



## NEWS RELEASE

### Winpak Reports 2020 Fourth Quarter Results

**Winnipeg, Manitoba, March 4, 2021** - Winpak Ltd. (WPK) today reports consolidated results in US dollars for the fourth quarter of 2020, which ended on December 27, 2020.

	Quarter Ended		Year Ended	
	December 27 2020	December 29 2019	December 27 2020	December 29 2019
<i>(thousands of US dollars, except per share amounts)</i>				
Revenue	212,091	217,456	852,493	873,843
Net income	28,077	27,521	108,915	118,064
Income tax expense	9,303	9,830	38,800	41,711
Net finance expense (income)	81	(996)	(955)	(4,801)
Depreciation and amortization	11,458	12,640	44,767	43,570
EBITDA (1)	48,919	48,995	191,527	198,544
Net income attributable to equity holders of the Company	27,256	26,679	106,321	114,772
Net income attributable to non-controlling interests	821	842	2,594	3,292
Net income	28,077	27,521	108,915	118,064
Basic and diluted earnings per share (cents)	42	41	164	177

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> 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, payment of lease liabilities 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 Wipak'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; ability to 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. In addition, factors arising as a result of the Coronavirus (COVID-19) global pandemic that could cause results to differ from those expected include, but are not limited to: potential government actions, changes in consumer behaviors and demand, changes in customer requirements, disruptions of the Company's suppliers and supply chain, availability of personnel and uncertainty about the extent and duration of the pandemic. Unless otherwise required by applicable securities law, Wipak 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 2020 amounted to \$27.3 million or 42 cents in earnings per share (EPS), surpassing the 2019 corresponding result of \$26.7 million or 41 cents per share by 2.2 percent. Higher sales volumes raised EPS by 1.0 cent. The Company estimates that COVID-19 dampened this result by 0.5 cents. Gross profit margins led to a contraction in EPS of 2.0 cents. Foreign exchange, operating expenses and income taxes augmented EPS by 1.5 cents, 1.0 cent and 1.0 cent, respectively. Net finance expense (income) subtracted 1.5 cents from EPS.

For the year ended December 27, 2020, net income attributable to equity holders of the Company of \$106.3 million or \$1.64 per share, a decrease from the prior year's net income of \$114.8 million or \$1.77 per share by 7.4 percent. Overall, lower sales volumes caused EPS to decline by 4.0 cents. Of this amount, it is estimated that COVID-19 accounted for a decrease of 3.0 cents, whereas non-COVID-19 related sales shortfalls negatively affected EPS by 1.0 cent. Lower gross profit margins were a significant factor, adversely impacting EPS by 7.5 cents. The change in net finance expense (income) lowered EPS by an additional 4.0 cents. Operating expenses and net income attributable to non-controlling interests had a positive effect on EPS to the extent of 1.5 cents and 1.0 cent, respectively. Foreign exchange had a minor favorable influence on EPS of 0.5 cents but was nullified by higher income taxes.

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

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

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 include 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 is ideal for food packaging applications such as cheese, fluid and viscous liquids, and industrial applications such as book covers and balloons.

The rigid packaging and flexible lidding segment includes the rigid containers, lidding and specialized printed packaging product groups. Rigid containers include 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. Specialized printed packaging provides packaging solutions to the pharmaceutical, healthcare, nutraceutical, cosmetic and personal care markets.

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.



### Revenue

The impact of COVID-19 has fluctuated amongst the Company's product groups. It is estimated that COVID-19 reduced fourth quarter sales volumes between 0.5 to 1.5 percent and lowered 2020 sales volumes between 1.5 to 2.5 percent. Sales activity with respect to customers that serve the food service and restaurant industries recovered marginally in the second half of 2020 but continued to be restrained due to the varied public health orders instituted across North America. In comparison, for the customers that serve the retail food industries, overall volumes were heightened due in part to the shift in consumer behavior towards greater at-home food consumption and pantry filling.

Revenue in the fourth quarter of 2020 was \$212.1 million, representing a decrease of \$5.4 million or 2.5 percent from the fourth quarter of 2019. Volumes advanced by 1.4 percent in the fourth quarter when compared to the same period in 2019. The flexible packaging operating segment realized volume growth of 4 percent. For the modified atmosphere packaging product group, solid volume growth reflected business gains within the Mexican market, enhanced demand for retail meat and cheese products and market share gains that were unrelated to COVID-19. Additionally, biaxially oriented nylon volumes increased markedly as the demand level with respect to customers in non-food retail recovered significantly from earlier in 2020. Within the rigid packaging and flexible lidding operating segment, volumes contracted by 7 percent. A realignment of inventory levels by a major specialty beverage customer in the final quarter of the current year resulted in reduced shipments for both the rigid container and lidding product groups. In addition, the limited reopening of the restaurant industry continued to constrain condiment and creamer volumes. Volume growth was exceptional for the packaging machinery operating segment, surpassing 75 percent, largely a function of the timing of machine order fulfillment. Selling price and mix changes had an unfavorable impact of 3.9 percent on fourth quarter revenue compared to the prior year corresponding period while the effect of foreign exchange on revenue was negligible.

For 2020, revenue declined to \$852.5 million, a decrease of \$21.4 million or 2.4 percent compared to 2019 revenue of \$873.8 million. Normalizing for the acquisition of Control Group in October 2019, volumes contracted by 2.5 percent. The flexible packaging operating segment attained volume growth of 2 percent. Modified atmosphere packaging volumes advanced significantly as demand was strong with respect to certain customers that serve the retail meat and cheese markets, most notably for printed rollstock and stand-up pouches. Furthermore, volume growth reflected expansion within the Mexican market. Biaxially oriented nylon and specialty film volumes retreated as several core customers were negatively impacted by COVID-19. Within the rigid packaging and flexible lidding operating segment, volumes declined by 9 percent after adjusting for the acquisition of Control Group. The substantial decrease in rigid container volumes was largely due to the reduced participation in supplying the specialty beverage business with the new recyclable polypropylene cup. The tempered demand within the restaurant industry for condiment and creamer containers was also influential. The lidding product group volumes were essentially unchanged from the prior year. Gains achieved with respect to specialty beverage and dessert lidding were offset by lower creamer and condiment activity. Within the packaging machinery operating segment, volume growth was robust at 11 percent. Compared to 2019, selling price and mix changes had a negative effect on revenue of 1.9 percent. Foreign exchange lowered reported revenue by only 0.1 percent.

### Gross Profit Margins

Gross profit margins advanced to 30.8 percent of revenue in the fourth quarter of 2020 from the 30.4 percent recorded in the same quarter of 2019. However, selling price decreases were higher than the corresponding decrease in raw material costs. Accordingly, gross profit in dollar terms receded by 1.0 percent compared to the rise in sales volumes of 1.4 percent, generating a decrease in EPS of 2.0 cents. The disparity between the changes in selling prices and raw material costs was a function of both sales mix and the typical delay in implementing selling price pass-through adjustments to customers on formal price indexing programs.

For the current year, gross profit margins decreased to 30.9 percent of revenue versus the 2019 level of 31.3 percent. This caused an overall decrease in EPS of 7.5 cents. The reduction in sales volumes, in tandem with the expansion in fixed manufacturing costs, lowered EPS by 17.0 cents. Conversely, the extent to which the decline in raw material resin costs eclipsed the corresponding selling price adjustments due to customer indexing augmented EPS by 9.5 cents.

The raw material purchase price index increased by 4.9 percent from the third quarter of 2020. During the fourth quarter, polypropylene resin costs climbed by 19 percent while polyethylene resin costs rose by 9 percent. All other raw materials recorded modest changes. In comparison to 2019, the index dropped by 7.9 percent due to lower costs for polypropylene and polystyrene resins.

### Expenses and Other

Operating expenses, exclusive of foreign exchange, in the fourth quarter of 2020 declined by 1.1 percent whereas modest sales volume gains were realized, thereby having a favorable impact on EPS of 1.0 cent. This was a result of higher pre-production expenses being incurred in the fourth quarter of 2019 due to elevated production line commercialization activities. Foreign exchange raised EPS by 1.5 cents in the quarter due to the significant positive translation differences on the revaluation of Canadian dollar monetary assets and liabilities. A slight decrease in the effective income tax rate in the last quarter of 2020 elevated EPS by 1.0 cent. Net finance expense (income) subtracted 1.5 cents from EPS and was caused by the substantial decline in the rate of interest earned on the Company's cash and cash equivalent amounts.



For the 2020 fiscal year, operating expenses, adjusted for foreign exchange, decreased at a rate of 1.3 percent in comparison to the drop in sales volumes of 0.4 percent, adding 1.5 cents to EPS. Travel related spending was significantly curtailed during the final three quarters of the year due to the pandemic. Additionally, pre-production costs were higher in the prior year primarily due to the commercialization of production lines. Partially offsetting these two factors, personnel costs were greater during the year. The Company's Canadian dollar transactions were translated at a more advantageous average exchange rate in 2020 and this occurrence outpaced the diminished level of favorable translation differences recorded on the revaluation of monetary assets and liabilities denominated in Canadian dollars. Overall, foreign exchange raised EPS by 0.5 cents. Conversely, stemming from the sizeable decline in the rate of interest applied to the Company's cash and cash equivalent amounts, net finance expense (income) lowered EPS by 4.0 cents. A smaller proportion of earnings attributable to non-controlling interests elevated EPS by 1.0 cent.

Capital Resources, Cash Flow and Liquidity

The Company's cash and cash equivalents balance ended the current year at \$495.3 million, an increase of \$9.4 million from the end of the third quarter. Winpak continued to generate strong and consistent cash flows from operating activities before changes in working capital of \$47.8 million. Cash was consumed by net working capital additions of \$10.0 million. Inventory levels advanced by \$6.2 million due to the magnitude of raw material purchases towards the end of the quarter and the modest build-up of finished goods inventories. In addition, trade and other receivables increased by \$4.8 million, reflecting the timing of cash receipts and the higher revenue level relative to the preceding quarter. Cash was utilized for plant and equipment additions of \$19.7 million, income tax payments of \$6.8 million, dividend payments of \$1.5 million and other items totaling \$0.4 million.

For the year, the cash and cash equivalents balance climbed by \$98.2 million, fueled by the exceptional cash flow generated from operating activities before changes in working capital of \$191.7 million. The net investment in working capital amounted to \$1.3 million. Trade and other receivables declined by \$6.4 million following the contraction in revenue in the final quarter of the year in relation to the fourth quarter of 2019. Furthermore, value added taxes owing from government authorities in relation to recent capital expansion projects were collected. In 2020, inventories expanded by \$5.2 million due to the timing of raw material purchases. Net finance expense (income) produced cash of \$1.1 million. Other uses of cash included: plant and equipment additions of \$51.3 million, income tax payments of \$33.9 million, dividend payments of \$5.8 million, employee defined benefit plan contributions of \$1.5 million and other items amounting to \$0.8 million. The main plant and equipment expenditures included: the building expansion in Winnipeg, Manitoba that will house the new state-of-the-art biaxially oriented polyamide (BOPA) line as well as the upgrade of two cast co-extrusion lines and progress payments made for a new cast co-extrusion line at the modified atmosphere packaging plant in Winnipeg, Manitoba.

Summary of Quarterly Results

	Thousands of US dollars, except per share amounts (US cents)							
	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Revenue	212,091	210,605	216,201	213,596	217,456	212,734	219,618	224,035
Net income attributable to equity holders of the Company	27,256	26,684	29,226	23,155	26,679	28,578	31,086	28,429
EPS	42	41	45	36	41	44	48	44

Looking Forward

2020 was a unique and challenging year for Winpak and all its dedicated employees due to the rapid and ever-changing effects arising from the Coronavirus (COVID-19) pandemic. The Company was able to successfully navigate and overcome the unforeseen challenges that emerged during the year. Winpak is classified as an essential supplier of packaging materials and machinery for our customers in the food, beverage and healthcare industries. Entering 2021, the Company, along with businesses around the world, continues to pay very close attention to the ongoing developments arising from the pandemic. The wide-ranging level of shutdowns, restrictions and reopenings throughout North America has led to a notable increase in the number of COVID-19 infections. The heightened level of cases in North America will more than likely persist, in varying degrees, during the upcoming year. Presently, there is a level of uncertainty in regards to the quantities of approved vaccines, execution of the vaccination plans and the efficacy of current COVID-19 vaccines against variants that have surfaced. From the onset of the pandemic, all Company plants have been fully operational with a minimal number of positive COVID-19 cases. Winpak remains unwavering in its efforts to curtail the effects of the pandemic and will continue to focus on ensuring that all required health and safety protocols are constantly updated and supported at the production facilities to provide our highly committed and devoted employees and their families with a safe work environment. For the foreseeable future, businesses throughout the world will be required to manage, and adjust accordingly, to the challenges presented by the pandemic.



As 2021 begins, the consensus is that the economy could gradually return to pre-COVID-19 levels in the second half of the year, however, the timing and extent is uncertain. In the upcoming year, sales volume growth and enhancing the Company's sustainable product offering will be of prime focus. Winpak is cautiously optimistic regarding overall sales volume growth despite the negative headwinds that may affect certain product groups due to the pandemic. Several business opportunities are in various stages of the sales channel and the timing of fulfillment is dependent upon the customers' protocols. Strategic initiatives to increase the Company's presence within healthcare packaging, including the introduction of a global healthcare model with Wipak, in the medical and pharmaceutical markets are well underway with established plans in place. The flexible packaging segment should contribute respectable growth in the protein and cheese retail markets with success in printed products, spouted pouches and reclose label format packaging. This segment could see a modest recovery in the food service, non-food retail and medical care markets as the economy more fully reopens. The rigid packaging and flexible lidding segment is poised to provide meaningful volume growth as well. The rigid container product group has several new customer product launches, including the supply of custom containers for retort pet food trays and single-serve dessert items. These endeavors began to scale-up in the latter part of the fourth quarter of 2020. The flexible lidding and specialized printed packaging product groups have been awarded new business with pharmaceutical customers. Demand for rigid packaging and flexible lidding segment products that cater to the food service and personal healthcare markets is anticipated to slowly recover in the second half of the year. The packaging machinery segment set a record in 2020 with the number of machines sold, and this momentum has continued into 2021 with a vibrant order backlog. Throughout 2020 and thus far in 2021, the raw material procurement chain has been dependable with nominal interruptions, enabling all facilities to operate effectively. Raw material resin costs for polypropylene and polyethylene started to increase notably in the last four months of 2020 and this upward trend continued early in 2021 with significant price increases being implemented by producers. The increased resin costs have come about due to several factors: heightened demand for feedstocks (benzene and ethylene), unplanned plant outages at several producers and an increase in global demand for the noted feedstocks creating a strong export market. These higher resin prices will elevate costs of goods sold in the first half of the year and put downward pressure on gross profit margins. Fortunately, this should not have a material impact on gross profit margins as the Company's margins are somewhat insulated from erosion. The higher resin costs will result in appreciable increases in customer selling prices due to the pass-through of higher raw material costs as 63 percent of Winpak's revenues are indexed, albeit with a three to four-month time lag. Current market views are that the higher costs for the two previously noted resins will remain in effect for the first half of 2021 with some potential relief in the second half of the year. At the two Winnipeg, Manitoba plants, elevated pre-production costs are expected to be temporarily incurred towards the end of the year when the biaxially oriented polyamide (BOPA) line and cast co-extrusion line at the modified atmosphere packaging plant enter the commercialization phase.

In 2021, Winpak is committed to securing organic growth opportunities with new technologies, processes and material sciences, expanding the sustainable product platform with recycle-ready/reusable products, which are now becoming a focal point with customers in the North American plastic packaging market. In addition, the Company will remain diligent to further reduce its environmental footprint. Capital spending for the upcoming year is anticipated to be higher than the 2020 level of \$51.3 million and is forecast to be in the range of \$60 to \$70 million. The pandemic has created some interruptions with certain capital projects due to setbacks with supplier equipment deliveries and installations. The Winnipeg, Manitoba modified atmosphere packaging plant is at various stages of completing several key initiatives including: incremental capacity with a new cast co-extrusion line, new conversion capabilities for reclosable lidding and spouted pouches and retrofitting a cast co-extrusion line, which will elevate Winpak's technical competencies with the next version of reusable/recyclable high-barrier thermoformable films to broaden the Company's sustainable product offerings. The BOPA line and building expansion in Winnipeg, Manitoba continues to move forward with commercialization scheduled for the third quarter of 2021. Relocation of the packaging machinery plant to Rialto, California and additional slitting capabilities at the Norwood, New Jersey site were completed early in the first quarter of 2021. At the Sauk Village, Illinois rigid container facility, the Company will be expanding its product portfolio with the installation of the infrastructure and production equipment to enter the injection molded container and in-mold label market. The initial production capacity is anticipated to be in place by the fourth quarter of the upcoming year. For the most part, potential acquisition opportunities were put on hold during 2020 due to COVID-19. Looking ahead to 2021, expectations are that the acquisition pipeline will resurface and pickup during the course of the year. Winpak will continue to review and evaluate acquisition opportunities that align strategically with the Company's core competencies in sophisticated high-barrier packaging for food, medical and pharmaceutical applications all being focused on providing long-term shareholder value.

### Accounting Changes - Future Changes to Accounting Standards

#### a) Property, Plant and Equipment: Proceeds Before Intended Use

In May 2020, the International Accounting Standards Board (IASB) issued "Property, Plant and Equipment: Proceeds Before Intended Use (Amendments to IAS 16)", which prohibits deducting amounts received from selling items produced while preparing the asset for its intended use from the cost of property, plant and equipment. Instead, such sales proceeds and related costs will be recognized within the statement of income. The amendments are effective for annual reporting periods beginning on or after January 1, 2022 and are to be applied retrospectively. The Company does not expect the amendments to have a significant impact on the consolidated financial statements when they are adopted in 2022.



b) Onerous Contracts - Cost of Fulfilling a Contract

In May 2020, the IASB issued “Onerous Contracts - Cost of Fulfilling a Contract (Amendments to IAS 37)”, which specifies which costs a Company includes when assessing whether a contract will be loss-making. The amendments are effective for annual reporting periods beginning on or after January 1, 2022 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 2022.

c) COVID-19-Related Rent Concessions

In May 2020, the IASB issued “COVID-19-Related Rent Concessions (Amendment to IFRS 16)”, which amends IFRS 16 “Leases” to provide lessees with a practical expedient that relieves lessees from assessing whether a COVID-19-related rent concession is a lease modification. The amendment is effective for annual reporting periods beginning on or after June 1, 2020 and is to be applied retrospectively. The Company does not expect the amendment to have a significant impact on the consolidated financial statements when it is adopted in 2021.

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 27, 2020 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 27, 2020 to provide reasonable assurance that the financial information being reported is materially accurate. During the fourth quarter ended December 27, 2020, 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 27, 2020**

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 27 2020	December 29 2019
<b>Assets</b>			
<b>Current assets:</b>			
Cash and cash equivalents		495,346	397,159
Trade and other receivables	14	135,406	141,855
Income taxes receivable		10,506	1,253
Inventories	8	135,629	130,467
Prepaid expenses		3,128	2,715
Derivative financial instruments		1,138	527
		<u>781,153</u>	<u>673,976</u>
<b>Non-current assets:</b>			
Property, plant and equipment	9	507,461	489,267
Intangible assets and goodwill		35,887	37,326
Employee benefit plan assets		8,114	11,131
Deferred tax assets		-	688
		<u>551,462</u>	<u>538,412</u>
<b>Total assets</b>		<u>1,332,615</u>	<u>1,212,388</u>
<b>Equity and Liabilities</b>			
<b>Current liabilities:</b>			
Trade payables and other liabilities		64,592	64,134
Contract liabilities		1,775	3,715
Provisions		149	149
Income taxes payable		1,490	3,529
Derivative financial instruments		-	8
		<u>68,006</u>	<u>71,535</u>
<b>Non-current liabilities:</b>			
Employee benefit plan liabilities		13,484	11,411
Deferred income		14,359	14,237
Provisions and other long-term liabilities		13,770	4,839
Deferred tax liabilities		55,953	44,604
		<u>97,566</u>	<u>75,091</u>
<b>Total liabilities</b>		<u>165,572</u>	<u>146,626</u>
<b>Equity:</b>			
Share capital		29,195	29,195
Reserves		834	380
Retained earnings		1,103,435	1,005,202
<b>Total equity attributable to equity holders of the Company</b>		<u>1,133,464</u>	<u>1,034,777</u>
<b>Non-controlling interests</b>		<u>33,579</u>	<u>30,985</u>
<b>Total equity</b>		<u>1,167,043</u>	<u>1,065,762</u>
<b>Total equity and liabilities</b>		<u>1,332,615</u>	<u>1,212,388</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		Year Ended	
		December 27 2020	December 29 2019	December 27 2020	December 29 2019
Revenue	6	212,091	217,456	852,493	873,843
Cost of sales		(146,678)	(151,369)	(588,864)	(600,252)
Gross profit		65,413	66,087	263,629	273,591
Sales, marketing and distribution expenses		(17,024)	(16,844)	(67,918)	(67,693)
General and administrative expenses		(8,642)	(8,409)	(32,204)	(33,069)
Research and technical expenses		(4,329)	(4,219)	(16,511)	(16,900)
Pre-production expenses		-	(628)	(178)	(975)
Other income (expenses)	7	2,043	368	(58)	20
<b>Income from operations</b>		37,461	36,355	146,760	154,974
Finance income		360	1,949	3,151	8,515
Finance expense		(441)	(953)	(2,196)	(3,714)
Income before income taxes		37,380	37,351	147,715	159,775
Income tax expense		(9,303)	(9,830)	(38,800)	(41,711)
<b>Net income for the period</b>		28,077	27,521	108,915	118,064
<b>Attributable to:</b>					
Equity holders of the Company		27,256	26,679	106,321	114,772
Non-controlling interests		821	842	2,594	3,292
		28,077	27,521	108,915	118,064
<b>Basic and diluted earnings per share - cents</b>	12	42	41	164	177

**Condensed Consolidated Statements of Comprehensive Income**

(thousands of US dollars) (unaudited)

	Note	Quarter Ended		Year Ended	
		December 27 2020	December 29 2019	December 27 2020	December 29 2019
<b>Net income for the period</b>		28,077	27,521	108,915	118,064
<u>Items that will not be reclassified to the statements of income:</u>					
Cash flow hedge (losses) gains recognized		-	(10)	-	389
Cash flow hedge losses transferred to property, plant and equipment		-	24	-	690
Employee benefit plan remeasurements		(3,160)	4,174	(3,160)	4,174
Income tax effect		866	(1,112)	866	(1,112)
		(2,294)	3,076	(2,294)	4,141
<u>Items that are or may be reclassified subsequently to the statements of income:</u>					
Cash flow hedge gains recognized		1,279	392	115	1,187
Cash flow hedge (gains) losses transferred to the statements of income	7	(30)	56	504	951
Income tax effect		(334)	(120)	(165)	(573)
		915	328	454	1,565
<b>Other comprehensive (loss) income for the period - net of income tax</b>		(1,379)	3,404	(1,840)	5,706
<b>Comprehensive income for the period</b>		26,698	30,925	107,075	123,770
<b>Attributable to:</b>					
Equity holders of the Company		25,877	30,083	104,481	120,478
Non-controlling interests		821	842	2,594	3,292
		26,698	30,925	107,075	123,770

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

**Condensed Consolidated Statements of Changes in Equity**

(thousands of US dollars) (unaudited)

	Note	Attributable to equity holders of the Company					Total equity
		Share capital	Reserves	Retained earnings	Total	Non-controlling interests	
<b>Balance at December 31, 2018</b>		29,195	(2,264)	893,279	920,210	27,693	947,903
<b>Comprehensive income for the year</b>							
Cash flow hedge gains, net of tax		-	1,258	-	1,258	-	1,258
Cash flow hedge losses transferred to the statements of income, net of tax		-	696	-	696	-	696
Cash flow hedge losses transferred to property, plant and equipment		-	690	-	690	-	690
Employee benefit plan remeasurements, net of tax		-	-	3,062	3,062	-	3,062
<b>Other comprehensive income</b>		-	2,644	3,062	5,706	-	5,706
<b>Net income for the year</b>		-	-	114,772	114,772	3,292	118,064
<b>Comprehensive income for the year</b>		-	2,644	117,834	120,478	3,292	123,770
<b>Dividends</b>	11	-	-	(5,911)	(5,911)	-	(5,911)
<b>Balance at December 29, 2019</b>		29,195	380	1,005,202	1,034,777	30,985	1,065,762
<b>Balance at December 30, 2019</b>		29,195	380	1,005,202	1,034,777	30,985	1,065,762
<b>Comprehensive income for the year</b>							
Cash flow hedge gains, net of tax		-	84	-	84	-	84
Cash flow hedge losses transferred to the statements of income, net of tax		-	370	-	370	-	370
Employee benefit plan remeasurements, net of tax		-	-	(2,294)	(2,294)	-	(2,294)
<b>Other comprehensive income (loss)</b>		-	454	(2,294)	(1,840)	-	(1,840)
<b>Net income for the year</b>		-	-	106,321	106,321	2,594	108,915
<b>Comprehensive income for the year</b>		-	454	104,027	104,481	2,594	107,075
<b>Dividends</b>	11	-	-	(5,794)	(5,794)	-	(5,794)
<b>Balance at December 27, 2020</b>		29,195	834	1,103,435	1,133,464	33,579	1,167,043

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

**Condensed Consolidated Statements of Cash Flows**

(thousands of US dollars) (unaudited)

	Note	Quarter Ended		Year Ended	
		December 27 2020	December 29 2019	December 27 2020	December 29 2019
<b>Cash provided by (used in):</b>					
<b>Operating activities:</b>					
Net income for the period		28,077	27,521	108,915	118,064
Items not involving cash:					
Depreciation		11,414	12,590	44,636	44,310
Amortization - deferred income		(368)	(381)	(1,522)	(1,517)
Amortization - intangible assets		412	431	1,653	777
Employee defined benefit plan expenses		759	941	3,517	3,490
Net finance expense (income)		81	(996)	(955)	(4,801)
Income tax expense		9,303	9,830	38,800	41,711
Other		(1,838)	(196)	(3,389)	(2,586)
Cash flow from operating activities before the following		47,840	49,740	191,655	199,448
Change in working capital:					
Trade and other receivables		(4,788)	(2,598)	6,449	(6,002)
Inventories		(6,175)	802	(5,162)	2,960
Prepaid expenses		1,438	707	(413)	96
Trade payables and other liabilities		3,110	(2,784)	(234)	(1,960)
Contract liabilities		(3,546)	2,187	(1,940)	684
Employee defined benefit plan contributions		(10)	(323)	(1,500)	(2,530)
Income tax paid		(6,812)	(8,214)	(33,936)	(37,754)
Interest received		260	1,894	2,855	8,339
Interest paid		(477)	(810)	(1,769)	(3,250)
Net cash from operating activities		30,840	40,601	156,005	160,031
<b>Investing activities:</b>					
Acquisition of property, plant and equipment - net		(19,749)	(14,282)	(51,282)	(58,052)
Acquisition of intangible assets		(89)	(19)	(215)	(122)
Business acquisition	4	-	(42,726)	-	(42,726)
		(19,838)	(57,027)	(51,497)	(100,900)
<b>Financing activities:</b>					
Payment of lease liabilities		(186)	(124)	(554)	(445)
Dividends paid	11	(1,456)	(1,472)	(5,767)	(5,849)
		(1,642)	(1,596)	(6,321)	(6,294)
<b>Change in cash and cash equivalents</b>		9,360	(18,022)	98,187	52,837
<b>Cash and cash equivalents, beginning of period</b>		485,986	415,181	397,159	344,322
<b>Cash and cash equivalents, end of period</b>		495,346	397,159	495,346	397,159

See accompanying notes to condensed consolidated financial statements.

## 1. General

Wipak Ltd. (the "Company" or "Wipak") 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

### **Statement of compliance**

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 should be read in conjunction with the Company's consolidated financial statements for the year ended December 29, 2019, which are included in the Company's 2019 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 53<sup>rd</sup> week every five to six years. The 2020 and 2019 fiscal years are both comprised of 52 weeks and each quarter of 2020 and 2019 are comprised of 13 weeks.

The unaudited interim condensed consolidated financial statements were approved by the Board of Directors on March 4, 2021.

### **Coronavirus (COVID-19)**

In March 2020, the World Health Organization declared a global pandemic known as Coronavirus (COVID-19). The extent of the pandemic's effect on the Company's operational and financial performance will depend on future developments, including the extent and duration of the pandemic, both of which are uncertain and difficult to predict. As a result, it is not currently possible to ascertain the overall financial impact on the Company's business. Wipak has significant cash resources on hand, unused credit facilities comprised of unsecured operating lines of \$38 million and strong cash flows from operations to enable the Company to function effectively during the COVID-19 pandemic.

Since the first half of 2020, all Wipak facilities in North America have been under some level of health state of emergency order restricting business activities, movement of people, size of groups and instituting mandatory quarantine for travelers. Wherever a shelter-in-place order or state of emergency was declared, local and federal authorities identified under specific acts, which essential industries could remain open and active until further notice. In all affected jurisdictions, Wipak was classified as an essential provider of packaging materials and machinery to the food and healthcare industries, and was being actively urged by its customers to provide uninterrupted supply of quality packaging materials and machinery to maintain their essential supply chains. As of the date of these interim financial statements, all Wipak production sites are operational and working with the complete support of equally determined suppliers and logistics companies servicing customers who face similar challenges to stay in operation and supply our communities with food and healthcare supplies. With the tremendous support and dedication of all stakeholders, the Company has spared no effort to strengthen a safe workplace in all production facilities as well as curb the spread of the virus through a comprehensive and as we have learned, expanding list of counter safety measures. All sites meticulously reviewed and updated their disaster mitigation and recovery plans for readiness in the face of any contamination.

## 3. Future Accounting Standards

### **(a) Property, Plant and Equipment: Proceeds Before Intended Use:**

In May 2020, the IASB issued "Property, Plant and Equipment: Proceeds Before Intended Use (Amendments to IAS 16)", which prohibits deducting amounts received from selling items produced while preparing the asset for its intended use from the cost of property, plant and equipment. Instead, such sales proceeds and related costs will be recognized within the statement of income. The amendments are effective for annual reporting periods beginning on or after January 1, 2022 and are to be applied retrospectively. The Company does not expect the amendments to have a significant impact on the consolidated financial statements when they are adopted in 2022.

### **(b) Onerous Contracts - Cost of Fulfilling a Contract:**

In May 2020, the IASB issued "Onerous Contracts - Cost of Fulfilling a Contract (Amendments to IAS 37)", which specifies which costs a Company includes when assessing whether a contract will be loss-making. The amendments are effective for annual reporting periods beginning on or after January 1, 2022 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 2022.

**(c) COVID-19-Related Rent Concessions:**

In May 2020, the IASB issued “COVID-19-Related Rent Concessions (Amendment to IFRS 16)”, which amends IFRS 16 “Leases” to provide lessees with a practical expedient that relieves lessees from assessing whether a COVID-19-related rent concession is a lease modification. The amendment is effective for annual reporting periods beginning on or after June 1, 2020 and is to be applied retrospectively. The Company does not expect the amendment to have a significant impact on the consolidated financial statements when it is adopted in 2021.

**4. Business Acquisition**

On October 1, 2019, the Company acquired all of the business (net assets including property and plant) of privately owned Cheringal Associates, Inc. and Norwood Printing, Inc. collectively (“Control Group”) located in Norwood, New Jersey. Control Group delivers specialized printed packaging solutions to the pharmaceutical, healthcare, nutraceutical, cosmetic and personal care markets. The acquisition of Control Group is in line with the Company’s growth strategy. The acquired entity now operates as Winpak Control Group Inc.

The cash consideration was \$42,726, including customary adjustments for working capital. At acquisition date, the Company financed the consideration paid as well as the acquisition costs from cash resources on hand.

The acquisition of Control Group has been accounted for using the acquisition method. Winpak Control Group Inc. has been consolidated from the acquisition date.

The fair value of trade and other receivables acquired of \$4,005, which included a negligible amount deemed uncollectible as at the acquisition date, and inventories of \$1,060 was included in the current assets in the accounting of this business acquisition. The acquisition of Control Group gave rise to goodwill because the consideration paid for the acquisition effectively included amounts in relation to the benefit of expected synergies, revenue growth and the assembled workforce.

The following table presents the value of the assets acquired and liabilities assumed at the acquisition date:

<b>Assets acquired</b>	
Current assets	5,111
Property, plant and equipment	17,531
Intangible assets	18,003
Goodwill (deductible for tax purposes)	5,669
	46,314
<b>Liabilities assumed</b>	
Current liabilities	1,753
Provisions and other long-term liabilities	1,835
	3,588
<b>Net assets acquired and total consideration</b>	<b>42,726</b>

**5. Segment Reporting**

**Operating segments and product groups**

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

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 include 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 is ideal for food packaging applications such as cheese, fluid and viscous liquids, and industrial applications such as book covers and balloons.

The rigid packaging and flexible lidding segment includes the rigid containers, lidding and specialized printed packaging product groups. Rigid containers include 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. Specialized printed packaging provides packaging solutions to the pharmaceutical, healthcare, nutraceutical, cosmetic and personal care markets.

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.



**Notes to Condensed Consolidated Financial Statements**  
For the periods ended December 27, 2020 and December 29, 2019  
(thousands of US dollars, unless otherwise indicated) (Unaudited)

Due to similar economic characteristics, including long-term sales volume growth and long-term average gross profit margins, and having similar products, production processes, types of customers and distribution methods, the flexible packaging and rigid packaging and flexible lidding 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 4 percent of total Company revenue and assets.

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, intangible assets and goodwill information by geographic segment:

	December 27 2020	December 29 2019
United States	266,533	264,639
Canada	257,304	242,296
Mexico	19,511	19,658
	543,348	526,593

## 6. Revenue

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 27 2020	December 29 2019	December 27 2020	December 29 2019
<b>Operating segment</b>				
Flexible packaging	113,054	110,371	451,076	445,581
Rigid packaging and flexible lidding	87,694	99,654	369,278	401,084
Packaging machinery	11,343	7,431	32,139	27,178
	212,091	217,456	852,493	873,843
<b>Geographic segment</b>				
United States	167,732	173,538	676,638	711,361
Canada	28,067	27,941	111,955	107,891
Mexico and other	16,292	15,977	63,900	54,591
	212,091	217,456	852,493	873,843

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 2020 and 2019. Other markets include medical, pharmaceutical, personal care, industrial, and other consumer goods.

## 7. Other Income (Expenses)

	Quarter Ended		Year Ended	
	December 27 2020	December 29 2019	December 27 2020	December 29 2019
<b>Amounts shown on a net basis</b>				
Foreign exchange gains	2,013	668	446	1,215
Cash flow hedge gains (losses) transferred from other comprehensive income	30	(56)	(504)	(951)
	2,043	612	(58)	264
Employee benefit plan settlement expense	-	(244)	-	(244)
	2,043	368	(58)	20

## 8. Inventories

	December 27 2020	December 29 2019
Raw materials	36,928	32,741
Work-in-process	29,765	25,281
Finished goods	55,999	60,532
Spare parts	12,937	11,913
	135,629	130,467

During the fourth quarter of 2020, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$1,876 (2019 - \$2,561) and reversals of previously written-down items of \$484 (2019 - \$356). During 2020, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$8,023 (2019 - \$7,617) and reversals of previously written-down items of \$3,267 (2019 - \$2,531).

## 9. Property, Plant and Equipment

At December 27, 2020, the Company has commitments to purchase plant and equipment of \$26,294 (December 29, 2019 - \$29,741). No impairment losses or impairment reversals were recognized during 2020 or 2019.

## 10. Leases

### *Right-of-use assets*

	December 27 2020
Opening balance, December 30, 2019	4,755
Additions	10,064
Depreciation	(994)
Closing balance, December 27, 2020	13,825

### *Lease liabilities*

The following tables provide information about the timing of future lease payments:

	December 27 2020
Less than one year	(1,287)
One to five years	(5,196)
More than five years	(12,844)
Total contractual undiscounted lease liabilities	(19,327)
	December 27 2020
Current	(1,267)
Non-current	(13,009)
Total discounted lease liabilities	(14,276)

### *Extension Options*

Some leases of office and manufacturing facilities contain extension options exercisable by the Company up to one year before the end of the non-cancellable contract period. Where practicable, the Company seeks to include extension options in new leases to provide operational flexibility. The extension options held are exercisable only by the Company and not by the lessors. The Company assesses at lease commencement whether it is reasonably certain to exercise the extension options. The Company reassesses whether it is reasonably certain to exercise the options if there is a significant event or significant change in circumstances within its control. At December 27, 2020, potential future lease payments not included in lease liabilities totaled \$5,642 on a discounted basis.

## 11. Dividends

During the fourth quarter of 2020, dividends in Canadian dollars of 3 cents per common share were declared (2019 - 3 cents) and during 2020, 12 cents per common share were declared (2019 - 12 cents).

## 12. Earnings Per Share

	Quarter Ended		Year Ended	
	December 27 2020	December 29 2019	December 27 2020	December 29 2019
Net income attributable to equity holders of the Company	27,256	26,679	106,321	114,772
Weighted average shares outstanding (000's)	65,000	65,000	65,000	65,000
Basic and diluted earnings per share - cents	42	41	164	177

## 13. Financial Instruments

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 fair value through other comprehensive income (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 27, 2020</u>				
Foreign currency forward contracts - net	-	1,138	-	1,138
<u>At December 29, 2019</u>				
Foreign currency forward contracts - net	-	519	-	519

When the Company has a legally enforceable right to set off supplier rebates accounts 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 27, 2020, the supplier rebate receivable balance that was offset was \$5,390 (December 29, 2019 - \$4,036).

## 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 income (expenses). As a result of the Company's CDN dollar net asset monetary position as at December 27, 2020, a one-cent change in the period-end foreign exchange rate from 0.7783 to 0.7683 (CDN to US dollars) would have decreased net income by \$177 for 2020. Conversely, a one-cent change in the period-end foreign exchange rate from 0.7783 to 0.7883 (CDN to US dollars) would have increased net income by \$177 for 2020.

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 foreign currency forward contracts when equipment purchases and special dividend payments will be settled in foreign currencies. Transactions are only conducted with certain approved 'AA' rated or higher Schedule 1 CDN 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 hedging 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 'AA' rated or higher Schedule 1 CDN financial institutions.

Certain foreign currency contracts matured during the fourth quarter of 2020 and the Company realized pre-tax foreign exchange gains of \$30 (year-to-date losses - \$504). Of these foreign exchange differences, gains of \$30 (year-to-date losses - \$504) were recorded in other income (expenses) and \$0 was recorded in property, plant and equipment (year-to-date - \$0). During the fourth quarter of 2019, the Company realized pre-tax foreign exchange losses of \$80 (year-to-date losses - \$1,641). Of these foreign exchange differences, losses of \$56 were recorded in other income (expenses) (year-to-date losses - \$951) and losses of \$24 were recorded in property, plant and equipment (year-to-date losses - \$690).

As at December 27, 2020, the Company had US to CDN dollar foreign currency forward contracts outstanding with a notional amount of US \$31.0 million at an average exchange rate of 1.3278 maturing between January and October 2021. The fair value of these financial instruments was \$1,138 US and the corresponding unrealized gain has been recorded in other comprehensive income. The Company did not recognize any ineffectiveness on the hedging instruments during 2020 or 2019.

**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 27, 2020 cash and cash equivalents balance of \$495.3 million, a 1.0 percent increase/decrease in interest rate fluctuations would increase/decrease income before income taxes by \$4,953 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 2020, 63 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 \$495.3 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, payment of lease liabilities and dividend payments in 2021. The Company's trade payables and other liabilities and derivative financial instrument liabilities are all due within twelve months.

**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 27 2020	December 29 2019
Cash and cash equivalents	495,346	397,159
Trade and other receivables	135,406	141,855
Foreign currency forward contracts	1,138	527
	631,890	539,541

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 'AA' rated or higher Schedule 1 CDN 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 2020, the Company incurred costs on the sale of trade receivables of \$354 (2019 - \$894). Of these costs, \$264 was recorded in finance expense (2019 - \$780) and \$90 was recorded in general and administrative expenses (2019 - \$114). During 2020, the Company incurred costs on the sale of trade receivables of \$1,779 (2019 - \$4,388). Of these costs, \$1,413 was recorded in finance expense (2019 - \$3,191) and \$366 was recorded in general and administrative expenses (2019 - \$1,197).

As at December 27, 2020, 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) 97 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 to a third party 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 34 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. In its assessment of the allowance for expected credit losses as at December 27, 2020, the Company considered the economic impact of the COVID-19 pandemic on its assessment, including the risk of default of its customers given the economic downturn caused by this pandemic. During the fourth quarter of 2020, the Company recorded impairment recoveries on trade and other receivables of \$138 (2019 - \$611 impairment losses). During 2020, the Company recorded impairment losses on trade and other receivables of \$850 (2019 - \$675).

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 27 2020	December 29 2019
Current (not past due)	112,780	119,227
1 - 30 days past due	20,026	19,840
31 - 60 days past due	2,476	2,364
More than 60 days past due	2,167	1,822
	137,449	143,253
Less: Allowance for expected credit losses	(2,043)	(1,398)
Total trade and other receivables, net	135,406	141,855

**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.