



NEWS RELEASE

Winpak Reports 2017 Fourth Quarter Results

Winnipeg, Manitoba, February 22, 2018 - Winpak Ltd. (WPK) today reports consolidated results in US dollars for the fourth quarter of 2017, which ended on December 31, 2017.

	Quarter Ended (1)		Year Ended (1)	
	December 31 2017	December 25 2016	December 31 2017	December 25 2016
<i>(thousands of US dollars, except per share amounts)</i>				
Revenue	222,323	215,550	886,774	822,532
Net income	40,461	29,611	122,710	108,201
Income tax expense	2,333	13,184	38,831	49,813
Net finance expense (income)	306	(142)	1,190	(217)
Depreciation and amortization	9,777	8,855	37,493	34,184
EBITDA (2)	52,877	51,508	200,224	191,981
Net income attributable to equity holders of the Company	39,633	28,578	119,298	104,344
Net income attributable to non-controlling interests	828	1,033	3,412	3,857
Net income	40,461	29,611	122,710	108,201
Basic and diluted earnings per share (cents)	61	44	184	161

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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¹ The 2017 fiscal year comprised 53 weeks and the 2016 fiscal year comprised 52 weeks. Each quarter of 2017 and 2016 comprised 13 weeks with the exception of the first quarter of 2017, which comprised 14 weeks.

² 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.



Management's Discussion and Analysis

(presented in US dollars)

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 2017 amounted to \$39.6 million or 61 cents in earnings per share (EPS), surpassing the 2016 corresponding result of \$28.6 million or 44 cents per share by 38.7 percent. The exceptional result was influenced by the immediate impact of 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. A higher relative gross profit margin enhanced EPS by 1.0 cent per share. Foreign exchange and the increase in net finance expense both lowered EPS by 0.5 cents.

For the year ended December 31, 2017, net income attributable to equity holders of the Company of \$119.3 million or \$1.84 per share exceeded the prior year record net income of \$104.3 million or \$1.61 per share by 14.3 percent. Excluding the impact of the income tax recovery due to the US tax reform, the growth was respectable at 3.7 percent. Of the normalized increase in EPS of 6 cents, the main factor was solid organic volume growth which contributed 10.0 cents. This was augmented by favorable foreign exchange, accounting for an additional 2.5 cents. Furthermore, other reductions in income taxes and controlled growth in operating expenses each provided 1.5 cents to EPS, while a smaller proportion of net income attributable to non-controlling interests enhanced EPS by 0.5 cents. Conversely, a sizeable drop in gross profit margin lowered EPS by 8.5 cents. The increase in net finance expense reduced EPS by 1.5 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 prior 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 between 1.0 to 2.0 percent to 2017 sales volumes and net income results.

Revenue

Revenue in the fourth quarter of 2017 of \$222.3 million surpassed the 2016 final quarter level of \$215.6 million by 3.1 percent. Volumes were essentially flat with the prior year comparable quarter, declining by less than 1.0 percent. Influenced by customer order patterns and tempered demand levels, volumes were restrained. All product groups were somewhat affected, with the greatest impact evident in rigid containers and lidding. Indexed selling prices have followed the increase in raw material costs that have been experienced over the past year, raising fourth quarter revenue by 3.4 percent while foreign exchange increased reported revenue by a further 0.5 percent.

For 2017, revenue expanded to \$886.8 million, an increase of \$64.2 million or 7.8 percent compared to 2016 revenue of \$822.5 million. Volumes strengthened by 6.1 percent and after accounting for the additional week in the first quarter of 2017, volume growth was approximately 4.5 percent. More than 80 percent of the Company's growth was concentrated within the rigid container and modified atmosphere packaging product groups. Rigid container volumes progressed by 8.0 percent due to gains made with specialty beverage, meat tray, condiment and retort applications. Sizeable growth in the modified atmosphere packaging business at some of North America's largest meat companies drove volume enhancement in the mid-single-digit range. Compared to 2016, selling price and mix changes had a positive effect on revenue of 1.4 percent. The average value of the Canadian dollar, in comparison to its US counterpart during 2017, was relatively unchanged from 2016. Accordingly, foreign exchange had virtually no impact on reported revenue.



Gross profit margins

Although gross profit margins contracted to 31.3 percent of revenue in the current quarter from the 32.2 percent of revenue recorded in the fourth quarter of 2016, it represented a full percentage point improvement over the third quarter of 2017. Compared to 2016, selling price increases were in line with the corresponding increase in raw material costs. In addition, manufacturing efficiencies improved as the need to supplement capacity constraints with outsourced material has abated. Another contributing factor was the progress made in limiting production waste. Based on the foregoing, gross profit in dollar terms rose by 0.4 percent, in contrast to the slight decrease in sales volumes, resulting in a modest increase in EPS.

For the current year, gross profit margins attained a level of 31.2 percent of revenue, falling short of the 32.7 percent realized in 2016, culminating in a decrease in EPS of 8.5 cents. The escalation of raw material costs, in combination with competitive pricing conditions with specific customers, narrowed the spread between selling prices and raw material costs.

For reference, the following presents the weighted indexed purchased cost of Winpak's eight primary raw materials in the reported quarter and each of the preceding eight quarters, where base year 2001 = 100. The index was rebalanced as of December 26, 2016 to reflect the mix of the eight primary raw materials purchased in 2016.

Quarter and Year	4/17	3/17	2/17	1/17	4/16	3/16	2/16	1/16	4/15
Purchase Price Index	157.2	153.1	154.4	147.8	143.9	140.2	138.1	136.4	139.1

After the slight decline in the third quarter, the purchase price index resumed an upward trend, increasing by 2.7 percent versus the previous quarter. Certain commodity-type resins experienced a more significant increase than the average, whereas the specialty resins were stable throughout the period. In comparison to a year earlier, the index has climbed by 9.2 percent.

Expenses and Other

Operating expenses in the current quarter, exclusive of foreign exchange impact, receded at a similar overall rate relative to the corresponding decrease in sales volumes, thereby having a minimal impact on EPS. Foreign exchange was responsible for a decline in EPS of 0.5 cents as there was a loss on conversion of the Company's net Canadian dollar expenses into US funds at a higher average exchange rate. The Company entered into agreements during 2017 to sell certain extended term accounts receivable without recourse to financial institutions in exchange for cash. Consequently, net finance expense increased and lowered EPS by 0.5 cents.

For the 2017 fiscal year, operating expenses, adjusted for foreign exchange, increased by 4.7 percent in contrast to the 6.1 percent progression in sales volumes. Spending was contained in the other operating expense categories, in tandem with lower pre-production expenses, which more than offset the heightened share-based incentive expenses, generating incremental EPS of 1.5 cents. The maturation of foreign exchange forward contracts at more advantageous rates in 2017 supplemented EPS by 2.5 cents. In addition to the substantial 17.0 cents in EPS that was attributed to the income tax recovery from the recently enacted US tax reform, the effective income tax rate dropped by more than half a percentage point, adding 1.5 cents to EPS. A lower proportion of earnings attributable to non-controlling interests further elevated EPS by 0.5 cents. Partially offsetting these positive effects was net finance expense which subtracted 1.5 cents from EPS.

Summary of Quarterly Results

	Thousands of US dollars, except per share amounts (US cents)							
	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016
Revenue	222,323	218,348	217,752	228,351	215,550	204,699	204,129	198,154
Net income attributable to equity holders of the Company	39,633	25,368	25,745	28,552	28,578	24,036	25,166	26,564
EPS	61	39	40	44	44	37	39	41

Capital Resources, Cash Flow and Liquidity

The Company's cash and cash equivalents balance ended the current year at \$292.0 million, an increase of \$28.6 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 \$53.4 million, surpassing the corresponding quarter of the prior year by \$3.3 million. Cash was utilized for net working capital additions of \$4.2 million as trade payables and other liabilities decreased by \$4.1 million due to the timing of supplier payments. Other uses of cash included \$10.5 million in property, plant and equipment additions, income tax payments of \$7.2 million, dividends of \$1.6 million and other items amounting to \$1.3 million.



For the year, the cash and cash equivalents balance advanced by \$80.7 million, fueled by the significant cash flow generated from operating activities before changes in working capital of \$199.9 million. Working capital additions utilized cash of \$13.2 million. Due to the significant rise in raw material costs, along with the growth of the business, inventories increased by \$13.2 million. Additionally, trade payables and other liabilities declined by \$7.9 million. With the retirement of the previous President and CEO, the liability with respect to the share-based incentive plan was settled. Conversely, trade and other receivables fell by \$7.2 million as the Company sold certain accounts receivable to financial institutions for cash. Uses of cash included property, plant and equipment additions of \$51.1 million, income tax payments of \$45.3 million, dividends of \$6.0 million and other items totaling \$3.6 million. The plant and equipment expenditures included building expansions at the Company's specialty films operation in Senoia, Georgia and the rigid container facility in Sauk Village, Illinois. Additionally, new extrusion capacity at the Sauk Village, Illinois plant and converting capacity at the Senoia, Georgia and Vaudreuil, Quebec operations came on stream during 2017.

Looking Forward

Business Outlook

Entering 2018 the Company anticipates continued growth in terms of sales volumes albeit at levels less than realized in recent years. To achieve volume growth, Winpak will need to maintain and grow business with existing customers and succeed in realizing new customer revenue streams. Competitive pressures for lower selling prices in the Company's product markets is expected to persist in 2018 and apply pressure on gross profit margins. From a raw material perspective, the costs for the Company's widely used resins remain elevated with increases in pricing on certain resins being incurred in the fourth quarter of 2017 and early in 2018. These pricing movements reflect a tightness in supply for select resins due to supplier production constraints resulting from severe weather events in the US and increases in volumes being exported outside of North America along with the rise of world oil prices. The Company expects this to weigh on gross profit margins in the first quarter of 2018. This will be mitigated as approximately 70% of the Company's revenues are indexed to the price of raw materials, albeit with an approximate 90 to 120-day time lag. Current market sentiment is that there will probably be no relief in resin prices until the second half of 2018. To lessen the effects of higher raw material costs, the Company will continue to focus on improving operational performance and strive for lower production costs. The Canadian dollar remains at a higher level versus its US counterpart from a year ago and this will be unfavorable to the Company's earnings in the current year as Canadian dollar costs exceed revenues in that currency. In addition, negative effects on earnings will be evident in 2018 as foreign currency forward contracts that are part of the Company's foreign exchange hedging policy matured at more favorable rates in 2017. Capital spending of \$60 to \$70 million is expected in 2018. Extrusion capacity at the Senoia, Georgia and Sauk Village, Illinois operations will be coming on line in the first quarter and at the Winnipeg, Manitoba facility in the third quarter. The Company has acquired land and building adjacent to the Winnipeg, Manitoba plant to accommodate future expansion capabilities. Winpak remains focused on capital investment for organic growth including new technologies and expanded product offerings and will continue to evaluate acquisition opportunities that fit strategically with the Company's core competencies in sophisticated packaging for food, beverage and healthcare applications to add long-term shareholder value.

United States Tax Reform

As a result of US tax reform enacted in December 2017, the Company expects a reduction in the consolidated effective income tax rate. Winpak's consolidated effective income tax rate prior to US tax reform ranged from 30.5% to 31.5%. Given the US federal statutory income tax rate decreased from 35% to 21%, the Company's consolidated effective income tax rate for 2018 and subsequent years is expected to be in the range of 26% to 28% which includes the US federal and state statutory income tax rates. The Base Erosion Anti-Abuse Tax (BEAT) includes provisions that limit certain tax-deductible payments made to foreign affiliates which could impose additional taxes on corporations. The Company is currently assessing the potential exposures, if any, with respect to the BEAT.

NAFTA

The Company's operations encompass three product groups produced in ten manufacturing facilities located in North America. The majority of Winpak's products are sold to customers in the US followed by Canada and Mexico. Approximately 61% of production costs occur in Canada and the export sales from these manufacturing facilities into the US represents about 40% of the Company's total revenues. Under the current NAFTA agreement, all packaging materials move across the borders between Canada, the US and Mexico free of duties. The effect of any border tax adjustment due to potential amendments to NAFTA for imported cost of goods sold from foreign entities could have a significant financial impact to the Company. The magnitude of exposures to the Company regarding any amendments to NAFTA cannot be determined as insufficient information exists currently. The possible future impact of risks relating to NAFTA are anticipated to be mitigated by increased levels of production capabilities in the US manufacturing operations, if required.

Future Changes to Accounting Standards

The International Accounting Standards Board (IASB) issued the following standards that have not been applied in preparing the interim condensed consolidated financial statements and notes thereto, for the year ended December 31, 2017 as their effective dates fall within annual periods beginning subsequent to the current reporting period: IFRS 9 "Financial Instruments", IFRS 15 "Revenue From Contracts With Customers" and IFRS 16 "Leases".



In July 2014, the final version of IFRS 9 “Financial Instruments” was issued which includes updates to the classification and measurement of financial assets and liabilities, an expected loss impairment model that will require more timely recognition of expected credit losses, and a simplified model for hedge accounting. IFRS 9 is effective for annual and interim reporting periods beginning on or after January 1, 2018. The standard will be implemented by the Company in 2018. The Company does not anticipate a significant impact on the consolidated financial statements.

IFRS 15 “Revenue From Contracts With Customers” was issued in May 2014, specifying the steps and timing for recognizing revenue. The new 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. IFRS 15 is effective for annual and interim periods beginning on or after January 1, 2018 and is to be applied retrospectively. The Company has undertaken a detailed review of contracts entered with key customers and other forms of agreements with customers and has evaluated the provisions under the five-step model specified by the new guidance. In addition, the Company continues to monitor additional interpretive guidance related to the new standard as it becomes available, as well as comparing the conclusions made on specific interpretive issues to other peers in the packaging industry, to the extent that such information is available. The standard will be implemented by the Company in 2018. The Company expects the new revenue recognition guidance will not have a material impact on the consolidated financial statements. The Company intends to adopt the standard retrospectively with the cumulative effect of initially applying the standard recognized at January 1, 2018 in opening retained earnings.

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 statement of financial position. 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. Early adoption is permitted under certain conditions. The Company is currently assessing the impact of this new standard and does not intend to early adopt IFRS 16 in its consolidated financial statements.

In addition, Interpretation 22 “Foreign Currency Transactions and Advance Consideration” was issued in December 2016 and IFRIC Interpretation 23 “Uncertainty over Income Tax Treatments” was issued in June 2017. These are effective for annual and interim reporting periods beginning on or after January 1, 2018 and January 1, 2019 respectively. While the Company is currently assessing the impact of these changes, management does not expect them to have a significant impact on the Company’s consolidated financial statements and does not intend to early adopt them.

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 31, 2017 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 31, 2017 to provide reasonable assurance that the financial information being reported is materially accurate. During the fourth quarter ended December 31, 2017, 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 31, 2017

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 31 2017	December 25 2016
Assets			
Current assets:			
Cash and cash equivalents		291,959	211,225
Trade and other receivables	13	116,955	124,148
Income taxes receivable		1,994	564
Inventories	5	116,720	103,516
Prepaid expenses		2,320	3,024
Derivative financial instruments		863	308
		<u>530,811</u>	<u>442,785</u>
Non-current assets:			
Property, plant and equipment	8	422,989	409,147
Intangible assets	8	14,444	14,501
Employee benefit plan assets		6,935	6,721
Deferred tax assets		818	1,060
		<u>445,186</u>	<u>431,429</u>
Total assets		<u>975,997</u>	<u>874,214</u>
Equity and Liabilities			
Current liabilities:			
Trade payables and other liabilities		63,670	71,448
Income taxes payable		1,555	6,226
Derivative financial instruments		98	348
		<u>65,323</u>	<u>78,022</u>
Non-current liabilities:			
Employee benefit plan liabilities		10,522	9,253
Deferred income		15,272	15,424
Provisions		760	760
Deferred tax liabilities		40,656	43,486
		<u>67,210</u>	<u>68,923</u>
Total liabilities		<u>132,533</u>	<u>146,945</u>
Equity:			
Share capital		29,195	29,195
Reserves		596	(29)
Retained earnings		788,636	676,478
		<u>818,427</u>	<u>705,644</u>
Total equity attributable to equity holders of the Company		<u>818,427</u>	<u>705,644</u>
Non-controlling interests		<u>25,037</u>	<u>21,625</u>
Total equity		<u>843,464</u>	<u>727,269</u>
Total equity and liabilities		<u>975,997</u>	<u>874,214</u>

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

Condensed Consolidated Statements of Income

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

	Note	Quarter Ended (Note 2)		Year Ended (Note 2)	
		December 31	December 25	December 31	December 25
		2017	2016	2017	2016
Revenue		222,323	215,550	886,774	822,532
Cost of sales		(152,629)	(146,100)	(609,748)	(553,233)
Gross profit		69,694	69,450	277,026	269,299
Sales, marketing and distribution expenses		(16,127)	(16,262)	(67,190)	(63,247)
General and administrative expenses		(6,484)	(5,924)	(32,725)	(27,979)
Research and technical expenses		(3,908)	(4,244)	(15,602)	(17,168)
Pre-production expenses		(77)	(301)	(446)	(1,439)
Other income (expenses)	6	2	(66)	1,668	(1,669)
Income from operations		43,100	42,653	162,731	157,797
Finance income		660	236	1,974	670
Finance expense		(966)	(94)	(3,164)	(453)
Income before income taxes		42,794	42,795	161,541	158,014
Income tax expense	7	(2,333)	(13,184)	(38,831)	(49,813)
Net income for the period		40,461	29,611	122,710	108,201
Attributable to:					
Equity holders of the Company		39,633	28,578	119,298	104,344
Non-controlling interests		828	1,033	3,412	3,857
		40,461	29,611	122,710	108,201
Basic and diluted earnings per share - cents	10	61	44	184	161

Condensed Consolidated Statements of Comprehensive Income

(thousands of US dollars) (unaudited)

	Note	Quarter Ended (Note 2)		Year Ended (Note 2)	
		December 31	December 25	December 31	December 25
		2017	2016	2017	2016
Net income for the period		40,461	29,611	122,710	108,201
<u>Items that will not be reclassified to the statements of income:</u>					
Cash flow hedge gains (losses) recognized		133	-	133	(3)
Cash flow hedge losses transferred to property, plant and equipment		-	-	-	19
Employee benefit plan remeasurements		(56)	2,516	(56)	2,516
Income tax effect		(1,003)	(847)	(1,003)	(847)
		(926)	1,669	(926)	1,685
<u>Items that are or may be reclassified subsequently to the statements of income:</u>					
Cash flow hedge (losses) gains recognized		(116)	(668)	2,089	961
Cash flow hedge (gains) losses transferred to the statements of income	6	(351)	(178)	(1,417)	626
Income tax effect		125	226	(180)	(424)
		(342)	(620)	492	1,163
Other comprehensive (loss) income for the period - net of income tax		(1,268)	1,049	(434)	2,848
Comprehensive income for the period		39,193	30,660	122,276	111,049
Attributable to:					
Equity holders of the Company		38,365	29,627	118,864	107,192
Non-controlling interests		828	1,033	3,412	3,857
		39,193	30,660	122,276	111,049

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

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

	Attributable to equity holders of the Company						
	Note	Share capital	Reserves	Retained earnings	Total	Non-controlling interests	Total equity
Balance at December 28, 2015		29,195	(1,208)	576,359	604,346	19,045	623,391
Comprehensive income for the period							
Cash flow hedge gains, net of tax		-	745	-	745	-	745
Cash flow hedge losses transferred to the statements of income, net of tax		-	415	-	415	-	415
Cash flow hedge losses transferred to property, plant and equipment		-	19	-	19	-	19
Employee benefit plan remeasurements, net of tax		-	-	1,669	1,669	-	1,669
Other comprehensive income		-	1,179	1,669	2,848	-	2,848
Net income for the period		-	-	104,344	104,344	3,857	108,201
Comprehensive income for the period		-	1,179	106,013	107,192	3,857	111,049
Dividends	9	-	-	(5,894)	(5,894)	(1,277)	(7,171)
Balance at December 25, 2016		29,195	(29)	676,478	705,644	21,625	727,269
Balance at December 26, 2016		29,195	(29)	676,478	705,644	21,625	727,269
Comprehensive income for the period							
Cash flow hedge gains, net of tax		-	1,664	-	1,664	-	1,664
Cash flow hedge gains transferred to the statements of income, net of tax		-	(1,039)	-	(1,039)	-	(1,039)
Employee benefit plan remeasurements, net of tax		-	-	(1,059)	(1,059)	-	(1,059)
Other comprehensive income (loss)		-	625	(1,059)	(434)	-	(434)
Net income for the period		-	-	119,298	119,298	3,412	122,710
Comprehensive income for the period		-	625	118,239	118,864	3,412	122,276
Dividends	9	-	-	(6,081)	(6,081)	-	(6,081)
Balance at December 31, 2017		29,195	596	788,636	818,427	25,037	843,464

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

Condensed Consolidated Statements of Cash Flows

(thousands of US dollars) (unaudited)

	Note	Quarter Ended (Note 2)		Year Ended (Note 2)	
		December 31 2017	December 25 2016	December 31 2017	December 25 2016
Cash provided by (used in):					
Operating activities:					
Net income for the period		40,461	29,611	122,710	108,201
Items not involving cash:					
Depreciation		10,078	9,059	38,565	35,054
Amortization - deferred income		(455)	(372)	(1,704)	(1,536)
Amortization - intangible assets		154	168	632	666
Employee defined benefit plan expenses		673	604	3,346	3,219
Net finance expense (income)		306	(142)	1,190	(217)
Income tax expense		2,333	13,184	38,831	49,813
Other		(170)	(2,075)	(3,675)	(3,552)
Cash flow from operating activities before the following		53,380	50,037	199,895	191,648
Change in working capital:					
Trade and other receivables		1,382	(3,026)	7,193	(16,343)
Inventories		(3,179)	1,787	(13,204)	(7,018)
Prepaid expenses		1,693	953	704	387
Trade payables and other liabilities		(4,074)	(3,582)	(7,893)	2,874
Employee defined benefit plan contributions		(889)	(394)	(2,093)	(1,532)
Income tax paid		(7,199)	(6,654)	(45,276)	(44,491)
Interest received		597	203	1,856	549
Interest paid		(873)	(3)	(2,816)	(67)
Net cash from operating activities		40,838	39,321	138,366	126,007
Investing activities:					
Acquisition of property, plant and equipment - net		(10,472)	(24,077)	(51,084)	(72,240)
Acquisition of intangible assets		(157)	(259)	(575)	(430)
		(10,629)	(24,336)	(51,659)	(72,670)
Financing activities:					
Dividends paid	9	(1,563)	(1,481)	(5,973)	(5,862)
Dividend paid to non-controlling interests in subsidiary		-	-	-	(1,277)
		(1,563)	(1,481)	(5,973)	(7,139)
Change in cash and cash equivalents		28,646	13,504	80,734	46,198
Cash and cash equivalents, beginning of period		263,313	197,721	211,225	165,027
Cash and cash equivalents, end of period		291,959	211,225	291,959	211,225

See accompanying notes to condensed consolidated financial statements.

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), using the same accounting policies as those used in the Company's consolidated financial statements for the year ended December 25, 2016, except as disclosed in note 3. The unaudited interim condensed consolidated financial statements are in compliance with IAS 34. Accordingly, certain information and note disclosure 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 should be read in conjunction with the Company's consolidated financial statements for the year ended December 25, 2016, which are included in the Company's 2016 Annual Report.

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 53rd week every five to six years. The 2017 fiscal year comprised 53 weeks and the 2016 fiscal year comprised 52 weeks. Each quarter of 2017 and 2016 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 22, 2018.

3. Accounting Standards and Policies Implemented in 2017

(a) *Statement of Cash Flows:*

The amendments to IAS 7 "Statement of Cash Flows" were issued to improve information provided to users of financial statements about an entity's changes in liabilities arising from financing activities. These amendments were implemented in the first quarter of 2017 with prospective application and had no impact on the Company's unaudited interim condensed consolidated financial statements.

(b) *Customer Financing and Trade Receivables:*

The Company has ongoing agreements in place with financial institutions whereby certain extended term trade receivables are sold without recourse in exchange for cash. When the trade receivable is sold, the Company removes them from the balance sheet, recognizes the amount received as the consideration for the transfer and records the corresponding costs within finance expense and general and administrative expenses. The Company assumes the risk on trade receivables not sold, and accordingly, the amounts are included within Trade and Other Receivables.

4. Future Accounting Standards

(a) *Financial Instruments:*

In July 2014, the final version of IFRS 9 "Financial Instruments" was issued which includes updates to the classification and measurement of financial assets and liabilities, an expected loss impairment model that will require more timely recognition of expected credit losses, and a simplified model for hedge accounting. IFRS 9 is effective for annual and interim reporting periods beginning on or after January 1, 2018. The standard will be implemented by the Company in 2018. The Company does not anticipate a significant impact on the consolidated financial statements.

(b) *Revenue From Contracts With Customers:*

IFRS 15 "Revenue From Contracts With Customers" was issued in May 2014, specifying the steps and timing for recognizing revenue. The new 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. IFRS 15 is effective for annual and interim periods beginning on or after January 1, 2018 and is to be applied retrospectively.

The Company has undertaken a detailed review of contracts entered with key customers and other forms of agreements with customers and has evaluated the provisions under the five-step model specified by the new guidance. In addition, the Company continues to monitor additional interpretive guidance related to the new standard as it becomes available, as well as comparing the conclusions made on specific interpretive issues to other peers in the packaging industry, to the extent that such information is available. The standard will be implemented by the Company in 2018. The Company expects the new revenue recognition guidance will not have a material impact on the consolidated financial statements. The Company intends to adopt the standard retrospectively with the cumulative effect of initially applying the standard recognized at January 1, 2018 in opening retained earnings.

(c) 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 statement of financial position. 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. Early adoption is permitted under certain conditions. The Company is currently assessing the impact of this new standard and does not intend to early adopt IFRS 16 in its consolidated financial statements.

(d) 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 is effective for annual and interim reporting periods beginning on or after January 1, 2018 with early adoption permitted. The Interpretation will be adopted by the Company in 2018. While the Company is currently assessing the impact of the Interpretation, management does not expect IFRIC 22 to have a significant impact on the Company's consolidated financial statements.

(e) 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. Early adoption is permitted. While the Company is currently assessing the impact of the Interpretation, management does not expect IFRIC 23 to have a significant impact on the Company's consolidated financial statements and does not expect to early adopt the Interpretation.

5. Inventories

	December 31 2017	December 25 2016
Raw materials	33,459	27,559
Work-in-process	16,496	18,113
Finished goods	57,053	49,254
Spare parts	9,712	8,590
	116,720	103,516

During the fourth quarter of 2017, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$1,286 (2016 - \$1,973) and reversals of previously written-down items of \$214 (2016 - \$156). During 2017, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$7,887 (2016 - \$7,593) and reversals of previously written-down items of \$2,324 (2016 - \$2,466).

6. Other Income (Expenses)

	Quarter Ended		Year Ended	
	December 31 2017	December 25 2016	December 31 2017	December 25 2016
Amounts shown on a net basis				
Foreign exchange (loss) gain	(349)	(244)	251	(1,043)
Cash flow hedge gains (losses) transferred from other comprehensive income	351	178	1,417	(626)
	2	(66)	1,668	(1,669)

7. Income Tax Expense

As a result of United States tax reform enacted in December 2017, 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 an income tax recovery of \$11,090 on the condensed consolidated statement of income. Excluding this item, the weighted average of the annual income tax rates used for the quarter ended December 31, 2017 was 31.4% (2016 - 30.8%) and for the year ended December 31, 2017 was 30.9% (2016 - 31.5%). Going forward, the Company expects a reduction in the consolidated effective income tax rate. The Company's consolidated effective income tax rate prior to US tax reform ranged from 30.5% to 31.5%. Given the US federal statutory income tax rate decreased from 35.0% to 21.0%, the Company's consolidated effective income tax rate for 2018 and subsequent years is expected to be in the range of 26.0% to 28.0% which includes the US federal and state statutory income tax rates. The Base Erosion Anti-Abuse Tax (BEAT) includes provisions that limit certain tax-deductible payments made to foreign affiliates which could impose additional taxes on corporations. The Company is currently assessing the potential exposure, if any, with respect to the BEAT.

8. Property, Plant and Equipment and Intangible Assets

At December 31, 2017, the Company has commitments to purchase property, plant and equipment of \$14,336 (December 25, 2016 - \$26,766). No impairment losses or impairment reversals were recognized during 2017 or 2016.

9. Dividends

During the fourth quarter of 2017, dividends in Canadian dollars of 3 cents per common share were declared (2016 - 3 cents) and on a year-to-date basis, 12 cents per common share were declared (2016 - 12 cents).

10. Earnings Per Share

	Quarter Ended		Year Ended	
	December 31 2017	December 25 2016	December 31 2017	December 25 2016
Net income attributable to equity holders of the Company	39,633	28,578	119,298	104,344
Weighted average shares outstanding (000's)	65,000	65,000	65,000	65,000
Basic and diluted earnings per share - cents	61	44	184	161

11. Determination of Fair Values

The Company measures assets and liabilities under the following fair value hierarchy in accordance with IFRS. The different levels have been defined 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, 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 assets and liabilities within the fair value hierarchy:

Financial Assets (Liabilities)	Level 1	Level 2	Level 3	Total
<u>At December 31, 2017</u>				
Foreign currency forward contracts - net	-	765	-	765
<u>At December 25, 2016</u>				
Foreign currency forward contracts - net	-	(40)	-	(40)

12. Financial Instruments

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 condensed consolidated balance sheet. At December 31, 2017, the supplier rebate receivable balance that was offset was \$6,191 (2016 - \$5,064).

13. 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 income (expenses). As a result of the Company's CDN dollar net asset monetary position as at December 31, 2017, a one-cent change in the period-end foreign exchange rate from 0.7949 to 0.7849 (CDN to US dollars) would have decreased net income by \$152 for 2017. Conversely, a one-cent change in the period-end foreign exchange rate from 0.7949 to 0.8049 (CDN to US dollars) would have increased net income by \$152 for 2017.

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. Certain foreign currency contracts matured during the fourth quarter of 2017 and 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 income (expenses) (year-to-date gains - \$1,417) and \$0 was recorded in property, plant and equipment (year-to-date - \$0). During the fourth quarter of 2016, the Company realized pre-tax foreign exchange gains of \$178 (year-to-date - realized pre-tax foreign exchange losses of \$645). Of these foreign exchange differences, gains of \$178 were recorded in other income (expenses) (year-to-date losses - \$626) and \$0 was recorded in property, plant and equipment (year-to-date losses - \$19).

As at December 31, 2017, the Company had US to CDN dollar foreign currency forward contracts outstanding with a notional amount of US \$32.0 million at an average exchange rate of 1.2813 maturing between January and September 2018. The fair value of these financial instruments was \$765 US and the corresponding unrealized gain has been recorded in other comprehensive income.

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 31, 2017 cash and cash equivalents balance of \$292.0 million, a 1.0 percent increase/decrease in interest rate fluctuations would increase/decrease income before income taxes by \$2,920 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 the year ended December 31, 2017, 71 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 \$292.0 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 2018. 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	2018	2019	2020	2021	2022	Thereafter	Total
Amount	1,003	651	165	-	-	-	1,819

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.



Notes to Condensed Consolidated Financial Statements
For the periods ended December 31, 2017 and December 25, 2016
(thousands of US dollars, unless otherwise indicated) (Unaudited)

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

	December 31 2017	December 25 2016
Cash and cash equivalents	291,959	211,225
Trade and other receivables	116,955	124,148
Foreign currency forward contracts	863	308
	409,777	335,681

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 CDN Schedule I 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 2017, the Company entered into ongoing agreements to sell certain extended term trade receivables without recourse to financial institutions in exchange for cash. During the fourth quarter of 2017, the Company incurred costs on the sale of trade receivables of \$1,249 (year-to-date - \$4,094). Of these costs, \$860 was recorded in finance expense (year-to-date - \$2,713) and \$389 was recorded in general and administrative expenses (year-to-date - \$1,381).

As at December 31, 2017, 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) 32 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 38 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 account 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 doubtful accounts. Subsequent recoveries of amounts previously written off are credited against general and administrative expenses in the statement of income.

The following table sets out the aging details of the Company's trade and other receivables balances outstanding based on the status of the receivable in relation to when the receivable was due and payable and related allowance for doubtful accounts:

	December 31 2017	December 25 2016
Current - neither impaired nor past due	99,073	107,044
<u>Not impaired but past the due date:</u>		
Within 30 days	16,633	15,658
31 - 60 days	1,383	1,492
Over 60 days	521	749
	117,610	124,943
Less: Allowance for doubtful accounts	(655)	(795)
Total trade and other receivables, net	116,955	124,148



Notes to Condensed Consolidated Financial Statements
For the periods ended December 31, 2017 and December 25, 2016
(thousands of US dollars, unless otherwise indicated) (Unaudited)

14. Segment Reporting

The Company operates in one reportable segment being the manufacture and sale of packaging materials. The Company operates principally in Canada and the United States. The following summary presents key information by geographic segment:

	United States	Canada	Other	Consolidated
Revenue				
Quarter ended December 31, 2017	179,053	32,911	10,359	222,323
Quarter ended December 25, 2016	173,950	29,703	11,897	215,550
Year ended December 31, 2017	713,947	131,730	41,097	886,774
Year ended December 25, 2016	676,262	104,151	42,119	822,532
Property, Plant and Equipment and Intangible Assets				
As at December 31, 2017	218,540	217,695	1,198	437,433
As at December 25, 2016	204,178	218,235	1,235	423,648

15. 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.