not be measured reliably, or there was continuing management involvement with the goods.

#### Impact on the 2018 Interim Condensed Consolidated Financial Statements

As of January 1, 2018, the Company has made changes with respect to the presentation of refund and contract liabilities on the condensed consolidated balance sheet. Under IFRS 15, the Company has presented its refund liabilities within 'Trade payables and other liabilities'. At December 30, 2018, the balance was \$540. Previously, refund liabilities were presented within 'Trade and other receivables'. The Company continues to present the amounts with respect to the rights to recover products from customers with a right of return within 'Inventories'. The Company has presented its customer deposits within 'Contract liabilities' under IFRS 15. At December 30, 2018, the balance was \$3,031. Previously, customer deposits were presented within 'Trade payables and other liabilities'. These changes in presentation consequently impacted the amounts reported on the Company's condensed consolidated statement of cash flows for the fourth quarter of 2018 and the year ended December 30, 2018.

IFRS 15 had no impact on the Company's condensed consolidated statement of income for the fourth quarter of 2018 and the year ended December 30, 2018.

#### **Operating Segments and Product Groups**

The Company provides three distinct types of packaging technologies: a) rigid packaging and flexible lidding, b) flexible packaging and c) packaging machinery. Each of the three are deemed to be a separate operating segment.

The rigid packaging and flexible lidding segment includes the rigid containers and lidding product groups. Rigid containers includes portion control and single-serve containers, as well as plastic sheet, custom and retort trays, which are used for applications such as food, pet food, beverage, dairy, industrial, and healthcare. Lidding products are available in die-cut, daisy chain and rollstock formats and are used for applications such as food, dairy, beverage, industrial and healthcare.



The flexible packaging segment includes the modified atmosphere packaging, specialty films and biaxially oriented nylon product groups. Modified atmosphere packaging extends the shelf life of perishable foods, while at the same time maintains or improves the quality of the product. The packaging is used for a wide range of markets and applications, including fresh and processed meats, poultry, cheese, medical device packaging, high performance pouch applications and high-barrier films for converting applications. Specialty films includes a full line of barrier and non-barrier films which are ideal for converting applications such as printing, laminating, and bag making, including shrink bags. Biaxially oriented nylon film is stretched by length and width to add stability for further conversion using printing, metalizing or laminating processes and are ideal for food packaging applications such as cheese, fluid and viscous liquids, and industrial applications such as book covers and balloons.

Packaging machinery includes a full line of horizontal fill/seal machines for preformed containers and vertical form/fill/seal pouch machines for pumpable liquid and semi-liquid products and certain dry products.

Most of the Company's contracts have a single performance obligation as the promise to transfer the individual goods. Revenue for each of the three operating segments is recognized at a point in time when the customer obtains control of a product, which typically takes place when legal title and physical possession of the product is transferred to the customer. These conditions are usually fulfilled upon shipment, however, in some instances, upon delivery. Invoices are generated when control has transferred and are usually payable within 30 to 60 days.

#### Disaggregation of Revenue

	Quarter	Ended	Year Ended		
	December 30	December 31	December 30	December 31	
	2018	2017	2018	2017	
Operating segment					
Rigid packaging and flexible lidding	108,309	109,764	430,310	443,367	
Flexible packaging	107,544	106,407	433,944	419,510	
Packaging machinery	6,285	6,152	25,387	23,897	
	222,138	222,323	889,641	886,774	
Geographic segment					
United States	186,593	179,053	735,906	713,947	
Canada	24,651	32,911	112,314	131,730	
Other	10,894	10,359	41,421	41,097	
	222,138	222,323	889,641	886,774	

The Company's products are primarily used for the packaging of perishable foods and beverages, which accounted for more than 90 percent of sales during 2018 and 2017. Other markets include medical, pharmaceutical, personal care, industrial, and other consumer goods.

#### **Contract Balances**

The following table provides information about trade receivables and contract liabilities from contracts with customers:

	December 30 2018	December 31 2017
Trade receivables, which are included in 'Trade and other receivables' Contract liabilities	124,376 (3,031)	110,145
<i>Changes in contract liabilities during the period</i> Opening balance, January 1, 2018, reclassification from 'Trade payables and other liabilities' Revenue recognized during the period that was included in the opening balance Increases due to cash received, excluding amounts recognized as revenue during the period Closing balance, December 30, 2018		(1,996) 1,996 (3,031) (3,031)

#### **Performance Obligations**

No revenue was recognized in 2018 relating to performance obligations that were satisfied or partially satisfied in previous periods. Similarly, no revenue will be recognized in subsequent periods relating to unsatisfied performance obligations as at December 30, 2018.



## Notes to Condensed Consolidated Financial Statements For the periods ended December 30, 2018 and December 31, 2017

(thousands of US dollars, unless otherwise indicated) (Unaudited)

## Significant judgments in applying revenue accounting policy

Significant judgment is required to determine whether revenue should be recognized over time or at a point in time. To assess whether any revenue should be recognized over time, the Company analyzes customer-specific products without alternative use to determine whether a legally enforceable right to payment exists as performance is completed, including a reasonable return. During 2018, no material arrangements satisfied these criteria, and as a result, the Company did not recognize any revenue over time. Accordingly, all revenue was recognized at a point in time giving consideration to whether the customer has: a) assumed the risks and rewards of ownership, b) a present obligation to pay and c) obtained legal title and physical possession. These conditions are usually fulfilled upon shipment of products.

For customer contracts that include a volume rebate program, judgment is required to estimate the eventual amount that will be paid to the customer. Most volume rebate programs entitle a customer to an increasing rebate percentage based upon the attainment of purchase level thresholds. Estimated amounts are included in the transaction price to the extent it is highly probable that a significant reversal of cumulative revenue recognized will not occur when the uncertainty associated with the volume rebate is resolved. At each reporting date, the Company updates its estimates regarding variable consideration.

## 7. Other (Expenses) Income

	Quarter	Ended	Year Ended		
	December 30	December 31	December 30	December 31	
Amounts shown on a net basis	2018	2017	2018	2017	
Foreign exchange (losses) gains Cash flow hedge (losses) gains transferred from other	(1,026)	(349)	(1,509)	251	
comprehensive income	(269) (1,295)	351	(331) (1,840)	1,417 1,668	

#### 8. Income Tax Expense

As a result of the United States tax reform enacted in December 2017, the US federal statutory income tax rate decreased from 35.0 percent to 21.0 percent effective January 1, 2018. As a result, the Company's income tax expense for the fourth quarter of 2018 was reduced by \$1,302, lowering the consolidated effective income tax rate by 3.5 percent. During 2018, the Company's income tax expense was reduced by \$6,891, lowering the consolidated effective income tax rate by 4.6 percent.

## 9. Property, Plant and Equipment and Intangible Assets

At December 30, 2018, the Company has commitments to purchase property, plant and equipment of \$31,157 (December 31, 2017 - \$14,336). No impairment losses or impairment reversals were recognized during 2018 or 2017.

#### 10. Dividends

During the fourth quarter of 2018, dividends in Canadian dollars of 3 cents per common share were declared (2017 - 3 cents) and on a year-to-date basis, 12 cents per common share were declared (2017 - 12 cents).

#### 11. Earnings Per Share

	Quarter	Quarter Ended		Year Ended	
	December 30	December 31	December 30	December 31	
	2018	2017	2018	2017	
Net income attributable to equity holders of the Company	26,683	39,633	108,921	119,298	
Weighted average shares outstanding (000's)	65,000	65,000	65,000	65,000	
Basic and diluted earnings per share - cents	41	61	168	184	

## 12. Financial Instruments

#### IFRS 9 - Financial Instruments

As a result of the adoption of IFRS 9, the Company's accounting policies for financial instruments have been updated as described below. There was no impact on the 2018 interim condensed consolidated financial statements.



## (a) Financial Assets and Liabilities

Financial assets are initially measured at fair value. On initial recognition, the Company classifies its financial assets at either amortized cost, fair value through other comprehensive income (FVOCI) or fair value through profit or loss (FVPTL), depending on its business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. Financial assets are not reclassified subsequent to their initial recognition, unless the Company changes its business model for managing financial assets.

A financial asset is classified as measured at amortized cost if it meets both of the following conditions: a) the asset is held within a business model whose objective is to hold assets to collect contractual cash flows and b) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A financial asset is classified as measured at FVOCI if it meets both of the following conditions: a) it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and b) its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

The adoption of IFRS 9 did not impact the Company's accounting policies for financial liabilities.

## (b) Impairment of Financial Assets

For trade and other receivables, the Company applies the simplified approach to providing for expected credit losses prescribed by IFRS 9, which requires the use of the lifetime expected credit loss provision for all trade and other receivables. Expected credit losses are measured as the difference in the present value of the contractual cash flows that are due under the contract and the cash flows that the Company expects to receive. The expected cash flows reflect all available information, including the Company's historical experience, the past due status, the existence of third-party insurance and forward-looking macroeconomic factors.

## (c) Hedge Accounting

The Company operates principally in Canada and the United States, which gives rise to risks that its income and cash flows may be adversely impacted by fluctuations in foreign exchange rates. The Company enters into foreign currency forward contracts to manage foreign exchange exposures on anticipated labor, operating costs, property, plant and equipment expenditures, and dividend payments to be incurred in Canadian dollars and equipment expenditures to be incurred in canadian dollars and equipment expenditures to be incurred in other foreign currencies. The Company has elected to designate these instruments in their entirety as hedging instruments for hedge accounting purposes, including both the spot and forward elements of the contract in the valuation of the instrument.

With respect to hedges of foreign currency exposure, the Company determines the existence of an economic relationship between the hedging instrument and hedged item based on the currency, amount and timing of their respective cash flows. An assessment is made whether the derivative designated in each hedging relationship is expected to be and has been effective in offsetting changes in cash flows of the hedged item using the hypothetical derivative method.

The fair value of each contract is included on the consolidated balance sheet within derivative financial instrument assets or liabilities, depending on whether the fair value was in an asset or liability position. In the case of labor and operating costs, changes in the fair value of these contracts are initially recorded in other comprehensive income and subsequently recorded in the consolidated statement of income when the hedged item affects income or loss. In the case of property, plant and equipment expenditures, changes in the fair value of these contracts are initially recorded in other comprehensive income and upon settlement of the contract, the gain or loss is included in the cost of the corresponding asset. For dividend payments, changes in the fair value of these contracts are recorded directly in equity.

If the hedge no longer meets the criteria for hedge accounting or the hedging instrument is sold, expires, is terminated or is exercised, then hedge accounting is discontinued prospectively. When hedge accounting for cash flow hedges is discontinued, the amount that has been accumulated in the hedging reserve remains in equity until, for a hedge of a transaction resulting in recognition of a non-financial item, it is included in the non-financial item's cost on its initial recognition or, for other cash flow hedges, it is reclassified to the consolidated statement of income in the same period or periods as the hedged expected future cash flows affects income or loss.

If the hedged future cash flows are no longer expected to occur, then the amounts that have been accumulated in the hedging reserve are immediately reclassified to the consolidated statement of income.

#### Offsetting Financial Assets and Financial Liabilities

When the Company has a legally enforceable right to set off supplier rebates receivable against supplier trade payables and intends to settle the amount on a net basis or simultaneously, the balance is presented as an offset within 'Trade payables and other liabilities' on the consolidated balance sheet. At December 30, 2018, the supplier rebate receivable balance that was offset was \$5,166 (December 31, 2017 - \$6,191).



## 13. Determination of Fair Values

The Company measures assets and liabilities under the following fair value hierarchy in accordance with IFRS. The inputs used for fair value measurements, including their classification within the required three levels of the fair value hierarchy that prioritizes the inputs used for fair value measurement, are as follows:

Level 1 - unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 - inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and

Level 3 - inputs that are not based on observable market data.

The fair value of cash and cash equivalents, trade and other receivables, including trade and other receivables subject to factoring arrangements and classified as measured at FVOCI, trade payables and other liabilities approximate their carrying value because of the short-term maturity of these instruments. The fair value of foreign currency forward contracts, designated as cash flow hedges, has been determined by valuing those contracts to market against prevailing forward foreign exchange rates as at the reporting date.

The following table presents the classification of financial instruments within the fair value hierarchy:

Financial Assets (Liabilities)	Level 1	Level 2	Level 3	Total
<u>At December 30, 2018</u> Foreign currency forward contracts - net	-	(2,697)	-	(2,697)
<u>At December 31, 2017</u> Foreign currency forward contracts - net	-	765	-	765

## 14. Financial Risk Management

In the normal course of business, the Company has risk exposures consisting primarily of foreign exchange risk, interest rate risk, commodity price risk, liquidity risk, and credit risk. The Company manages its risks and risk exposures through a combination of derivative financial instruments, insurance, a system of internal and disclosure controls and sound business practices. The Company does not purchase any derivative financial instruments for speculative purposes.

Financial risk management is primarily the responsibility of the Company's corporate finance function. Significant risks are regularly monitored and actions are taken, when appropriate, according to the Company's approved policies, established for that purpose. In addition, as required, these risks are reviewed with the Company's Board of Directors.

#### Foreign Exchange Risk

Translation differences arise when foreign currency monetary assets and liabilities are translated at foreign exchange rates that change over time. These foreign exchange gains and losses are recorded in other (expenses) income. As a result of the Company's CDN dollar net asset monetary position as at December 30, 2018, a one-cent change in the period-end foreign exchange rate from 0.7326 to 0.7226 (CDN to US dollars) would have decreased net income by \$114 for 2018. Conversely, a one-cent change in the period-end foreign exchange rate from 0.7326 to 0.7426 (CDN to US dollars) would have increased net income by \$114 for 2018.

The Company's Foreign Exchange Policy requires that between 50 and 80 percent of the Company's net requirement of CDN dollars for the ensuing 9 to 15 months will be hedged at all times with a combination of cash and cash equivalents and forward or zero-cost option foreign currency contracts. The Company may also enter into forward foreign currency contracts when equipment purchases and special dividend payments will be settled in foreign currencies. Transactions are only conducted with certain approved Schedule I Canadian financial institutions. All foreign currency contracts are designated as cash flow hedges of the highly probable CDN dollar expenditures. These derivatives meet the hedge effectiveness criteria as a result of the following factors:

a) An economic relationship exists between the hedged item and the hedging instrument as notional amounts match and both the hedged item and hedging instrument fair values move in response to the same risk - foreign exchange rates. There are no significant reasons or causes for the designated hedged item and hedging instrument to be mismatched since the hedging instrument matures during the same month as the expected hedged expenditures are incurred. The correlation between the foreign exchange rate of the hedged item and the hedged instrument should be highly correlated and closely aligned as the maturity and the notional amount are the same.

b) The hedge ratio is one to one for this hedging relationship as the hedged item is foreign currency risk that is hedged with a foreign currency hedging instrument.

c) Credit risk is not material in the fair value of the hedging instrument.



The Company has identified two sources of potential ineffectiveness: a) the timing of cash flow differences between the expenditure and the related derivative and b) the inclusion of credit risk in the fair value of the derivative not replicated in the hedged item. The Company expects the impact of these sources of hedge ineffectiveness to be minimal. The timing of hedge settlements and incurred expenditures are closely aligned as they are expected to occur within 30 days of each other. Credit risk is not a material component of the fair value of the Company's hedging instruments as all counterparties are Schedule 1 Canadian financial institutions, which are highly rated.

Certain foreign currency contracts matured during the fourth quarter of 2018 and the Company realized pre-tax foreign exchange losses of \$496 (yearto-date - realized foreign exchange losses of \$378). Of these foreign exchange differences, losses of \$269 were recorded in other (expenses) income (year-to-date losses - \$331) and losses of \$227 were recorded in property, plant and equipment (year-to-date losses - \$47). During the fourth quarter of 2017 the Company realized pre-tax foreign exchange gains of \$351 (year-to-date - realized foreign exchange gains of \$1,417). Of these foreign exchange differences, gains of \$351 were recorded in other (expenses) income (year-to-date gains - \$1,417) and \$0 was recorded in plant and equipment (year-to-date - \$0).

As at December 30, 2018, the Company had US to CDN dollar foreign currency forward contracts outstanding with a notional amount of US \$58.0 million at an average exchange rate of 1.2957 maturing between January and November 2019. The fair value of these financial instruments was negative \$2,697 US and the corresponding unrealized loss has been recorded in other comprehensive income. During 2018, the Company did not recognize any ineffectiveness on the hedging instruments.

#### Interest Rate Risk

The Company's interest rate risk arises from interest rate fluctuations on the finance income that it earns on its cash invested in money market accounts and short-term deposits. The Company developed and implemented an investment policy, which was approved by the Company's Board of Directors, with the primary objective to preserve capital, minimize risk and provide liquidity. Regarding the December 30, 2018 cash and cash equivalents balance of \$344.3 million, a 1.0 percent increase/decrease in interest rate fluctuations would increase/decrease income taxes by \$3,443 annually.

#### **Commodity Price Risk**

The Company's manufacturing costs are affected by the price of raw materials, namely petroleum-based and natural gas-based plastic resins and aluminum. In order to manage its risk, the Company has entered into selling price-indexing programs with certain customers. Changes in raw material prices for these customers are reflected in selling price adjustments but there is a slight time lag. For 2018, 73 percent of revenue was generated from customers with selling price-indexing programs. For all other customers, the Company's preferred practice is to match raw material cost changes with selling price adjustments, albeit with a slight time lag. This matching is not always possible, as customers react to selling price pressures related to raw material cost fluctuations according to conditions pertaining to their markets.

## Liquidity Risk

Liquidity risk is the risk that the Company would not be able to meet its financial obligations as they come due. Management believes that the liquidity risk is low due to the strong financial condition of the Company. This risk assessment is based on the following: (a) cash and cash equivalents amounts of \$344.3 million, (b) no outstanding bank loans, (c) unused credit facilities comprised of unsecured operating lines of \$38 million, (d) the ability to obtain term-loan financing to fund an acquisition, if needed, (e) an informal investment grade credit rating and (f) the Company's ability to generate positive cash flows from ongoing operations. Management believes that the Company's cash flows are more than sufficient to cover its operating costs, working capital requirements, capital expenditures and dividend payments in the next twelve months. The Company's trade payables and other liabilities and derivative financial instrument liabilities are virtually all due within twelve months.

#### **Operating Leases**

The Company rents premises and equipment under operating leases that expire at various dates until April 30, 2020. The aggregate minimum rentals payable for these leases are as follows:

Year	2019	2020	2021	2022	2023	Thereafter	Total
Amount	673	162	-	-	-	-	835

## Credit Risk

The Company is exposed to credit risk from its cash and cash equivalents held with banks and financial institutions, derivative financial instruments (foreign currency forward contracts), as well as credit exposure to customers, including outstanding trade and other receivable balances.

The following table details the maximum exposure to the Company's counterparty credit risk which represents the carrying value of the financial asset:

	December 30 2018	December 31 2017
Cash and cash equivalents Trade and other receivables	344,322 131,851	291,959 116,955
Foreign currency forward contracts	<u> </u>	863
	476,173	409,777



Credit risk on cash and cash equivalents and other financial instruments arises in the event of non-performance by the counterparties when the Company is entitled to receive payment from the counterparty who fails to perform. The Company has established an investment policy to manage its cash. The policy requires that the Company manage its risk by investing its excess cash on hand on a short-term basis, up to a maximum of six months, with several financial institutions and/or governmental bodies that must be rated 'AA' or higher for CDN financial institutions and 'A-1' or higher for US financial institutions by recognized international credit rating agencies or insured 100 percent by the US government or a 'AAA' rated CDN federal or provincial government. The Company manages its counterparty risk on its financial instruments by only dealing with Schedule I Canadian financial institutions.

In the normal course of business, the Company is exposed to credit risk on its trade and other receivables from customers. To mitigate such risk, the Company performs ongoing customer credit evaluations and assesses their credit quality by taking into account their financial position, past experience and other pertinent factors. Management regularly monitors customer credit limits, performs credit reviews and, in certain cases insures trade and other receivables against credit losses.

During the fourth quarter of 2018, the Company incurred costs on the sale of trade receivables of \$1,224 (2017 - \$1,249). Of these costs, \$884 was recorded in finance expenses (2017 - \$860) and \$340 was recorded in general and administrative expenses (2017 - \$389). During 2018, the Company incurred costs on the sale of trade receivables of \$4,843 (2017 - \$4,094). Of these costs, \$3,456 was recorded in finance expense (2017 - \$2,713) and \$1,387 was recorded in general and administrative expenses (2017 - \$1,381).

As at December 30, 2018, the Company believes that the credit risk for trade and other receivables is mitigated due to the following: a) a broad customer base which is dispersed across varying market sectors and geographic locations, b) 98 percent of the gross trade and other receivables balance is within 30 days of the agreed upon payment terms with customers, c) the sale of certain extended term trade receivables without recourse and d) 36 percent of the trade and other receivables balance is insured against credit losses. The Company's exposure to the ten largest customer balances, on aggregate, accounted for 41 percent of the total trade and other receivables balance.

The carrying amount of trade and other receivables is reduced through the use of an allowance for expected credit losses and the amount of the loss is recognized in the statement of income within general and administrative expenses. When a receivable balance is considered uncollectible, it is written off against the allowance for expected credit losses. Subsequent recoveries of amounts previously written off are credited against general and administrative expenses in the statement of income. During the fourth quarter of 2018, the Company recorded impairment losses on trade and other receivables of \$34 (2017 - \$(270)). During 2018, the Company recorded impairment losses on trade and other receivables of \$256 (2017 - \$(106)).

The following table sets out the aging details of the Company's trade and other receivables balances outstanding based on when the receivable was due and payable and related allowance for expected credit losses:

	December 30 2018	December 31 2017
Current (not past due)	112,953	99,073
1 - 30 days past due	16,636	16,633
31 - 60 days past due	2,022	1,383
More than 60 days past due	1,196	521
	132,807	117,610
Less: Allowance for expected credit losses	(956)	(655)
Total trade and other receivables, net	131,851	116,955

## 15. Segment Reporting

The Company realigned its segment reporting effective for the first quarter of 2018, transitioning from six operating segments to three operating segments. The rigid packaging and flexible lidding segment includes the rigid containers and lidding product groups. The flexible packaging segment includes the modified atmosphere packaging, specialty films and biaxially oriented nylon product groups. Lastly, the packaging machinery segment remains unchanged. Due to similar economic characteristics, including long-term sales volumes growth and long-term average gross profit margins, and having similar products, production processes, types of customers and distribution methods, the rigid packaging and flexible lidding and flexible packaging operating segments have been aggregated as one reportable segment. In addition, the packaging machinery operating segment has been aggregated with these two segments as the segment's revenue and assets represents less than 3 percent of total Company revenues and assets.



## Notes to Condensed Consolidated Financial Statements

For the periods ended December 30, 2018 and December 31, 2017 (thousands of US dollars, unless otherwise indicated) (Unaudited)

The Company operates principally in Canada and the United States. See note 6 for a breakdown of revenue by operating and geographic segment. The following summary presents property, plant and equipment and intangible assets information by geographic segment:

	December 30 2018	December 31 2017
United States	223,446	218,540
Canada	229,094	217,695
Other	15,638	1,198
	468,178	437,433

## 16. Seasonality

The Company experiences seasonal variation in revenue, with revenue typically being the highest in the second and fourth quarters, and lowest in the first quarter.