

NEWS RELEASE

Winpak Reports 2021 Fourth Quarter Results

Winnipeg, Manitoba, March 2, 2022 - Winpak Ltd. (WPK) today reports consolidated results in US dollars for the fourth quarter of 2021, which ended on December 26, 2021.

	Quarter Ended		Year Ended	
	December 26 2021	December 27 2020	December 26 2021	December 27 2020
<i>(thousands of US dollars, except per share amounts)</i>				
Revenue	279,053	212,091	1,001,994	852,493
Net income	30,317	28,077	106,348	108,915
Income tax expense	10,846	9,303	35,265	38,800
Net finance expense (income)	210	81	825	(955)
Depreciation and amortization	11,640	11,458	45,383	44,767
EBITDA (1)	53,013	48,919	187,821	191,527
Net income attributable to equity holders of the Company	30,031	27,256	103,808	106,321
Net income attributable to non-controlling interests	286	821	2,540	2,594
Net income	30,317	28,077	106,348	108,915
Basic and diluted earnings per share (cents)	46	42	160	164

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 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 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; 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, 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 2021 amounted to \$30.0 million or 46 cents in earnings per share (EPS), surpassing the 2020 corresponding result of \$27.3 million or 42 cents per share by 10.2 percent. Significant gains in sales volumes elevated EPS by 4.5 cents, of which 1.5 cents is estimated to be attributed to COVID-19. Gross profit margins led to an expansion in EPS of 4.0 cents. The level of net income attributable to non-controlling interests augmented EPS by a further 0.5 cents. Conversely, foreign exchange lessened EPS by 3.5 cents. In addition, operating expenses and income taxes had a minor unfavorable influence on EPS to the extent of 1.0 cent and 0.5 cents, respectively.

For the year ended December 26, 2021, net income attributable to equity holders of the Company of \$103.8 million or \$1.60 per share, decreased from the prior year's income of \$106.3 million or \$1.64 per share by 2.4 percent. Overall, higher sales volumes uplifted EPS by 15.0 cents. Of this amount, it is estimated that COVID-19 accounted for an increase of 3.0 cents while non-COVID-19 related sales growth positively affected EPS by 12.0 cents. Lower gross profit margins were a prominent factor, adversely impacting EPS by 16.0 cents. Higher operating expenses reduced EPS by 2.5 cents. Additionally, the change in net finance expense (income) and foreign exchange each subtracted 2.0 cents from EPS. Income taxes added 3.5 cents to EPS.

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

COVID-19 has influenced the Company's product groups to varying degrees. Throughout 2021, sales order levels have improved notably with respect to customers that are aligned with the foodservice and hospitality industries. Simultaneously, for customers that serve the retail food market, volumes remained elevated. Relative to 2020, it is estimated that COVID-19 raised fourth quarter sales volumes between 2.5 to 3.5 percent and enhanced 2021 sales volumes between 1.5 to 2.5 percent.

For the second quarter in a row, the Company posted the highest revenue result in its history. Revenue in the fourth quarter of 2021 was \$279.1 million, representing an increase of \$67.0 million or 31.6 percent from the fourth quarter of 2020. Volumes advanced an impressive 12.3 percent. The rigid packaging and flexible lidding operating segment volumes grew by 19 percent in the quarter. The extraordinary increase in rigid container volumes stemmed from the new custom pet food tray product launch as well as the large expansion in condiment and snack food container activity. Healthy growth in lidding product group volumes was due to advancements in specialty beverage and retort pet food lidding. Within the flexible packaging operating segment, solid volume growth of 12 percent was realized. For the modified atmosphere packaging product group, exceptional volume growth reflected enhanced demand from customers that participate in the foodservice industry. Also impactful was the onboarding of frozen food business and the gains made with various customers that shifted their flexible packaging sourcing requirements to Winpak due to supply chain challenges that intensified during the latter part of 2021. Packaging machinery recorded a drop in volumes in the quarter as an exceptional number of machines were shipped in the final quarter of 2020. Selling price and mix changes had a significant positive effect on revenue of 18.9 percent as the persistent, sizeable increases in raw material costs during 2021 resulted in higher selling prices to customers. The impact of foreign exchange on revenue was negligible.

For 2021, revenue reached an all-time high of \$1,002.0 million, eclipsing the \$1 billion threshold for the first time in the Company's history, growing by 17.5 percent from the 2020 level of \$852.5 million. Volumes strengthened by 9.7 percent. Within the rigid packaging and flexible lidding operating segment, volumes climbed by 12 percent. The substantial increase in rigid container volumes was a combination of customers' new product offerings, notably pet food trays and dessert containers, and elevated condiment and snack food container shipments. Lidding product group volumes were modestly higher, highlighted by new retort pet food lidding business along with buoyant snack food lidding activity. Sizeable volume growth was realized by the specialized printed packaging product group as new nutraceutical packaging business was secured. The flexible packaging operating segment attained volume growth of 9 percent. In particular, modified atmosphere packaging volumes expanded due to the enhanced demand for meat and cheese packaging. Major customers in both retail and foodservice markets raised their order levels considerably. Additionally, new frozen food packaging business was commercialized mid-year. Biaxially oriented nylon volumes benefitted from the heightened demand of non-food retail customers which was constrained in 2020 with the more restrictive public health orders. Similarly, specialty film volumes accelerated in the current year due to the rebound experienced by medical customers whose business was severely hampered by the pandemic in 2020. Packaging machinery volumes receded by 5 percent as several machines that were scheduled to be shipped towards the end of the year were deferred until early 2022 on account of supply chain delays for components. Compared to 2020, selling price and mix changes had a large favorable effect on revenue of 7.0 percent as the substantial increase in raw material costs throughout 2021 resulted in higher selling prices to customers. Foreign exchange had a minor positive influence of 0.8 percent on revenue.

Gross Profit Margins

Gross profit margins receded to 27.6 percent of revenue in the fourth quarter of 2021 from the 30.8 percent recorded in the same quarter of 2020. However, gross profit increased by 17.6 percent from \$65.4 million in the fourth quarter of 2020 to \$76.9 million in the current quarter, while sales volumes accelerated by 12.3 percent over the same time frame. The impact was a relative increase in EPS of 4.0 cents. Selling price increases slightly outpaced raw material increases, a reflection of more profitable sales mix and the recovery of the dramatic rise in raw material costs through selling price pass-through adjustments to customers, of which 69 percent of Winpak's business is covered by contractual indexing programs.

For the current year, gross profit margins decreased to 27.4 percent of revenue versus the 2020 level of 30.9 percent. This resulted in an overall contraction in EPS of 16 cents. Raw material costs reached unprecedented levels, escalating to a much greater extent than the corresponding selling price adjustments, lowering EPS by 27 cents. In accordance with the contractual timing of passing along these raw material cost increases to customers on formal price indexing programs, the average delay is approximately four months and was responsible for this inequity. With the robust expansion in sales volumes, the Company was able to achieve substantial manufacturing cost efficiencies which elevated EPS by 11 cents.

The raw material purchase price index declined by 2 percent from the third quarter of 2021 as polypropylene and polyethylene resins retreated by 15 percent and 5 percent, respectively, from the peaks reached in the previous quarter. In contrast, foil costs increased by 12 percent. From the start of 2021, the index advanced by an incredible 51 percent. The pronounced change in the index over the past 12 months was caused by the sustained, heightened global demand for the Company's key resins and adverse weather events which led to constrained producer supply.





Expenses and Other

Operating expenses in the fourth quarter of 2021, adjusted for foreign exchange, expanded at a greater rate relative to the progression in sales volumes and consequently, lowered EPS by 1.0 cent. Higher freight and distribution costs were the leading factor. Expected credit loss recoveries on trade and other receivables had the opposite effect and were in contrast to the expected credit loss expenses recorded in the fourth quarter of 2020. Foreign exchange lowered EPS by 3.5 cents in the quarter with the overriding component being the significant positive translation differences incurred in the final quarter of 2020 on the revaluation of Canadian dollar monetary assets and liabilities. A slight increase in the effective income tax rate in the final quarter of 2021 diminished EPS by 0.5 cents. A lower proportion of earnings attributable to non-controlling interests added 0.5 cents to EPS.

For the 2021 fiscal year, operating expenses, adjusted for foreign exchange, advanced at a rate of 11.4 percent in comparison to the 9.7 percent acceleration in sales volumes, subtracting 2.5 cents from EPS. Heightened freight and distribution costs, in combination with personnel additions to Winpak's salesforce to support strategic market growth initiatives, including the Wiicare healthcare platform with Wipak, Winpak's European sister company, were the key factors leading to the rise in operating expenses. This was somewhat muted by the expected credit loss recoveries realized on trade and other receivables in the current year, a turnaround from the expected credit loss expenses recorded in the prior year. The Company's Canadian dollar transactions were translated at a less advantageous average exchange rate in 2021 and this occurrence was only partially mitigated by the gains realized on foreign exchange forward contracts. Additionally, negative translation differences were recorded on the revaluation of Canadian dollar monetary assets and liabilities in the current year in contrast to the positive differences that were realized in 2020. Overall, foreign exchange reduced EPS by 2.0 cents. Due to the modest decline in the rate of interest earned on the Company's cash and cash equivalent amounts, net finance expense (income) lowered EPS by 2.0 cents. The effective income tax rate dropped by 1.4 percentage points, adding 3.5 cents to EPS.

Capital Resources, Cash Flow and Liquidity

The Company's cash and cash equivalents balance ended the current year at \$377.5 million, an increase of \$25.2 million from the end of the third quarter. Winpak continued to generate strong cash flows from operating activities before changes in working capital of \$50.9 million. Cash was consumed by net working capital additions of \$11.9 million. Trade and other receivables grew by \$15.0 million, coinciding with the \$24.9 million growth in revenue from the immediately preceding quarter. Additionally, inventories expanded by \$13.7 million as supply chain challenges lessened and inventory levels returned to targeted levels. Largely a result of the growth in inventories, trade payables and other liabilities advanced by \$15.5 million. Cash was utilized for plant and equipment additions of \$9.4 million, income tax payments of \$2.4 million, dividend payments of \$1.5 million and other items totaling \$0.5 million.

For 2021, the cash and cash equivalents balance decreased by \$117.9 million. The payment of a special dividend of \$159.4 million (\$195.0 million Canadian) and regular dividend payments of \$6.2 million resulted in the notable reduction in cash. Cash flows generated from operating activities before changes in working capital were sizeable at \$186.0 million. The net investment in working capital amounted to \$68.2 million. The increases in inventories, trade and other receivables and trade payables and other liabilities each related to the unprecedented rise in raw material costs as well as the healthy growth in sales volumes. Other uses of cash included: plant and equipment additions of \$48.3 million, income tax payments of \$19.1 million, and other items amounting to \$2.7 million. The plant and equipment expenditures included the completion of the Company's biaxially oriented nylon facility expansion and the installation of the related additional extrusion capacity. Furthermore, the new cast co-extrusion line at the modified atmosphere packaging plant was installed and successfully commercialized. The rigid container operation in Sauk Village, Illinois completed the building infrastructure and installation of the initial production equipment for injection molded containers and in-mold labels.

Summary of Quarterly Results

	Thousands of US dollars, except per share amounts (US cents)							
	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
Revenue	279,053	254,166	243,969	224,806	212,091	210,605	216,201	213,596
Net income attributable to equity holders of the Company	30,031	20,762	28,520	24,495	27,256	26,684	29,226	23,155
EPS	46	32	44	38	42	41	45	36

Looking Forward

Wipak enters 2022 with a foundation built for solid sales volume growth and enhanced profitability. In 2021, the Company, along with all of its devoted employees, navigated one of the most challenging years in its history. Winpak successfully managed the effect of the COVID-19 pandemic, dealt with an extremely difficult supply chain environment and faced limited availability of human resources. These matters will be prevalent again in 2022 and could influence the Company's results. However, to the extent possible, Winpak has implemented counter measures to minimize the financial impact and disruptive nature of these issues, ensuring our customers' packaging needs are fully met in an efficient and timely manner. In 2021, raw material procurement relationships with long-term suppliers were leveraged. Additionally, securing alternate sources of raw material supply, expediting incoming shipments and implementing material substitutions where possible



were key elements undertaken by Winpak. Furthermore, investments in plant infrastructure and warehousing have been initiated to support the maintenance of higher inventory levels of key raw materials. During the current wave of the pandemic, the health and safety of our employees continues to be the primary focus and additional standard operating procedures have been instituted to minimize the risk of workplace transmission. Even with high levels of community transmission, the Company has been able to maintain the continuity of operations in all of our facilities. Once the current phase of the pandemic subsides, the economy should continue to return to pre-COVID-19 levels. Although the consensus view is that this transition should take hold in the second half of 2022, the precise timing and extent of the economic rebound is difficult to predict. In the coming year, attracting sufficient human resources, in a challenging labor market, will be a top priority. To be recognized as an employer of choice, flexible work arrangements and employee training and development programs will be relied upon and modified as required.

The Company is committed to a transformation towards a carbon-neutral footprint, while providing an unmatched offering of products and services that help protect and extend the shelf life of food and other products. This transition is also vital for our business partners as they move towards the achievement of their sustainable packaging targets. The roadmap to sustainable product offerings is constantly expanding for both rigid and flexible packaging. New technology has been commercialized within the modified atmosphere packaging operations that opens many opportunities for reusable/recycle-ready high-barrier thermoforming films and spouted pouches. Going forward, additional capital resources will be allocated to enhancing and broadening Winpak's technical expertise and capabilities to expand its growing product portfolio of sustainable packaging.

In 2021, sales volumes accelerated by 9.7 percent, the highest annual growth rate achieved by the Company since 2014. Based on current business opportunities and the vibrant North American economy, this momentum should carry forward into 2022. The flexible packaging segment will reap the benefit of new extrusion capacity. The new cast co-extrusion line commercialized in the fourth quarter of 2021 at the modified atmosphere packaging plant will provide the needed capacity for protein and cheese business gains. Additionally, frozen food and spouted pouch packaging will contribute favorably. The new extrusion line at the biaxially oriented nylon facility is slated to be a catalyst for incremental volumes by the second half of 2022. Similarly, robust sales volume growth is expected for the rigid packaging and flexible lidding segment. Both the rigid container and flexible lidding product groups have been awarded further retort pet food and snack food business. With the manufacturing capabilities now in place for injection molded containers and in-mold labels at the Sauk Village, Illinois rigid container site, this endeavor will be a core component of the Company's growth aspirations over the foreseeable future. Due to new pharmaceutical and nutraceutical business, the specialized printed packaging product group will see an uptick in activity in 2022. Subsequent to implementing the Wiicare global healthcare initiative in 2021, new medical packaging opportunities have been secured and the scale of current prospects is promising. Fueled by the substantial order backlog and the greater productive capability of their new facility, the packaging machinery segment should contribute healthy volume growth in the upcoming year.

After rising by 54 percent over the first nine months of 2021, overall resin prices stabilized and started to retreat by the end of 2021 and the majority of the 2021 raw material cost increases have been passed along to customers. Accordingly, gross profit margins began returning to the levels achieved in recent years and are indicative of the Company's optimistic profitability expectations heading into 2022. Current market views are that raw material prices will temporarily rise in the first quarter of 2022 and should then gradually recede over the balance of the year. However, adverse weather conditions and unforeseen supply chain events could put additional upwards pressure on raw material prices and constrain gross profit margins. In addition, resin producers have enacted measures to restrict supply in order to sustain the exceptionally high prices. For all other key cost categories, significant inflationary pressures persisted in 2021, most notably for consumables, freight and distribution, employee compensation and energy expenses. Inflation remains a prime challenge and is not expected to materially subside in 2022. The Company will assess the requirement to pass on these cost increases to its customers in the ensuing year.

Capital expenditures of approximately \$60 to \$70 million are forecast for 2022. The installation of the new biaxially oriented polyamide (BOPA) line in Winnipeg, Manitoba is nearly complete. Extensive pre-production activities will be undertaken in the first half of 2022 and the line is expected to be fully operational by mid-2022. In the upcoming year, printing and laminating converting capacity will be added to the modified atmosphere packaging facility. As new business is awarded, Winpak is poised to undertake the required building expansions and acquire additional extrusion and converting capacities. The Company remains steadfast with its prime focus being organic growth opportunities, new technologies and expanded product offerings, especially those that promote the core sustainability objectives. Complementary acquisition candidates that align strategically with Winpak's strengths in sophisticated packaging for food, beverage and healthcare applications, providing a satisfactory economic return for shareholders, will be seriously considered and evaluated. During the latter half of 2021, potential acquisition opportunities started to resurface with greater frequency and should accelerate in 2022.



Accounting Changes - Accounting Standards Implemented in 2021

a) COVID-19-Related Rent Concessions

In May 2020, the International Accounting Standards Board (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 was implemented with retrospective application, effective December 28, 2020. On March 31, 2021, the IASB extended by 12 months the availability of the practical expedient issued in May 2020. The amendment had no impact on the Company’s interim condensed consolidated financial statements.

Accounting Changes - Future Changes to 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) Deferred Taxes Related to Assets and Liabilities Arising from a Single Transaction:

In May 2021, the IASB issued “Deferred Taxes Related to Assets and Liabilities Arising from a Single Transaction (Amendments to IAS 12)”, which introduces an exception to the initial recognition exemption for deferred tax on transactions such as leases and decommissioning obligations. Applying this exception, a company does not apply the initial recognition exemption for transactions that give rise to equal taxable and deductible temporary differences. The amendments are effective for annual reporting periods beginning on or after January 1, 2023 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 2023.

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 26, 2021 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 26, 2021 to provide reasonable assurance that the financial information being reported is materially accurate. During the fourth quarter ended December 26, 2021, 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 26, 2021

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 26 2021	December 27 2020
Assets			
Current assets:			
Cash and cash equivalents		377,461	495,346
Trade and other receivables	14	177,382	135,406
Income taxes receivable		9,825	10,506
Inventories	8	187,058	135,629
Prepaid expenses		6,702	3,128
Derivative financial instruments		-	1,138
		<u>758,428</u>	<u>781,153</u>
Non-current assets:			
Property, plant and equipment	9	515,247	507,461
Intangible assets and goodwill		34,472	35,887
Employee benefit plan assets		13,547	8,114
		<u>563,266</u>	<u>551,462</u>
Total assets		<u>1,321,694</u>	<u>1,332,615</u>
Equity and Liabilities			
Current liabilities:			
Trade payables and other liabilities		91,717	64,592
Contract liabilities		3,503	1,775
Provisions		-	149
Income taxes payable		1,102	1,490
Derivative financial instruments		715	-
		<u>97,037</u>	<u>68,006</u>
Non-current liabilities:			
Employee benefit plan liabilities		9,837	13,484
Deferred income		17,685	14,359
Provisions and other long-term liabilities		13,029	13,770
Deferred tax liabilities		68,367	55,953
		<u>108,918</u>	<u>97,566</u>
Total liabilities		<u>205,955</u>	<u>165,572</u>
Equity:			
Share capital		29,195	29,195
Reserves		(524)	834
Retained earnings		1,050,949	1,103,435
Total equity attributable to equity holders of the Company		<u>1,079,620</u>	<u>1,133,464</u>
Non-controlling interests		<u>36,119</u>	<u>33,579</u>
Total equity		<u>1,115,739</u>	<u>1,167,043</u>
Total equity and liabilities		<u>1,321,694</u>	<u>1,332,615</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 26 2021	December 27 2020	December 26 2021	December 27 2020
Revenue	6	279,053	212,091	1,001,994	852,493
Cost of sales		(202,158)	(146,678)	(727,546)	(588,864)
Gross profit		76,895	65,413	274,448	263,629
Sales, marketing and distribution expenses		(22,704)	(17,024)	(83,848)	(67,918)
General and administrative expenses		(7,538)	(8,642)	(31,556)	(32,204)
Research and technical expenses		(4,701)	(4,329)	(17,831)	(16,511)
Pre-production expenses		(43)	-	(43)	(178)
Other (expenses) income	7	(536)	2,043	1,268	(58)
Income from operations		41,373	37,461	142,438	146,760
Finance income		187	360	913	3,151
Finance expense		(397)	(441)	(1,738)	(2,196)
Income before income taxes		41,163	37,380	141,613	147,715
Income tax expense		(10,846)	(9,303)	(35,265)	(38,800)
Net income for the period		30,317	28,077	106,348	108,915
Attributable to:					
Equity holders of the Company		30,031	27,256	103,808	106,321
Non-controlling interests		286	821	2,540	2,594
		30,317	28,077	106,348	108,915
Basic and diluted earnings per share - cents	12	46	42	160	164

Condensed Consolidated Statements of Comprehensive Income*(thousands of US dollars) (unaudited)*

	Note	Quarter Ended		Year Ended	
		December 26 2021	December 27 2020	December 26 2021	December 27 2020
Net income for the period		30,317	28,077	106,348	108,915
<u>Items that will not be reclassified to the statements of income:</u>					
Cash flow hedge losses recognized		-	-	(867)	-
Employee benefit plan remeasurements		12,727	(3,160)	12,727	(3,160)
Income tax effect		(3,419)	866	(3,419)	866
		9,308	(2,294)	8,441	(2,294)
<u>Items that are or may be reclassified subsequently to the statements of income:</u>					
Cash flow hedge (losses) gains recognized		(384)	1,279	(102)	115
Cash flow hedge (gains) losses transferred to the statements of income	7	(136)	(30)	(1,751)	504
Income tax effect		139	(334)	495	(165)
		(381)	915	(1,358)	454
Other comprehensive income (loss) for the period - net of income tax		8,927	(1,379)	7,083	(1,840)
Comprehensive income for the period		39,244	26,698	113,431	107,075
Attributable to:					
Equity holders of the Company		38,958	25,877	110,891	104,481
Non-controlling interests		286	821	2,540	2,594
		39,244	26,698	113,431	107,075

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 30, 2019		29,195	380	1,005,202	1,034,777	30,985	1,065,762
Comprehensive income for the year							
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)
Other comprehensive income (loss)		-	454	(2,294)	(1,840)	-	(1,840)
Net income for the year		-	-	106,321	106,321	2,594	108,915
Comprehensive income for the year		-	454	104,027	104,481	2,594	107,075
Dividends	11	-	-	(5,794)	(5,794)	-	(5,794)
Balance at December 27, 2020		29,195	834	1,103,435	1,133,464	33,579	1,167,043
Balance at December 28, 2020		29,195	834	1,103,435	1,133,464	33,579	1,167,043
Comprehensive (loss) income for the year							
Cash flow hedge losses, net of tax		-	(75)	(867)	(942)	-	(942)
Cash flow hedge gains transferred to the statements of income, net of tax		-	(1,283)	-	(1,283)	-	(1,283)
Employee benefit plan remeasurements, net of tax		-	-	9,308	9,308	-	9,308
Other comprehensive (loss) income		-	(1,358)	8,441	7,083	-	7,083
Net income for the year		-	-	103,808	103,808	2,540	106,348
Comprehensive (loss) income for the year		-	(1,358)	112,249	110,891	2,540	113,431
Dividends	11	-	-	(164,735)	(164,735)	-	(164,735)
Balance at December 26, 2021		29,195	(524)	1,050,949	1,079,620	36,119	1,115,739

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 26 2021	December 27 2020	December 26 2021	December 27 2020
Cash provided by (used in):					
Operating activities:					
Net income for the period		30,317	28,077	106,348	108,915
Items not involving cash:					
Depreciation		11,598	11,414	45,604	44,636
Amortization - deferred income		(372)	(368)	(1,881)	(1,522)
Amortization - intangible assets		414	412	1,660	1,653
Employee defined benefit plan expenses		1,041	759	4,533	3,517
Net finance expense (income)		210	81	825	(955)
Income tax expense		10,846	9,303	35,265	38,800
Other		(3,154)	(1,838)	(6,352)	(3,389)
Cash flow from operating activities before the following		50,900	47,840	186,002	191,655
Change in working capital:					
Trade and other receivables		(15,009)	(4,788)	(41,976)	6,449
Inventories		(13,724)	(6,175)	(51,429)	(5,162)
Prepaid expenses		337	1,438	(3,574)	(413)
Trade payables and other liabilities		15,485	3,110	27,056	(234)
Contract liabilities		1,024	(3,546)	1,728	(1,940)
Employee defined benefit plan contributions		(29)	(10)	(1,074)	(1,500)
Income tax paid		(2,356)	(6,812)	(19,069)	(33,936)
Interest received		151	260	791	2,855
Interest paid		(350)	(477)	(1,400)	(1,769)
Net cash from operating activities		36,429	30,840	97,055	156,005
Investing activities:					
Acquisition of property, plant and equipment - net		(9,446)	(19,749)	(48,291)	(51,282)
Acquisition of intangible assets		(64)	(89)	(245)	(215)
		(9,510)	(19,838)	(48,536)	(51,497)
Financing activities:					
Payment of lease liabilities		(208)	(186)	(807)	(554)
Dividends paid	11	(1,542)	(1,456)	(165,597)	(5,767)
		(1,750)	(1,642)	(166,404)	(6,321)
Change in cash and cash equivalents		25,169	9,360	(117,885)	98,187
Cash and cash equivalents, beginning of period		352,292	485,986	495,346	397,159
Cash and cash equivalents, end of period		377,461	495,346	377,461	495,346

See accompanying notes to condensed consolidated financial statements.

1. General

Winpak Ltd. (the “Company” or “Winpak”) 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 27, 2020, which are included in the Company’s 2020 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 2021 and 2020 fiscal years are both comprised of 52 weeks and each quarter of 2021 and 2020 are comprised of 13 weeks.

The unaudited interim condensed consolidated financial statements were approved by the Board of Directors on March 2, 2022.

Coronavirus (COVID-19)

As a result of the ongoing effects of the COVID-19 pandemic, in particular the economic uncertainty, the Company continues to review the assumptions regarding the valuation of trade and other receivables and also monitor whether there is any indication that its cash-generating units (CGUs) might be impaired. For both the fourth quarter of 2021 and the year ended December 26, 2021, the impact on expected credit losses in relation to trade and other receivables was immaterial (see note 14) and no CGU impairment losses were recorded.

3. Accounting Standards Implemented in 2021

The following accounting standard came into effect commencing in the Company’s 2021 fiscal year:

(a) 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 was implemented with retrospective application, effective December 28, 2020. On March 31, 2021, the IASB extended by 12 months the availability of the practical expedient issued in May 2020. The amendment had no impact on the Company’s unaudited interim condensed consolidated financial statements.

4. 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) Deferred Taxes Related to Assets and Liabilities Arising from a Single Transaction:

In May 2021, the IASB issued “Deferred Taxes Related to Assets and Liabilities Arising from a Single Transaction (Amendments to IAS 12)”, which introduces an exception to the initial recognition exemption for deferred tax on transactions such as leases and decommissioning obligations. Applying this exception, a company does not apply the initial recognition exemption for transactions that give rise to equal taxable and deductible temporary differences. The amendments are effective for annual reporting periods beginning on or after January 1, 2023 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 2023.

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.

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 26 2021	December 27 2020
United States	258,001	266,533
Canada	272,552	257,304
Mexico	19,166	19,511
	<u>549,719</u>	<u>543,348</u>

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.



Notes to Condensed Consolidated Financial Statements
For the periods ended December 26, 2021 and December 27, 2020
(thousands of US dollars, unless otherwise indicated) (Unaudited)

Disaggregation of Revenue

	Quarter Ended		Year Ended	
	December 26 2021	December 27 2020	December 26 2021	December 27 2020
Operating segment				
Flexible packaging	147,082	113,054	519,798	451,076
Rigid packaging and flexible lidding	124,544	87,694	451,729	369,278
Packaging machinery	7,427	11,343	30,467	32,139
	<u>279,053</u>	<u>212,091</u>	<u>1,001,994</u>	<u>852,493</u>
Geographic segment				
United States	225,002	167,732	806,232	676,638
Canada	36,212	28,067	126,765	111,955
Mexico and other	17,839	16,292	68,997	63,900
	<u>279,053</u>	<u>212,091</u>	<u>1,001,994</u>	<u>852,493</u>

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 2021 and 2020. Other markets include medical, pharmaceutical, nutraceutical, personal care, industrial and other consumer goods.

7. Other (Expenses) Income

	Quarter Ended		Year Ended	
	December 26 2021	December 27 2020	December 26 2021	December 27 2020
Amounts shown on a net basis				
Foreign exchange (losses) gains	(672)	2,013	(483)	446
Cash flow hedge gains (losses) transferred from other comprehensive income	136	30	1,751	(504)
	<u>(536)</u>	<u>2,043</u>	<u>1,268</u>	<u>(58)</u>

8. Inventories

	December 26 2021	December 27 2020
Raw materials	65,065	36,928
Work-in-process	32,435	29,765
Finished goods	74,834	55,999
Spare parts	14,724	12,937
	<u>187,058</u>	<u>135,629</u>

During the fourth quarter of 2021, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$1,623 (2020 - \$1,876) and reversals of previously written-down items of \$397 (2020 - \$484). During 2021, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$6,392 (2020 - \$8,023) and reversals of previously written-down items of \$2,666 (2020 - \$3,267).

9. Property, Plant and Equipment

At December 26, 2021, the Company has commitments to purchase plant and equipment of \$15,769 (December 27, 2020 - \$26,294). No impairment losses or impairment reversals were recognized during 2021 and 2020.

10. Leases

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 26, 2021, potential future lease payments not included in lease liabilities totaled \$5,165 on a discounted basis.

11. Dividends

During the fourth quarter of 2021, dividends in Canadian dollars of 3 cents per common share were declared (2020 - 3 cents) and during 2021, 12 cents per common share were declared (2020 - 12 cents). In addition, the Company paid a special dividend in Canadian dollars of \$3.00 per common share on July 9, 2021.

12. Earnings Per Share

	Quarter Ended		Year Ended	
	December 26 2021	December 27 2020	December 26 2021	December 27 2020
Net income attributable to equity holders of the Company	30,031	27,256	103,808	106,321
Weighted average shares outstanding (000's)	65,000	65,000	65,000	65,000
Basic and diluted earnings per share - cents	46	42	160	164

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 26, 2021</u>				
Foreign currency forward contracts - net	-	(715)	-	(715)
<u>At December 27, 2020</u>				
Foreign currency forward contracts - net	-	1,138	-	1,138

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 26, 2021, the supplier rebate receivable balance that was offset was \$6,972 (December 27, 2020 - \$5,390).

14. Financial Risk Management

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

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

Foreign Exchange Risk

Translation differences arise when foreign currency monetary assets and liabilities are translated at foreign exchange rates that change over time. These foreign exchange gains and losses are recorded in other (expenses) income. As a result of the Company's CDN dollar net asset monetary position as at December 26, 2021, a one-cent change in the period-end foreign exchange rate from 0.7805 to 0.7705 (CDN to US dollars) would have decreased net income by \$231 for 2021. Conversely, a one-cent change in the period-end foreign exchange rate from 0.7805 to 0.7905 (CDN to US dollars) would have increased net income by \$231 for 2021.

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 2021 and the Company realized pre-tax foreign exchange gains of \$136 (year-to-date gains - \$884) of which gains of \$136 were recorded in other (expenses) income (year-to-date gains - \$1,751) and \$0 was recorded directly to equity (year-to-date losses - \$867). During the fourth quarter of 2020, the Company realized pre-tax foreign exchange gains of \$30 (year-to-date losses - \$504) which were recorded in other (expenses) income.

As at December 26, 2021, the Company had US to CDN dollar foreign currency forward contracts outstanding with a notional amount of US \$33.0 million at an average exchange rate of 1.2550 maturing between January and October 2022. The fair value of these financial instruments was negative \$715 US and the corresponding unrealized loss has been recorded in other comprehensive income. The Company did not recognize any ineffectiveness on the hedging instruments during 2021 and 2020.

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 26, 2021 cash and cash equivalents balance of \$377.5 million, a 1.0 percent increase/decrease in interest rate fluctuations would increase/decrease income before income taxes by \$3,775 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 2021, 69 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 \$377.5 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 2022. 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.

Notes to Condensed Consolidated Financial Statements
For the periods ended December 26, 2021 and December 27, 2020
(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 26 2021	December 27 2020
Cash and cash equivalents	377,461	495,346
Trade and other receivables	177,382	135,406
Foreign currency forward contracts	-	1,138
	<u>554,843</u>	<u>631,890</u>

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 2021, the Company incurred costs on the sale of trade receivables of \$358 (2020 - \$354). Of these costs, \$273 was recorded in finance expense (2020 - \$264) and \$85 was recorded in general and administrative expenses (2020 - \$90). During 2021, the Company incurred costs on the sale of trade receivables of \$1,275 (2020 - \$1,779). Of these costs, \$919 was recorded in finance expense (2020 - \$1,413) and \$356 was recorded in general and administrative expenses (2020 - \$366).

As at December 26, 2021, 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 35 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 26, 2021, 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 2021, the Company recorded impairment recoveries on trade and other receivables of \$1,019 (2020 - \$138). During 2021, the Company recorded impairment recoveries on trade and other receivables of \$946 (2020 - \$850 impairment losses).

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 26 2021	December 27 2020
Current (not past due)	149,824	112,780
1 - 30 days past due	22,504	20,026
31 - 60 days past due	3,351	2,476
More than 60 days past due	2,710	2,167
	<u>178,389</u>	<u>137,449</u>
Less: Allowance for expected credit losses	<u>(1,007)</u>	<u>(2,043)</u>
Total trade and other receivables, net	<u>177,382</u>	<u>135,406</u>

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.