

**WPK**

WINPAK ANNUAL REPORT 2016





Wipak's 2016 net income attributable to equity holders was \$104.3 million reflecting a year-over-year increase of \$5.1 million or 5.1 percent. This achievement marks yet another milestone for the Corporation. This growth was somewhat assisted by the weaker Canadian dollar and lower resin costs, the base component used in Wipak products. As was the situation in 2015, these two factors, while benefiting the profit performance, challenged the revenue line. This is due to the reality that nearly 70 percent of Wipak's selling prices are indexed to resin costs. Notably, these headwinds did not prevent the Company from registering record high sales of \$822.5 million, which exceeded the prior year by \$25.4 million and was driven by an impressive year-over-year volume gain of 6.8 percent.

Complementing the above-stated financial performance, in 2016 Wipak successfully initiated the expansion of two of its manufacturing sites, primarily to accommodate new production equipment. The most sophisticated coextrusion machine to ever be commissioned at Wipak, and one might argue by any of its North American competitors, is designed to produce high-barrier plastic materials for modified atmosphere packaging applications. This line commenced commercial production at the Corporation's Winnipeg, Manitoba facility in the fourth quarter of 2016. This state-of-the-art system further substantiates Wipak's mandate to provide its customers with cutting-edge technology. Premier food conglomerates continue to value Wipak's trailblazing approach, acknowledging its superior skills and abilities by awarding the firm greater sales opportunities.

In 2016, Wipak's Georgia-based specialty films business began construction of an 80,000 square foot addition to its existing building. This expansion was necessary to house new equipment to satisfy the rising zeal for the Company's shrink bag product offerings. This project is slated for completion in the first quarter of 2017 and will initially provide space for two new blown coextrusion lines, as well as auxiliary machinery for printing and bag-making applications. Once these lines are activated, it will alleviate the pressure of meeting customer demands by shortening lead-times and, hence, paving the way for future growth. The specialty films group's non-shrink bag products, used in the liquid packaging industry and certain specialty meat applications, are also rapidly gaining recognition and applause from this business' broadening customer base.

The North American consumers' ongoing desire for quick-to-prepare food items, such as hot beverages and ready-to-serve meals, bodes extremely well for Wipak and, most significantly, for its Ontario and Illinois rigid-based operations. Shelf-stable foods are becoming increasingly attractive to everyday consumers. Wipak's innovative high-barrier packaging materials are uniquely suited for these end-use applications. To satisfy this pressing market demand, the Company broke ground on a 348,000 square foot expansion at one of its facilities in the Chicago, Illinois area, which is slated for completion in the second quarter of 2017. This new structure will house customized, high-tech equipment essential to these consumer-driven requests for more convenience packaging. Moreover, the rigid group has recently developed an environmentally-friendly structure that in 2016 was extremely well received by specific food processing companies. This will certainly create exciting new selling advantages in the coming year.

Wipak's lidding business operates at three locations, Quebec, Illinois and Querétaro, Mexico. Its product range is often marketed in conjunction with the high-end containers manufactured by the Company's rigid group, since most items of this specification require some form of lidding. With continuing pressure from consumers for more convenience-type foods, Wipak's lidding and rigid business will accelerate in tandem to keep up with the brisk pace. In 2016, the Quebec facility streamlined its production operations that included an upgrade to one of its primary extrusion coating lines. This responded to an urgent need for capacity to service designated sections of the food packaging industry. As the majority of lidding materials are printed, the end result is a push for more output in this sector. In 2016, an order was placed for a new leading-edge printing press that is scheduled to come on-stream in the first quarter of 2017. With this and the previously stated upgrades, the lidding group is well positioned to meet the anticipated onset of new business in the coming year.

Wipak's California-based machinery operations logged another superb year, both in sales and profitability. Equally striking was the performance in system sales whereby products made by the Corporation's rigid and flexible packaging groups are sold jointly with the firm's packaging equipment. Sales for both machinery and materials were further bolstered by the establishment of a packaging lab at the Company's California-based location. This proved to be a well-received benefit as it allows existing and potential customers to pretest packages before the actual launch of their product. This has definitely been instrumental in further ensuring and enhancing customer allegiance.

Wipak's business venture with Sojitz Corporation of Japan to produce biaxially-oriented nylon film, dating back to 1998, has performed well for both parties. The year 2016 was no exception, as this unit announced over-the-top results in sales and profitability. Such enviable momentum was secured by expanding its customer base and incorporating improved efficiencies throughout its operation. The quality of the biaxially-oriented nylon manufactured at this facility surpasses all competition and, therefore, has been successful in warding off advances from domestic and offshore rivals who tend to sell on price and not product integrity.

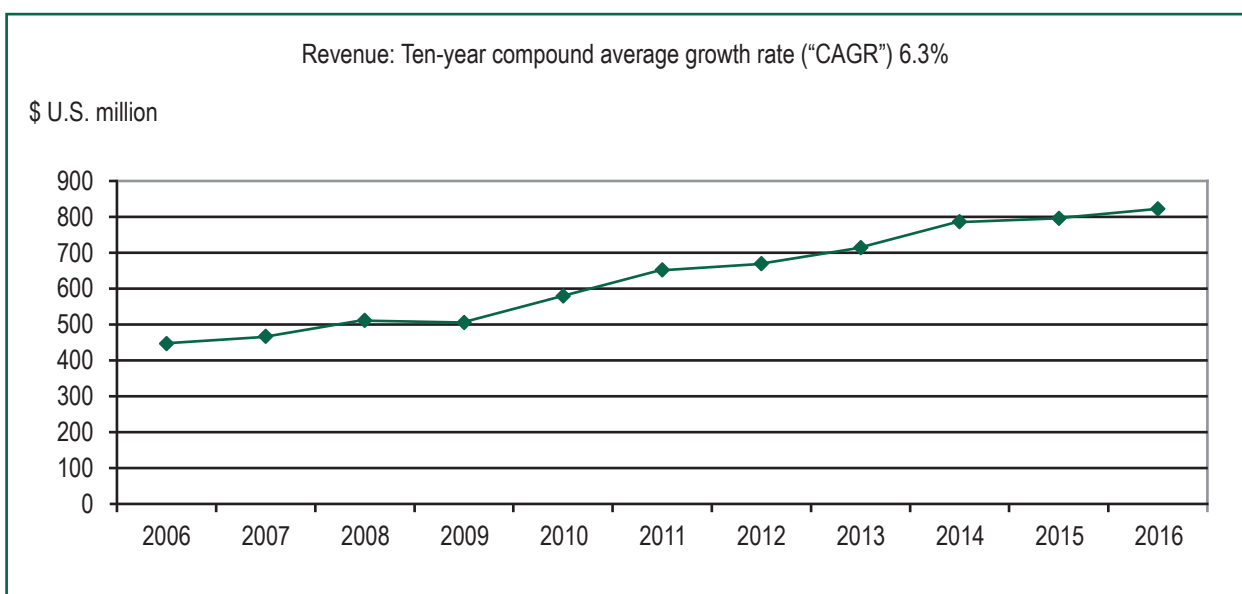
To say that 2016 was an exciting year would be an understatement. Building additions, new mega production equipment installations and sizeable capacity upgrades were the order of the day; while at the same time the Corporation logged new highs for sales and profitability. With all the major expansions either up and running or nearing completion, the required capacity will be in place for Wipak to address the rising demands for its specialty, high-barrier plastics. This is primarily fueled by the growing customer desire for ready-to-serve convenience foods. Even more heartening, there is a dynamic and dedicated team of nearly 2,400 Wipak associates poised to capitalize on the many future opportunities that the Corporation's strategic plan and financial commitments have created. With this in mind, Wipak is expecting the best for 2017.

B.J. Berry  
President & Chief Executive Officer  
Winnipeg, Canada  
February 16, 2017

## REVIEW

(Values expressed in US dollars)

	2016	2015	2014	2013	2012 (1)
Operating results (\$ million except earnings per share)					
Revenue	<b>822.5</b>	797.2	786.8	714.9	670.1
Income from operations	<b>157.8</b>	147.3	115.1	104.8	103.2
EBITDA (2)	<b>192.0</b>	179.2	145.6	131.5	129.4
Net income attributable to equity holders of the Company	<b>104.3</b>	99.2	78.4	71.4	71.3
Earnings per share (cents)	<b>161</b>	153	121	110	110
Investments and assets (\$ million)					
Investments in plant and equipment	<b>72.2</b>	53.7	48.1	51.2	68.4
Total assets	<b>874.2</b>	766.1	734.3	713.2	634.6
Financial position					
Total debt to equity attributable to equity holders of the Company (3)	<b>0.0%</b>	0.0%	0.0%	0.0%	0.0%
Net return on opening equity attributable to equity holders of the Company	<b>17.3%</b>	17.0%	13.6%	14.3%	16.3%
Return on opening invested capital (4)	<b>30.8%</b>	29.1%	24.2%	25.1%	28.9%



(1) Amounts have been restated to reflect the retrospective impact of amended IAS 19 "Employee Benefits", which included an increase in net finance expense due to the reduction in the expected return on defined benefit pension plan assets and an increase in general and administrative expenses following the reclassification of certain plan administration costs.

(2) EBITDA (income before interest, tax, depreciation and amortization) is not a recognized measure under International Financial Reporting Standards (IFRS). Management believes that in addition to net income attributable to equity holders of the Company, EBITDA is a useful supplemental measure as it provides investors with an indication of cash available for distribution prior to debt service, capital expenditures and income taxes. Investors should be cautioned, however, that EBITDA should not be construed as an alternative to net income attributable to equity holders of the Company determined in accordance with IFRS as an indicator of the Company's performance. The Company's method of calculating EBITDA may differ from other companies and, accordingly, EBITDA may not be comparable to measures used by other companies. Refer to the section entitled Selected Financial Information on page 3 of this document for the calculation of EBITDA from 2014 to 2016.

(3) Total debt is defined as long-term debt plus bank overdrafts less cash and cash equivalents. From 2012 to 2016, the year-end balances did not include any long-term debt or bank overdrafts.

(4) Return on opening invested capital is defined as income from operations divided by invested capital, which is defined as the sum of total debt, equity, net deferred tax liability, and accumulated goodwill amortization.



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 Wapak'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. Unless otherwise required by applicable securities law, Wapak 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.

*General Information*

The following discussion and analysis dated February 16, 2017 was prepared by management and should be read in conjunction with the consolidated financial statements prepared in accordance with Canadian generally accepted accounting principles as set out in Part 1 of the Handbook of the Chartered Professional Accountants (CPA) of Canada. The following discussion and analysis is presented in US dollars except where otherwise noted. The consolidated financial statements include the accounts of all subsidiaries. The Company's functional and reporting currency is the US dollar. The Company has filed a separate Management's Discussion and Analysis for its fourth quarter of 2016, which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

The fiscal year of the Company ends on the last Sunday of the calendar year. Both the 2016 and 2015 fiscal years comprised 52 weeks.

*Company Overview*

Wapak is an integrated converter operating in the packaging materials segment. The Company utilizes manufacturing technology focused on the core competency of sophisticated extrusion and conversion of plastic and aluminum foil materials. The business encompasses three product groups produced in ten manufacturing facilities located in North America. Wapak distributes products to customers primarily in North America for use in the packaging of perishable foods, beverages and in healthcare applications.

**Selected Financial Information**

Millions of US dollars, except per share and margin amounts	2016	2015	2014
Net income attributable to equity holders of the Company	104.3	99.2	78.4
Income from operations	157.8	147.3	115.1
Revenue	822.5	797.2	786.8
Gross profit margin	32.7%	32.3%	28.5%
Earnings per share (cents)	161	153	121
Dividends declared per common share (Canadian cents)	12	12	12
Special dividend paid per common share (Canadian cents)	-	150	100
Total assets	874.2	766.1	734.3
Cash and cash equivalents	211.2	165.0	143.8
<b>Reconciliation of EBITDA</b>			
Net income	108.2	101.8	79.7
Income tax expense	49.8	45.5	35.5
Net finance (income) expense	(0.2)	0.1	(0.1)
Depreciation and amortization	34.2	31.8	30.5
EBITDA	192.0	179.2	145.6

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Overall Performance

- △ *Revenue* reached an all-time high of \$822.5 million, advancing by \$25.4 million or 3.2 percent compared to 2015. Expanded volumes added \$54.2 million to revenue but price/mix declines and a weaker Canadian dollar detracted from revenue by \$24.4 million and \$4.4 million respectively.
- △ *Gross profit* grew by 4.5 percent from \$257.8 million in 2015 to \$269.3 million. However, this did not quite keep pace with the rise in sales volumes of 6.8 percent due to higher costs resulting from operational challenges.
- △ *Net income attributable to equity holders of the Company* surpassed the 2015 record result by \$5.1 million or 5.1 percent, to finish at \$104.3 million. Higher sales volumes, lower operating expenses and favorable foreign exchange contributed to this accomplishment.
- △ *Cash and cash equivalents* ended the year at \$211.2 million, despite plant and equipment expenditures at an all-time high of \$72.2 million. The Company has no short-term borrowings or long-term debt outstanding.

### Highlights

- △ *Raw materials*: In 2016, the annual average cost of raw materials declined by just over 5 percent from the prior year average, but before the current year ended, resin prices had started to climb in tandem with world oil prices.
- △ *Operating expenses*: Lower compensation costs were the main driving force behind a reduction in operating expenses, increasing earnings per share by 2.5 cents.
- △ *Foreign exchange*: In 2016, the average exchange rate of the Canadian dollar depreciated against its US counterpart by 4.8 percent compared to 2015. The result was a gain on the translation of net Canadian dollar expenses into US funds and in combination with reduced losses on the maturation of foreign exchange forward contracts, was responsible for a favorable foreign exchange impact on earnings per share of 5.0 cents.
- △ *Capital expenditures*: Capital expenditures in 2016 totaled \$72.2 million, providing the foundation from which the Company can continue to generate above-average organic growth.
- △ *Financing and investing*: Winpak generated \$126.0 million in cash flow from operating activities, which was more than sufficient to fund \$72.2 million in capital projects, \$5.9 million in regular dividends, and \$1.7 million of other items, resulting in an improvement in the net cash position of \$46.2 million from the end of the previous year. The Company will utilize its cash resources on hand and generate additional cash flow from operations to fund its investing and financing activities in 2017. In addition, management will continue to evaluate strategic acquisition opportunities in concert with implementing its organic capital investment program, all focused on enhancing long-term shareholder value.



## Results of Operations

### Components of total increase in earnings per share (EPS)

	2016	2015	2014
Organic growth	11.0	5.5	11.5
Gross profit margins	(7.0)	24.0	(4.5)
Expenses, income taxes and non-controlling interests	(1.0)	(4.0)	3.5
Foreign exchange	5.0	6.5	0.5
Total increase in EPS (cents)	8.0	32.0	11.0

### Ongoing operations

Organic growth is the impact on net income due exclusively to increased sales volume and excludes the influence of acquisitions, divestitures and foreign exchange. In 2016, this was the main catalyst propelling EPS growth of 11.0 cents in comparison to the prior year.

Gross profit expansion lagged behind the growth in sales volumes in relation to the prior year, resulting in a reduction in EPS of 7.0 cents. Less than optimal manufacturing performance played a significant role in the result.

Diminished compensation costs drove operating expenses lower and elevated EPS by 2.5 cents compared to 2015. An increase in net income attributable to non-controlling interests reduced EPS by 2.0 cents while a higher average income tax rate resulted in a further decrease of 1.5 cents.

Foreign exchange had a favorable impact of 5.0 cents on EPS versus the previous year. The weaker Canadian dollar versus its US counterpart in the current year was responsible for the positive result.

### Revenue

Revenue Change	Millions of US dollars		
	2016	2015	2014
Volume increase	54.2	33.5	70.8
Price and mix (losses) gains	(24.4)	(10.7)	7.1
Foreign exchange loss	(4.4)	(12.4)	(6.0)
Total increase in revenue	25.4	10.4	71.9

For 2016, revenue reached an all-time high of \$822.5 million, up by 3.2 percent or \$25.4 million from the level recorded in the previous year despite the headwinds of customer selling price-indexing linked to lower raw material costs and foreign exchange. Volumes grew by a notable 6.8 percent with all major product groups progressing. Biaxially oriented nylon volumes had the highest percentage achievement versus the prior year. Lidding shipments followed with high single-digit percentage gains due to new customers in foil rollstock applications along with sustained progress in die-cut lidding including retort products. Rigid container along with specialty films and modified atmosphere packaging volumes all expanded in the mid single-digit percentage range. Custom container shipments, including specialty beverage, along with condiment packaging and trays for home meal replacements bolstered volume growth in rigid packaging. Additional business wins at major US protein customers drove volume growth in both specialty films and modified atmosphere packaging. Although packaging machinery shipments were down from the prior year, spare part sales were robust in 2016. Partially offsetting the positive impact of organic volume growth on annual revenues was a reduction of 3.1 percent or \$24.4 million due to selling price/mix changes as indexed selling prices fell in response to reduced raw material costs, with an approximate 90-day lag. Likewise, the decline in 2016 of the value of the Canadian dollar in comparison to its US counterpart was responsible for a decline in revenues of 0.5 percent or \$4.4 million.

### Gross profit margins

In 2016, gross profit margins attained a level of 32.7 percent of revenue versus 32.3 percent reached in 2015. While volumes advanced by 6.8 percent in 2016, gross profit only grew by 4.5 percent from \$257.8 million in 2015 to \$269.3 million in the present year, resulting in a reduction in EPS of 7.0 cents. Temporary capacity constraints in specialty films as well as modified atmosphere packaging resulted in added expense as production schedules could not be fully optimized and volumes had to be supplemented by higher-cost purchased material. As the year ended, the Company's sophisticated 13-layer coextrusion production line at its Winnipeg modified atmosphere packaging facility was declared commercial which should greatly ease the constraints in capacity experienced in 2016. Furthermore, manufacturing variances were elevated due to the technical challenges that had to be overcome in the launch of new products and processes across a number of the Company's product lines. As more experience is gained and best practices are developed, these

## MANAGEMENT'S DISCUSSION AND ANALYSIS

variances will abate considerably over time as the operations group continues to focus on improvement in these areas.

Wipak's raw material index, which represents the weighted cost of a basket of the Company's eight principal raw materials, fell 5.6 percent, on average, during the past year. However, the change in raw material pricing was inconsistent amongst the different materials within the index with certain resins, such as polypropylene where supply was tight, experiencing price inflation while others such as polyethylene or nylon exhibited some level of deflation. As 2016 came to a close, with pressure coming from rising oil prices, the trend in raw material pricing was decidedly upward.

Raw Material Index	2016	2015	2014
Average annual index: weighted cost of a basket of Wipak's eight principal raw materials, where base year 2001 = 100	139.7	148.0	177.0
(Decrease) increase in index compared to prior year	(5.6%)	(16.4%)	1.4%

### Expenses

Operating expenses, exclusive of foreign exchange impacts, increased by only 4.8 percent from the prior year in contrast to the expansion in sales volume of 6.8 percent, resulting in an addition to EPS of 2.5 cents. With the moderate incline in the Company's share price during the current year versus the nearly 40 percent surge which occurred in the previous year, the result was a significant reduction in share-based incentive expenses. This, when combined with a one-time \$1,000 CAD 40th anniversary payment made to each of the Company's over 2,200 employees in the third quarter of 2015, was more than enough to offset increases in research, technical and pre-production costs primarily related to new products and processes. On the other hand, a larger proportion of net income attributable to non-controlling interests and a higher average income tax rate subtracted 2.0 cents and 1.5 cents from EPS respectively.

Foreign Exchange	2016	2015	2014
Year-end exchange rate of CDN dollar to US dollar	0.739	0.722	0.860
Year-end exchange rate of US dollar to CDN dollar	1.354	1.385	1.162
Appreciation (depreciation) of CDN dollar vs. US dollar year-end exchange rate compared to the prior year	2.4%	(16.0%)	(7.9%)
Average exchange rate of CDN dollar to US dollar	0.751	0.789	0.910
Average exchange rate of US dollar to CDN dollar	1.332	1.267	1.099
Depreciation of CDN dollar vs. US dollar average exchange rate compared to the prior year	(4.8%)	(13.3%)	(6.4%)

Wipak utilizes the US currency as both its reporting and functional currency. However, with more than half of its production capacity located in Canada, it is exposed to foreign exchange risks and records foreign currency differences on transactions and translations denominated in Canadian dollars as well as other foreign currencies. With a small production facility located in Mexico, the Company is also exposed to foreign exchange risks on costs denominated in Mexican pesos but these are negligible.

Foreign exchange had a favorable impact on EPS of approximately 5.0 cents in 2016 compared to the prior year. Approximately 10 percent of revenues and 20 percent of costs in the current year were denominated in Canadian dollars. The net outflow of Canadian dollars exposes Wipak to transaction differences arising from exchange rate fluctuations. The depreciation in the average exchange rate of the Canadian dollar in relation to the US dollar in 2016 increased EPS by approximately 2.5 cents compared to 2015. Although there were losses realized on the maturation of foreign exchange contracts entered into as part of the Company's foreign exchange policy, these were minimal in the current year compared to much larger losses in 2015, which resulted in a further boost to EPS of 2.5 cents in 2016 versus the previous year.





## Summary of quarterly results

Thousands of US dollars, except earnings per share (EPS) amounts (cents)

Quarter ended	2016			Quarter ended	2015		
	Revenue	Net income*	EPS		Revenue	Net income*	EPS
March 27	198,154	26,564	41	March 29	199,440	22,463	35
June 26	204,129	25,166	39	June 28	198,257	26,845	41
September 25	204,699	24,036	37	September 27	193,726	22,305	34
December 25	215,550	28,578	44	December 27	205,746	27,635	43
	<b>822,532</b>	<b>104,344</b>	<b>161</b>		<b>797,169</b>	<b>99,248</b>	<b>153</b>

\*attributable to equity holders of the Company

Various factors affect timing of the Company's earnings during the course of a year. Typically, seasonal factors contribute to stronger revenue and net income in the second and fourth quarters compared to the first and third quarters. Factors influencing seasonal trends are the higher demand for certain food products in advance of the summer season and the greater number of holidays in the fourth quarter. During the third quarter, revenue and net income are typically lower due to reduced order levels and plant maintenance shutdowns scheduled to coincide with the summer. Sudden and substantial changes in the rate of exchange between the Canadian and US dollars from one quarter to another may cause revenue and net income to vary from the historic trend. Similarly, sudden and significant changes in the cost of raw materials consumed from one quarter to another can be expected to increase or decrease net income in a manner that does not conform to the normal pattern. Furthermore, unexpected adverse weather conditions could influence the supply and price of raw materials or customer order levels, and the timing of startup of new manufacturing equipment can cause revenue and net income to depart from established trends.

The historical pattern essentially held true for both 2016 and 2015 except that the first quarter net income was higher in 2016, as this was the only quarter in 2016 with falling raw material prices which supplemented gross profit margins. In addition, third quarter revenues were elevated in the current year due primarily to timing of specialty beverage container shipments. The first quarter of 2015 saw slightly stronger revenue performance than normal but the deviation from historical norms was minimal.

## Cash Flow, Liquidity and Capital Resources

At December 25, 2016, Wapak's cash and cash equivalents balance climbed to \$211.2 million, advancing by \$46.2 million from a year prior. This increase resulted from cash provided by operating activities of \$126.0 million less disbursements for investing activities of \$72.7 million and financing activities of \$7.1 million.

### Operating activities

Cash from operating activities amounted to \$126.0 million. A notable improvement of \$12.6 million was realized in cash generated from operating activities before changes in working capital which totaled \$191.6 million. This was offset in part by a further investment in working capital for the current year of \$20.1 million. Trade and other receivables and inventories advanced by \$16.3 million and \$7.0 million respectively, and were influenced by the growth in sales volumes of 6.8 percent. Furthermore, trade receivables were also impacted by extended payment terms at certain customers as part of contract negotiations while inventories rose in response to a rise in raw material costs at the end of the year compared to the start. Income tax payments reached \$44.5 million, up significantly from the previous year by \$18.0 million due to greater tax installments mandated by higher income levels. Finally, employee defined benefit plan contributions of \$1.5 million were funded during the year. The Company remains well funded with regard to its defined benefit pension plans, with gross pension assets totalling over \$85 million and a net unfunded liability of only \$2.5 million on an accounting basis.

### Investing activities

Investing activities in the current year totaled \$72.7 million, of which plant and equipment additions represented \$72.2 million. These expenditures were at an all-time high for Wapak as the Company embarked on two significant building expansions in Sauk Village, Illinois and Senoia, Georgia totaling approximately \$25 million. In addition, a substantial investment was made in the latest extrusion and printing technology to support the continued advancement of organic volume growth, a consistent pillar of the corporate strategy for the past decade. This included a state-of-the-art cast coextrusion line at the modified atmosphere packaging facility in Winnipeg which became commercial in the fourth quarter and represented the largest single equipment project ever undertaken by Wapak, both in monetary value and complexity. It provides a solid foundation to grow that part of the business for years to come. Capital in progress at December 25, 2016 totaled \$53.8 million, with the two building expansions initiated in the current year, slated for completion in the first and second quarters of 2017. Over the long term, Wapak's expenditures for equipment enhancements in maintaining existing capacity have averaged approximately 2 percent of revenue.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### *Financing activities*

Financing activities in 2016 consisted of dividends to common shareholders of \$5.9 million and a dividend payment of \$1.2 million to a non-controlling interest in a subsidiary. A regular quarterly dividend of \$0.03 Canadian has been paid consistently since the third quarter of 2007 when it was doubled. In general, it has been the philosophy of the Company to re-invest a significant portion of earnings back into the business to promote substantial organic growth rather than pay sizeable dividends to shareholders. However, in recent years, the cash balance has swelled and as a result, in October 2015, a special dividend of \$73.8 million (\$97.5 million Canadian) was paid to common shareholders and in 2014, a special dividend of \$58.5 million (\$65.0 million Canadian) was also declared. The Board of Directors of Winpak does not have any specific plans regarding the declaration of special dividends in future years but will make decisions in this regard as circumstances arise.

### *Resources*

Investments to drive growth can be sizeable, requiring substantial financial resources. A range of funding alternatives is available including cash and cash equivalents, cash flow provided by operations, additional debt, issuance of equity or a combination thereof. An informal investment grade credit rating allows the Company access to relatively low interest rates on debt. The Company currently has operating lines of \$38 million, which are believed adequate for liquidity purposes. None of the lines were utilized as at December 25, 2016. Based on formal and informal discussions with various financial institutions, Winpak believes that additional credit can be arranged from banks and other major lenders as the need arises. The Company is confident that all 2017 requirements for capital expenditures, working capital, and dividend payments can be financed from cash resources, cash provided by operating activities and unused credit facilities.

### Risks and Financial Instruments

The Company recognizes that net income is exposed to changes in market interest rates, foreign exchange rates, prices of raw materials and risks regarding the financial condition of customers and financial counterparties. These market conditions are regularly monitored and actions are taken, when appropriate, according to Winpak's policies established for the purpose. Despite the methods employed to manage these risks, future fluctuations in interest rates, foreign exchange rates, raw material costs and counterparty financial condition can be expected to impact net income.

Winpak's policy regarding interest expense is to fix interest rates on between one- and two-thirds of any long-term debt outstanding. The Company may enter into derivative contracts or fixed-rate debt to minimize the risk associated with interest rate fluctuations. For the past seven years, Winpak has not had any long-term debt outstanding.

With respect to foreign exchange risk, Winpak employs hedging programs to minimize risks associated with changes in the value of the Canadian dollar relative to the US dollar. To the extent possible, the Company maximizes natural currency hedging by matching inflows from revenue in a currency with outflows of costs and expenses denominated in the same currency. For the remaining exposure, the Company's foreign exchange policy requires that between 50 and 80 percent of the Company's net requirement of Canadian dollars for the ensuing 9 to 15 months will be hedged at all times with forward or zero-cost option contracts. The Company may also enter into forward foreign currency contracts when equipment purchases will be settled in other foreign currencies. Purchases of foreign exchange products for the purpose of speculation are not permitted. Transactions are only conducted with certain approved Schedule I Canadian financial institutions.

Significant fluctuations in foreign exchange rates represent a material exposure for the Company's financial results. Hedging programs employed may mitigate a portion of exposures to short-term fluctuations in foreign currency exchange rates. However, the Company's financial results over the long-term will inevitably be affected by sizeable changes in the value of the Canadian dollar relative to the US dollar. Winpak estimates that each time the exchange rate strengthens or weakens by one Canadian cent against the US dollar, net income, with respect to transaction differences, will decrease or increase, respectively, by approximately three-quarters of a US cent per share.

During 2016, certain foreign currency forward contracts matured and the Company realized pre-tax foreign exchange losses of \$0.6 million. As at December 25, 2016, the Company had US to CDN dollar foreign currency forward contracts outstanding with notional amounts of \$23.0 million. The pre-tax unrealized foreign exchange loss on these contracts of less than \$0.1 million was recorded in other comprehensive income.

Winpak has not participated in any derivatives market for raw materials. Winpak is not aware of any instrument that fully mitigates fluctuations in raw material costs over the long term. To manage this risk, Winpak has entered into formal selling price-indexing agreements with certain customers whereby changes in raw material prices are reflected in selling price adjustments, albeit with a slight time lag. For 2016, approximately 69 percent of Winpak's revenues were governed by selling price-indexing agreements. For all other customers, the Company responds to changes in raw material costs by adjusting selling prices on a customer-by-customer basis. However, market conditions can have an impact on these price adjustments such that the combined impact of selling price adjustments and changes in raw material costs can be significant to Winpak's net income.

Credit risk arises from cash and cash equivalents held with banks, derivative financial instruments (foreign currency forward and option contracts), as well as credit exposure to customers, including outstanding accounts receivable. The Company assesses the credit quality of counterparties, taking into account their financial position, past experience and other factors. Management regularly monitors customer credit limits, performs credit reviews and, in certain cases, insures accounts receivable balances against credit losses. The Company invests its excess cash on a short-term basis, to a maximum of six months, with financial institutions and/or governmental bodies that must be rated AA rated 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 Canadian federal or provincial government. Nonetheless, unexpected deterioration in the financial condition of a counterparty can have a negative impact on the Company's net income in the case of default.

The Company enters into contractual obligations in the normal course of business operations. These obligations, as at December 25, 2016, are summarized below.

Contractual Obligations	Payment due, by period (thousands of US dollars)				
	Total	1 year	2 - 3 years	4 - 5 Years	After 5 years
Operating leases	2,222	973	1,092	157	-
Purchase obligations	26,766	26,766	-	-	-
Total contractual obligations	28,988	27,739	1,092	157	-

## Accounting Policy Changes

### Future Accounting Changes

As more fully described in Note 6 to the Consolidated Financial Statements, three new accounting standards have been issued, IFRS 9 "Financial Instruments", IFRS 15 "Revenue from Contracts with Customers" and IFRS 16 "Leases". IFRS 9 and IFRS 15 are effective for annual periods beginning on or after January 1, 2018 while IFRS 16 is effective for annual periods beginning on or after January 1, 2019. The Company is currently assessing the impact of these new standards and does not intend to early adopt these standards in its consolidated financial statements.

In addition, amendments to IAS 7 "Statement of Cash Flows" were issued in January 2016 and IFRIC Interpretation 22 "Foreign Currency Transactions and Advance Consideration" was issued in December 2016. These are effective for annual periods beginning on or after January 1, 2017 and January 1, 2018 respectively. While the Company is currently assessing the impact of these changes, management does not expect them to have a significant impact on the Company's consolidated financial statements and does not intend to early adopt them.

## Looking Forward

Following a strong finish to 2016, the Company remains optimistic as it enters 2017 in terms of volume and earnings advancement. Winpak continues its strategic focus on organic growth with opportunities in the sales pipeline progressing on the road to new revenue for the corporation. In particular, additional business from North America's major food processors continue to bear fruit as these companies gain increased confidence in Winpak's capabilities and become entrenched in the outstanding customer service for which the Company has become known. From a raw material standpoint, the prices of many of the Company's widely used resins have escalated as of late due to tightness in supply and the rise of world oil prices and while the future is uncertain, the near term trend is decidedly upward. This should not have a significant impact on gross profit margins as nearly 70 percent of the Company's revenues are indexed to the price of raw materials, albeit with an approximate 90-day time lag. As in 2016, the Company will remain focused on improving operational performance, particularly in those areas where capacity constraints have presented challenges and where new products and processes require more experience to optimize production. Of note, the massive cast coextrusion line at the Company's modified atmosphere packaging plant in Winnipeg was declared commercial in the fourth quarter of the year and 2017 will see added refinements and enhancements to further improve its operation. Capital spending for 2017 is expected to be diminished from the record-high level experienced in the current year to an amount of between \$55 to \$65 million, as the majority of the work on the building expansions at the Company's specialty film operations in Senoia, Georgia and its rigid container facility in Sauk Village, Illinois has been completed. The Company will continue to invest in organic growth opportunities while pursuing acquisition prospects that fit strategically with Winpak's core competencies in sophisticated packaging for food, beverage and healthcare applications. With Winpak's solid financial footing, it has the resources at its disposal to complete an acquisition when the proper strategic fit and price are present to provide long-term shareholder value.

## Critical Accounting Estimates and Judgments

The Company believes the following accounting estimates and judgments are critical to determining and understanding the operating results and the financial position of the Company.

*Employee benefit plans* – Accounting for employee benefit plans requires the use of actuarial assumptions. The assumptions include the discount rate, expected rate of return on plan assets, rate of compensation increase, mortality rate and healthcare costs. These assumptions depend on underlying factors such as economic conditions, government regulations, investment performance and employee demographics. These assumptions could change in the future and may result in material adjustments to employee benefit plan assets or liabilities.

*Impairment of property, plant and equipment and intangible assets* – An integral component of impairment testing is determining the asset's recoverable amount. The determination of the recoverable amount involves significant management judgment, including projections of future cash flows and

## MANAGEMENT'S DISCUSSION AND ANALYSIS

appropriate discount rates. The cash flows are derived from the financial forecast for the next five years and do not include restructuring activities that the Company is not yet committed to or significant future investments that will enhance the asset's performance of the cash-generating unit (CGU) being tested. Qualitative factors, including market presence and trends, strength of customer relationships, strength of local management, strength of debt and capital markets, and degree of variability in cash flows, as well as other factors, are considered when making assumptions with regard to future cash flows and the appropriate discount rate. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes. A change in any of the significant assumptions or estimates could result in a material change in the recoverable amount. The company has eight CGUs, of which the carrying values for two include goodwill and must be tested for impairment annually.

*Aggregation of operating segments* – judgment is applied in aggregating operating segments into a reportable segment. Aggregation occurs when the operating segments have similar economic characteristics and have similar products, production processes, types of customers, and distribution methods.

### Disclosure Controls and Internal Controls

#### *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 and effectiveness 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 and operating effectively as of December 25, 2016 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 Canadian generally accepted accounting principles. 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 and testing of the effectiveness 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 and operating effectively as of December 25, 2016 to provide reasonable assurance that the financial information being reported is materially accurate. During the fourth quarter ended December 25, 2016, there have been no changes in 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.

### Other

Additional information relating to the Company is available on SEDAR at [www.sedar.com](http://www.sedar.com), including the Annual Information Form dated February 16, 2017.

## REPORTING

### Management's Report to the Shareholders

The accompanying consolidated financial statements, management's discussion and analysis (MD&A) and other information in the Annual Report are the responsibility of management. The consolidated financial statements have been prepared by management and include the selection of appropriate accounting principles, judgments and estimates necessary to prepare these statements in accordance with International Financial Reporting Standards. The MD&A and financial information contained in this Annual Report are consistent with the consolidated financial statements.

To provide reasonable assurance that assets are safeguarded and that relevant and reliable financial information is being reported, management has developed and maintains a system of internal controls. An integral part of the system is the requirement that employees maintain the highest standard of ethics in their activities. Business reviews and internal audits are performed by corporate executives and an internal audit team to evaluate internal controls, systems and procedures.

The Board of Directors, acting through the Audit Committee, is responsible for determining that management fulfills its responsibilities in the preparation of the consolidated financial statements and MD&A, and in the financial control of operations. The Board recommends the appointment of the independent auditors to the shareholders. The Audit Committee meets regularly with financial management and the independent auditors to discuss internal controls, auditing matters and financial reporting issues and presents its findings to the Board. The Audit Committee reviews the consolidated financial statements, MD&A and material financial announcements with management and the external auditors prior to submission to the Board for approval.

The consolidated financial statements have been audited on behalf of the shareholders by the independent external auditors, KPMG LLP, whose report follows.



B.J. Berry  
President and Chief Executive Officer  
Winnipeg, Canada  
February 16, 2017



K.P. Kuchma  
Vice President and Chief Financial Officer  
Winnipeg, Canada  
February 16, 2017

### Auditors' Report to the Shareholders

#### Independent Auditors' Report

##### To the Shareholders of Winpak Ltd.

We have audited the accompanying consolidated financial statements of Winpak Ltd. and its subsidiaries, which comprise the consolidated balance sheets as at December 25, 2016 and December 27, 2015 and the consolidated statements of income, comprehensive income, changes in equity, and cash flows for the years then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

##### Management's responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

##### Auditors' responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

##### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Winpak Ltd. as at December 25, 2016 and December 27, 2015 and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards.



Chartered Professional Accountants  
February 16, 2017  
Winnipeg, Canada

## CONSOLIDATED STATEMENTS OF INCOME

Years ended December 25, 2016 and December 27, 2015

(thousands of US dollars, except per share amounts)

	Note	2016	2015
Revenue		822,532	797,169
Cost of sales		(553,233)	(539,347)
Gross profit		269,299	257,822
Sales, marketing and distribution expenses		(63,247)	(59,823)
General and administrative expenses		(27,979)	(32,236)
Research and technical expenses		(17,168)	(15,362)
Pre-production expenses		(1,439)	(1,158)
Other expenses	9	(1,669)	(1,916)
<b>Income from operations</b>		<b>157,797</b>	<b>147,327</b>
Finance income	10	670	342
Finance expense	10	(453)	(392)
Income before income taxes		158,014	147,277
Income tax expense	11	(49,813)	(45,474)
<b>Net income for the year</b>		<b>108,201</b>	<b>101,803</b>
<b>Attributable to:</b>			
Equity holders of the Company		104,344	99,248
Non-controlling interests		3,857	2,555
		<b>108,201</b>	<b>101,803</b>
<b>Basic and diluted earnings per share - cents</b>	22	<b>161</b>	<b>153</b>

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Years ended December 25, 2016 and December 27, 2015

(thousands of US dollars)

		2016	2015
<b>Net income for the year</b>		<b>108,201</b>	<b>101,803</b>
<u>Items that will not be reclassified to the statements of income:</u>			
Cash flow hedge losses recognized		(3)	(652)
Cash flow hedge losses transferred to property, plant and equipment		19	4
Employee benefit plan remeasurements	17	2,516	1,743
Income tax effect	11	(847)	(470)
		<b>1,685</b>	<b>625</b>
<u>Items that are or may be reclassified subsequently to the statements of income:</u>			
Cash flow hedge gains (losses) recognized		961	(3,728)
Cash flow hedge losses transferred to the statements of income	9	626	2,976
Income tax effect	11	(424)	201
		<b>1,163</b>	<b>(551)</b>
<b>Other comprehensive income for the year - net of income tax</b>		<b>2,848</b>	<b>74</b>
<b>Comprehensive income for the year</b>		<b>111,049</b>	<b>101,877</b>
<b>Attributable to:</b>			
Equity holders of the Company		107,192	99,322
Non-controlling interests		3,857	2,555
		<b>111,049</b>	<b>101,877</b>

See accompanying notes to consolidated financial statements.



## CONSOLIDATED BALANCE SHEETS

(thousands of US dollars)

	Note	December 25 2016	December 27 2015
<b>Assets</b>			
<b>Current assets:</b>			
Cash and cash equivalents	12	211,225	165,027
Trade and other receivables	13	124,148	107,805
Income taxes receivable		564	2,050
Inventories	14	103,516	96,498
Prepaid expenses		3,024	3,411
Derivative financial instruments		308	40
		<u>442,785</u>	<u>374,831</u>
<b>Non-current assets:</b>			
Property, plant and equipment	15	409,147	369,436
Intangible assets	16	14,501	14,745
Employee benefit plan assets	17	6,721	5,723
Deferred tax assets	18	1,060	1,408
		<u>431,429</u>	<u>391,312</u>
<b>Total assets</b>		<u>874,214</u>	<u>766,143</u>
<b>Equity and Liabilities</b>			
<b>Current liabilities:</b>			
Trade payables and other liabilities	19	71,448	68,534
Income taxes payable		6,226	10,569
Derivative financial instruments		348	1,683
		<u>78,022</u>	<u>80,786</u>
<b>Non-current liabilities:</b>			
Employee benefit plan liabilities	17	9,253	8,885
Deferred income		15,424	14,071
Provisions		760	760
Deferred tax liabilities	18	43,486	38,250
		<u>68,923</u>	<u>61,966</u>
<b>Total liabilities</b>		<u>146,945</u>	<u>142,752</u>
<b>Equity:</b>			
Share capital	21	29,195	29,195
Reserves	21	(29)	(1,208)
Retained earnings		676,478	576,359
<b>Total equity attributable to equity holders of the Company</b>		<u>705,644</u>	<u>604,346</u>
<b>Non-controlling interests</b>		<u>21,625</u>	<u>19,045</u>
<b>Total equity</b>		<u>727,269</u>	<u>623,391</u>
<b>Total equity and liabilities</b>		<u>874,214</u>	<u>766,143</u>

See accompanying notes to consolidated financial statements.

On behalf of the Board:

  
Director

  
Director

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(thousands of US dollars)

	Attributable to Equity Holders of the Company						
	Note	Share Capital	Reserves	Retained Earnings	Total	Non-Controlling Interests	Total Equity
<b>Balance at December 29, 2014</b>		29,195	(641)	555,697	584,251	17,136	601,387
<b>Comprehensive (loss) income for the year</b>							
Cash flow hedge losses, net of tax		-	(2,752)	(632)	(3,384)	-	(3,384)
Cash flow hedge losses transferred to the statements of income, net of tax		-	2,181	-	2,181	-	2,181
Cash flow hedge losses transferred to property, plant and equipment		-	4	-	4	-	4
Employee benefit plan remeasurements, net of tax		-	-	1,273	1,273	-	1,273
<b>Other comprehensive (loss) income</b>		-	(567)	641	74	-	74
<b>Net income for the year</b>		-	-	99,248	99,248	2,555	101,803
<b>Comprehensive (loss) income for the year</b>		-	(567)	99,889	99,322	2,555	101,877
<b>Dividends</b>	21	-	-	(79,227)	(79,227)	(646)	(79,873)
<b>Balance at December 27, 2015</b>		29,195	(1,208)	576,359	604,346	19,045	623,391
<b>Balance at December 28, 2015</b>		29,195	(1,208)	576,359	604,346	19,045	623,391
<b>Comprehensive income for the year</b>							
Cash flow hedge gains, net of tax		-	745	-	745	-	745
Cash flow hedge losses transferred to the statements of income, net of tax		-	415	-	415	-	415
Cash flow hedge losses transferred to property, plant and equipment		-	19	-	19	-	19
Employee benefit plan remeasurements, net of tax		-	-	1,669	1,669	-	1,669
<b>Other comprehensive income</b>		-	1,179	1,669	2,848	-	2,848
<b>Net income for the year</b>		-	-	104,344	104,344	3,857	108,201
<b>Comprehensive income for the year</b>		-	1,179	106,013	107,192	3,857	111,049
<b>Dividends</b>	21	-	-	(5,894)	(5,894)	(1,277)	(7,171)
<b>Balance at December 25, 2016</b>		29,195	(29)	676,478	705,644	21,625	727,269

See accompanying notes to consolidated financial statements.



## CONSOLIDATED STATEMENTS OF CASH FLOWS

Years ended December 25, 2016 and December 27, 2015

(thousands of US dollars)

	Note	2016	2015
<b>Cash provided by (used in):</b>			
<b>Operating activities:</b>			
Net income for the year		108,201	101,803
Items not involving cash:			
Depreciation	15	35,054	32,836
Amortization - deferred income		(1,536)	(1,559)
Amortization - intangible assets	16	666	602
Employee defined benefit plan expenses	17	3,219	3,190
Multiemployer defined benefit pension plan withdrawal liability settlement gain	9, 17	-	(1,815)
Net finance (income) expense	10	(217)	50
Income tax expense	11	49,813	45,474
Other		(3,552)	(1,565)
Cash flow from operating activities before the following		191,648	179,016
Change in working capital:			
Trade and other receivables		(16,343)	4,649
Inventories		(7,018)	4,088
Prepaid expenses		387	933
Trade payables and other liabilities		2,874	(294)
Provisions		-	(4,467)
Employee defined benefit plan contributions	17	(1,532)	(1,681)
Income tax paid		(44,491)	(26,456)
Interest received		549	253
Interest paid		(67)	(21)
Net cash from operating activities		126,007	156,020
<b>Investing activities:</b>			
Acquisition of plant and equipment - net		(72,240)	(53,678)
Acquisition of intangible assets	16	(430)	(303)
		(72,670)	(53,981)
<b>Financing activities:</b>			
Dividends paid	21	(5,862)	(80,127)
Dividend paid to non-controlling interests in subsidiary		(1,277)	(646)
		(7,139)	(80,773)
<b>Change in cash and cash equivalents</b>		46,198	21,266
<b>Cash and cash equivalents, beginning of year</b>		165,027	143,761
<b>Cash and cash equivalents, end of year</b>	12	211,225	165,027

See accompanying notes to consolidated financial statements.



(thousands of US dollars, unless otherwise indicated)

### 1. General:

Wapak Ltd. is incorporated under the Canada Business Corporations Act. The Company manufactures and distributes high-quality packaging materials and related packaging machines. The Company's products are used primarily for the packaging of perishable foods, beverages and in healthcare applications. The address of the Company's registered office is 100 Saulteaux Crescent, Winnipeg, Manitoba, Canada R3J 3T3. The ultimate controlling party of Wapak Ltd. is Wihuri International Oy of Helsinki, Finland, a privately held company.

### 2. Basis of presentation:

The Company prepares its consolidated financial statements in accordance with Canadian generally accepted accounting principles as set out in Part 1 of the Handbook of the Chartered Professional Accountants (CPA) of Canada. 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 2016 and 2015 fiscal years comprised 52 weeks.

The Company's functional and reporting currency is the US dollar. The US dollar is the reporting currency as more than three-quarters of the Company's business is conducted in US dollars and therefore management believes this increases transparency by significantly reducing volatility of reported results due to fluctuations in the rate of exchange between the Canadian and US currencies.

The consolidated financial statements have been prepared under the historical-cost convention, except that certain financial instruments, employee benefit plans and share-based payments are stated at their fair value.

The consolidated financial statements were approved by the Board of Directors on February 16, 2017.

### 3. Accounting standards implemented in 2016:

The following accounting standards came into effect in 2016 and were implemented by the Company where applicable:

(a) *Property, plant and equipment and intangibles:*

The amendments to IAS 16 "Property, Plant and Equipment" and IAS 38 "Intangible Assets" prohibit the use of revenue-based depreciation for plant and equipment and significantly limit the use of revenue-based amortization for intangible assets. These amendments were implemented with prospective application and had no impact on the Company's consolidated financial statements.

(b) *Financial statement presentation:*

The amendments to IAS 1 "Presentation of Financial Statements" were issued as part of the IASB's major initiative to improve presentation and disclosure in financial reports. These amendments had no significant impact on the Company's consolidated financial statements.

### 4. Significant accounting policies:

(a) *Principles of consolidation:*

The consolidated financial statements include the accounts of the Company, its wholly-owned subsidiaries: Wapak Portion Packaging Ltd.; Wapak Heat Seal Packaging Inc.; Wapak Holdings Ltd.; Wapak Inc.; Wapak Films Inc.; Wapak Portion Packaging, Inc.; Wapak Lane, Inc.; Wapak Heat Seal Corporation; Grupo Wapak de Mexico, S.A. de C.V.; Embalajes Wapak de Mexico, S.A. de C.V.; and Administracion Wapak de Mexico, S.A. de C.V.; and its majority-owned subsidiary American Biaxis Inc. Subsidiaries are entities controlled by the Company. The Company controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is obtained until the date that control ceases. The financial statements of all subsidiaries are prepared as of the same reporting date using consistent accounting policies. All inter-company balances and transactions, including any unrealized income arising from inter-company transactions have been eliminated.

(b) *Business combinations:*

Business combinations are accounted for using the acquisition method of accounting. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities assumed from the former owners of the acquiree and the equity interests issued by the Company. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition costs incurred are expensed and included in general and administrative expenses. Any contingent consideration to be transferred by the acquirer will be recognized at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration which is deemed to be an asset or liability will be recognized in accordance with IAS 39 in the statement of income.

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any non-controlling interest. Goodwill is initially measured as the excess of the aggregate of the consideration transferred over the net identifiable assets acquired and liabilities assumed. If this consideration is less than the fair value of the net assets of the subsidiary acquired, the difference is recognized directly in the statement of income.



*(c) Non-controlling interests:*

Winpak Ltd. owns 51 percent of the equity interest in American Biaxis Inc., a subsidiary located in Winnipeg, Manitoba, Canada. Non-controlling interests represent the remaining 49 percent equity interest owned by third parties. The share of net assets attributable to non-controlling interests is presented as a component of equity. Their share of net income and other comprehensive income is recognized directly in equity.

*(d) Foreign currency translation:*

The financial statements for the Company and its subsidiaries are prepared using their functional currency, that being the US dollar. The functional currency is the currency of the primary economic environment in which the Company and its subsidiaries operate. Foreign currency transactions are translated into the functional currency using exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the exchange rate at that date. Foreign currency differences arising on translation are recognized directly to the statement of income. Non-monetary assets and liabilities arising from transactions in foreign currencies are translated to the functional currency at the exchange rate prevailing at the date of the transaction.

*(e) Revenue:*

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns, rebates and discounts. Revenue is recognized when the risks and rewards of ownership have transferred to the customer. No revenue is recognized if there are significant uncertainties regarding recovery of the consideration due, the costs incurred or to be incurred cannot be measured reliably, or there is continuing management involvement with the goods.

*(f) Research and technical expenses:*

Research and technical expenses are expensed in the period in which the costs are incurred.

*(g) Government grants/tax credits:*

Grants/tax credits from government are recognized at their fair value when there is a reasonable assurance that the grant/tax credit will be received and/or earned and any specified conditions will be met.

Grants/tax credits received in relation to the purchase and construction of plant and equipment are included in non-current liabilities as deferred income and are credited to the statement of income on a straight-line basis over the estimated useful life of the related asset. Grants/tax credits received in relation to research and development activities and labor creation programs are recorded to reduce these costs when it is determined there is reasonable assurance the grants/tax credits will be realized.

*(h) Leases:*

Rental income received from packaging machine operating leases is recognized on a straight-line basis over the term of the corresponding lease.

Payments made under operating leases are recognized in the statement of income on a straight-line basis over the term of the lease, while any lease incentive received is recognized as a reduction of the total lease expense, over the term of the lease.

*(i) Inventories:*

Inventories are stated at the lower of cost and net realizable value. The cost of inventories is based on the first-in first-out principle and includes expenditures incurred in acquiring the inventories and bringing them to their existing location and condition. In the case of manufactured inventories, cost includes an appropriate share of variable and fixed overheads based on normal operating capacity. Any excess, unallocated, fixed overhead costs are expensed as incurred. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

*(j) Cash and cash equivalents:*

Cash and cash equivalents include cash on hand, cash invested in interest-bearing money market accounts and short-term deposits with maturities of less than three months. Cash equivalents are all highly liquid investments. Bank overdrafts are shown within current liabilities. Bank overdrafts that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents for the purpose of the statement of cash flows.

*(k) Property, plant and equipment:*

Property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses. All costs directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management are included in the carrying value of the asset. When the Company has a legal or constructive obligation to restore a site on which an asset is located either through make-good provisions in lease agreements or decommissioning of environmental risks, the present value of the estimated costs of dismantling and removing the asset and restoring the site are included in the carrying value of the asset with a corresponding increase to provisions. Borrowing costs directly attributable to the acquisition, construction or production of qualifying property, plant and equipment that takes an extended period of time to be placed into service are added to the cost of the assets, until such time as the assets are substantially ready for their intended use. See note 4(o) on impairment.

When parts of an item of plant and equipment have different useful lives, they are accounted for as separate items (major components). The cost of replacing a component of an item of plant and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits of the item will occur and its cost can be measured reliably. The costs of day-to-day maintenance of plant and equipment are recognized directly in the statement of income.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Depreciation is computed using the straight-line method over the estimated useful lives of the assets, commencing the date the assets are ready for use as follows:

Buildings	20 - 40 years	Equipment	4 - 20 years	Packaging machines	3 - 7 years
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Depreciation methods, useful lives and residual values are reassessed annually or more frequently when there is an indication that they have changed.

The gain or loss on the retirement of an item of property, plant and equipment is the difference between the net sale proceeds and the carrying amount of the asset and is recognized in the statement of income.

*(l) Pre-production expenses:*

Pre-production costs relating to installations of major new production equipment are expensed in the period in which incurred.

*(m) Intangible assets:*

Intangible assets are stated at cost less accumulated amortization and accumulated impairment losses. See note 4(o) on impairment. Computer software that is integral to a related item of hardware is included with plant and equipment. All other computer software is treated as an intangible asset. The cost of intangible assets acquired in an acquisition is the fair value at the acquisition date. The cost of separately acquired intangible assets, including computer software, comprises the purchase price and any directly attributable costs of preparing the asset for use. Amortization is computed using the straight-line method over the estimated useful lives of the assets, as follows:

Patents	8 - 17 years	Customer-related	10 years	Computer software	3 - 12 years
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*(n) Goodwill:*

Goodwill represents the excess of the consideration transferred over the Company's interest in the fair value of the net identifiable assets, including intangible assets, and liabilities of the acquiree at the date of acquisition. At the date of acquisition, goodwill is allocated to cash-generating units (CGUs) for the purpose of impairment testing. A CGU is the smallest group of assets that generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets. Goodwill is tested at least annually for impairment at the CGU level and is carried at cost less accumulated impairment losses (see note 4(o)).

*(o) Impairment:*

The carrying amount of the Company's property, plant and equipment and intangible assets (other than goodwill) are reviewed at each reporting date to determine whether there is any indication of impairment. Goodwill is tested for impairment annually or at any time if an indicator of impairment exists. If any such indication exists, the applicable asset's recoverable amount is estimated.

The recoverable amount of the Company's assets are calculated as the value-in-use, being the present value of future cash flows, using a pre-tax discount rate that reflects the current assessment of the time value of money, or the fair value less costs to sell, if greater. For an asset that does not generate largely independent cash flows, the recoverable amount is determined for the CGU to which it belongs. The Company bases its impairment calculation on detailed financial forecasts, which are prepared separately for each of the Company's CGUs to which the individual assets are allocated. These financial forecasts are generally covering a period of five years. For longer periods, a long-term growth rate is calculated and applied to project future cash flows after the fifth year.

An impairment loss is recognized whenever the carrying amount of an asset or its CGU exceeds its recoverable amount. Impairment losses are recognized in the statement of income. Impairment losses recognized in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the CGU and then, to reduce the carrying amount of other assets in the CGU on a pro rata basis. Impairment losses in respect of goodwill are not reversed. In respect of property, plant and equipment and intangible assets, an impairment loss is reversed if there has been an indication that an impairment loss recognized in prior periods may no longer exist or may have decreased. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been previously recognized.

*(p) Income taxes:*

Income tax expense comprises current and deferred tax. Income tax expense is recognized in the statement of income except to the extent that it relates to items recorded directly to other comprehensive income or equity, in which case it is recognized directly in other comprehensive income or equity, respectively.

Current income tax comprises the expected income tax payable or receivable on the taxable income or loss for the period, using income tax rates enacted or substantively enacted in the jurisdictions the Company is required to pay income tax at the reporting date, and any adjustments to income taxes payable or receivable in respect of previous periods. Current income tax is adjusted by changes in deferred tax assets and liabilities attributable to temporary differences between the tax bases of assets and liabilities and their carrying amounts in the financial statements, and by the availability of unused income tax losses.



Deferred tax is recognized using the balance sheet method in which temporary differences are calculated based on the carrying amounts of assets and liabilities for financial reporting purposes and the tax bases of assets and liabilities for income taxation purposes. Deferred tax is not recognized for the following temporary timing differences: the initial recognition for both goodwill and assets and liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable income; and differences relating to investments in subsidiaries to the extent that it is probable that they will not reverse in the foreseeable future. Deferred tax is measured at the income tax rates that are expected to be applied when the temporary difference reverses, that is, when the asset is realized or the liability is settled, based on the income tax laws that have been enacted or substantively enacted at the reporting date.

Deferred tax assets are recognized only to the extent that it is probable that future taxable income will be available against which the assets can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related income tax benefit will be realized.

Current tax assets and liabilities are offset when the Company and its subsidiaries have a legally enforceable right to offset the amounts and intend to either settle on a net basis, or to realize the asset and settle the liability simultaneously. Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balance on a net basis.

Management periodically evaluates positions taken in income tax returns with respect to situations in which applicable income tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to income tax authorities.

*(q) Employee benefit plans:*

The Company maintains four funded non-contributory defined benefit pension plans in Canada and the US and one funded non-contributory supplementary income postretirement plan for certain CDN-based executives. A market discount rate is used to measure the benefit obligations based on the yield of high quality corporate bonds denominated in the same currency in which the benefits are expected to be paid and with terms to maturity that, on average, match the terms of the benefit obligations. The cost of providing the benefits is actuarially determined using the projected unit credit method. Actuarial valuations are conducted, at a minimum, on a triennial basis with interim valuations performed as deemed necessary. Consideration is given to any event that could impact the benefit plan assets or obligation up to the balance sheet date where interim valuations are performed. For financial reporting purposes, the Company measures the benefit obligations and fair value of assets for the defined benefit plans as of the year-end date. The amount recognized in the balance sheet at each year-end reporting date represents the present value of the benefit obligation, reduced by the fair value of benefit plan assets. Any recognized asset or surplus is limited to the present value of economic benefits available in the form of any future refunds from the plan or reductions in future contributions. To the extent that there is uncertainty regarding entitlement to the surplus, no asset is recorded. Current service costs are charged to the statement of income and included in the same line items as the related compensation cost. The net finance cost is computed based on the application of the discount rate to the net defined benefit pension plan asset or liability at the start of the annual period, taking into account any anticipated changes during the upcoming year as a result of contributions and benefit payments and also reflects the impact of any pension plan asset ceiling adjustments. The net finance cost is shown within either finance income or finance expense within the statement of income depending on whether the defined benefit pension plan was in an asset or liability position at the start of the year. Remeasurements, which comprise actuarial gains and losses, the return on benefit plan assets and the effect of the pension plan asset ceiling adjustment, are recognized directly in equity within other comprehensive income. When the benefits of a plan are changed or when a plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognized immediately in the statement of income. The Company recognizes gains and losses on the settlement of a defined benefit plan when the settlement occurs in the statement of income. The Company's funding policy is in compliance with statutory regulations and amounts funded are deductible for income tax purposes.

One of the Company's subsidiaries maintains one unfunded contributory defined benefit postretirement plan for healthcare benefits for a limited group of US individuals. A market discount rate is used to measure the benefit obligation based on the yield of high quality corporate bonds denominated in the same currency in which the benefits are expected to be paid and with terms to maturity that, on average, match the terms of the benefit obligation. The cost of providing the benefits is actuarially determined using the projected unit credit method. The amount recognized in the balance sheet at each year-end reporting date represents the present value of the benefit obligation. Current service costs are charged to the statement of income as they accrue and are included in general and administrative expenses. Interest costs on the benefit obligation are charged to the statement of income as finance expense. Remeasurements are recognized directly in equity within other comprehensive income. When the benefits of the plan are changed or when the plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognized immediately in the statement of income.

The Company maintains seven defined contribution pension plans in Canada and the US. The pension expense charged to the statement of income for these plans is the annual funding contribution by the Company.

Termination benefits are recognized as an expense in the statement of income at the earlier of when the Company can no longer withdraw the offer of those benefits and when the Company recognizes costs for a restructuring.

Short-term benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A liability is recognized for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Company has a legal or constructive obligation to pay this amount as a result of past service provided by the employee.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### *(r) Provisions:*

A provision is recognized when there is a legal or constructive obligation as a result of a past event and it is probable that a future outlay of cash will be required to settle the obligation, and the amount can be reliably estimated. Provisions are determined by discounting the expected future cash flows at a pre-income tax rate that reflects the current market assessments of the time value of money and the risks specific to the obligation. When some or all of the monies required to settle a provision are expected to be recovered from a third party, the recovery is recognized as an asset when it is virtually certain that the recovery will be received.

When the Company has a legal or constructive obligation to restore a site on which an asset is located either through make-good provisions in lease agreements or decommissioning of environmental risks, the present value of the estimated costs of dismantling and removing the asset and restoring the site is recognized as a provision with a corresponding increase to the related item of property, plant and equipment. At each reporting date, the obligation is remeasured in line with changes in discount rates, estimated cash flows and the timing of those cash flows. Any changes in the obligation are added or deducted from the related asset. The change in the present value of the obligation due to the passage of time is recognized as a finance expense or finance income in the statement of income.

At each reporting date, other provisions are remeasured in line with changes in discount rates, estimated cash flows and the timing of those cash flows. Any changes in the provision are recognized in the statement of income. The change in the present value of the provision due to the passage of time is recognized as a finance expense or finance income in the statement of income.

### *(s) Financial assets and liabilities:*

Derivative financial instruments are measured at fair value, even when they are part of a hedging relationship. The Company's financial instruments are classified as follows: a) cash and cash equivalents - loans and receivables, b) trade and other receivables - loans and receivables, c) trade payables and other liabilities - other financial liabilities and d) derivative financial instruments - derivatives designated as effective hedges. All financial instruments, including derivatives, are included in the consolidated balance sheet and are measured at fair value except loans and receivables and other financial liabilities, which are measured at amortized cost. All changes in fair value are recorded to the statement of income unless cash flow hedge accounting is used, in which case changes in fair value are recorded in other comprehensive income to the extent the derivatives are deemed to be effective hedges.

### *(t) Derivative financial instruments:*

The Company operates principally in Canada and the United States, which gives rise to risks that its income and cash flows may be adversely impacted by fluctuations in foreign exchange rates. The Company enters into foreign currency forward contracts to manage foreign exchange exposures on anticipated labor, operating costs, plant and equipment expenditures, and dividend payments to be incurred in Canadian dollars and equipment expenditures to be incurred in other foreign currencies.

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

### *(u) Share-based payments:*

The Company maintains a share-based compensation plan, which provides restricted share units under the President's Incentive Plan. Units under the plan vest immediately, and are paid in cash during the fourth quarter of the third year or the first quarter of the fourth year after the date of grant based upon the quoted market value of the common shares of the Company on the day prior to the date of payment. The fair value of the units granted is recognized as a personnel expense, with a corresponding increase in liabilities, over the period that the units pertain. The liability is remeasured at each reporting date. Any changes in the fair value of the liability are recognized as a personnel expense in the statement of income.

### *(v) Earnings per share:*

Basic earnings per share are calculated by dividing the net income attributable to equity holders of the Company for the period by the weighted average number of common shares outstanding during the period. Diluted earnings per share are calculated on the same basis as there are no potentially dilutive common shares.

## 5. Critical accounting estimates and judgments:

The application of the Company's accounting policies requires management to use estimates and judgments that can have a significant effect on the revenues, expenses, comprehensive income, assets and liabilities recognized and disclosures made in the consolidated financial statements. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognized prospectively. The following areas require management's most critical estimates and judgments.

### *(a) Employee benefit plans:*

Accounting for employee benefit plans requires the use of actuarial assumptions. The assumptions include the discount rate, rate of compensation increase, mortality rate and healthcare costs. These assumptions depend on underlying factors such as economic conditions, government regulations and employee demographics. These assumptions could change in the future and may result in material adjustments to employee benefit plan assets or liabilities.





*(b) Impairment of property, plant and equipment and intangible assets:*

An integral component of impairment testing is determining the asset's recoverable amount. The determination of the recoverable amount involves significant management judgment, including projections of future cash flows and appropriate discount rates. The cash flows are derived from the financial forecast for the next five years and do not include restructuring activities that the Company is not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested. Qualitative factors, including market presence and trends, strength of customer relationships, strength of local management, strength of debt and capital markets, and degree of variability in cash flows, as well as other factors, are considered when making assumptions with regard to future cash flows and the appropriate discount rate. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes. A change in any of the significant assumptions or estimates could result in a material change in the recoverable amount. The Company has eight CGUs, of which the carrying values for two include goodwill and must be tested for impairment annually.

*(c) Aggregation of operating segments:*

Management applies judgment in aggregating operating segments into a reportable segment. Aggregation occurs when the operating segments have similar economic characteristics and have similar products, production processes, types of customers, and distribution methods.

## 6. Future accounting standards:

*(a) Financial instruments:*

IFRS 9 "Financial Instruments" was issued in November 2009, introducing new requirements for the classification and measurement of financial assets. IFRS 9 was amended in October 2010 to include requirements for the classification and measurement of financial liabilities and for derecognition. IFRS 9, which has yet to be adopted, retains but simplifies the mixed measurement model and establishes two primary measurement categories for financial assets: amortized cost and fair value. The basis of classification depends on an entity's business model and the contractual cash flow of the financial asset. Classification is made at the time the financial asset is initially recognized, namely when the entity becomes a party to the contractual provisions of the instrument. With regard to the measurement of financial liabilities designated as fair value through profit or loss, IFRS 9 requires that the amount of the change in the fair value of the financial liability, that is attributable to changes in the credit risk of that liability, is presented in other comprehensive income, unless the recognition of the effects of changes in the liability's credit risk in other comprehensive income would create or enlarge an accounting mismatch in the statement of income. Changes in fair value attributable to a financial liability's credit risk are not subsequently reclassified to the statement of income. Previously, the entire amount of the change in the fair value of the financial liability designated as fair value through profit or loss was presented in the statement of income. In November 2013, a new general hedge accounting standard was issued, forming part of IFRS 9. It will more closely align with risk management. This new standard does not fundamentally change the types of hedging relationships or the requirement to measure and recognize ineffectiveness, however it will provide more hedging strategies that are used for risk management to qualify for hedge accounting and introduce more judgment to assess the effectiveness of a hedging relationship. Another revised version of IFRS 9 was issued in July 2014 mainly to include i) impairment requirements for financial assets and ii) limited amendments to the classification and measurement requirements by introducing a fair value through other comprehensive income measurement category for certain simple debt instruments. IFRS 9 is effective for annual periods beginning on or after January 1, 2018 with early adoption permitted. The Company is currently assessing the impact of this new standard and does not intend to early adopt IFRS 9 in its consolidated financial statements.

*(b) Revenue from contracts with customers:*

IFRS 15 "Revenue From Contracts With Customers" was issued in May 2014, specifying the steps and timing for recognizing revenue. The new standard also requires more informative, relevant disclosures. IFRS 15 supersedes IAS 11 "Construction Contracts" and IAS 18 "Revenue", as well as various IFRIC and SIC interpretations regarding revenue. IFRS 15 is effective for annual periods beginning on or after January 1, 2018 and is to be applied retrospectively. Early adoption is permitted. The Company is currently assessing the impact of this new standard and does not intend to early adopt IFRS 15 in its consolidated financial statements.

*(c) Leases:*

IFRS 16 "Leases" was issued in January 2016, providing a single model for leases. The new standard introduces a balance sheet recognition and measurement model for lessees, eliminating the distinction between operating and finance leases. As a result, most leases will be recognized on the statement of financial position. Certain exemptions will apply for short-term leases and leases for low-value assets. Lessors will continue to classify leases as operating and finance leases. IFRS 16 replaces IAS 17 "Leases" and the related interpretations. IFRS 16 is effective for annual periods beginning on or after January 1, 2019 and is to be applied retrospectively. Early adoption is permitted under certain conditions. The Company is currently assessing the impact of this new standard and does not intend to early adopt IFRS 16 in its consolidated financial statements.

*(d) Statements of cash flows:*

In January 2016, amendments to IAS 7 "Statement of Cash Flows" were issued to improve information provided to users of financial statements about an entity's changes in liabilities arising from financing activities. These amendments are effective for annual periods beginning on or after January 1, 2017 with early adoption permitted. While the Company is currently assessing the impact of the amended standard, management does not expect the amendments to have a significant impact on the Company's consolidated financial statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### (e) Foreign currency transactions and advance consideration:

In December 2016, IFRIC Interpretation 22 "Foreign Currency Transactions and Advance Consideration" was issued to clarify the date that should be used for translation when a foreign currency transaction involves an advance receipt or payment. The date of the transaction for the purpose of determining the exchange rate to use on initial recognition of the related asset, expense or income is the date on which an entity initially recognizes the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration. The Interpretation is effective for annual periods beginning on or after January 1, 2018 with early adoption permitted. The Interpretation will be adopted by the Company in 2018. While the Company is currently assessing the impact of the Interpretation, management does not expect IFRIC 22 to have a significant impact on the Company's consolidated financial statements.

	2016	2015
<b>7. Expenses by nature:</b>		
Raw materials and consumables used	(395,818)	(394,223)
Depreciation and amortization	(34,184)	(31,879)
Personnel expenses (note 8)	(164,753)	(159,649)
Freight	(22,232)	(21,076)
Other expenses	(46,079)	(39,426)
Foreign exchange and cash flow hedge losses transferred from other comprehensive income (note 9)	(1,669)	(3,589)
	<u>(664,735)</u>	<u>(649,842)</u>
<b>8. Personnel expenses:</b>		
Wages and salaries	(141,407)	(137,011)
Social security	(12,766)	(11,921)
Employee defined benefit plan expenses	(3,219)	(3,190)
Employee defined contribution plan expenses	(5,072)	(4,543)
Multiemployer defined benefit pension plan withdrawal liability settlement gain (note 17)	-	1,815
Multiemployer defined benefit pension plan withdrawal liability - change in discount rates (note 17)	-	(142)
Share-based payments	(2,289)	(4,657)
	<u>(164,753)</u>	<u>(159,649)</u>
<b>9. Other expenses:</b>		
Foreign exchange loss	(1,043)	(613)
Cash flow hedge losses transferred from other comprehensive income	(626)	(2,976)
Multiemployer defined benefit pension plan withdrawal liability settlement gain (note 17)	-	1,815
Multiemployer defined benefit pension plan withdrawal liability - change in discount rates (note 17)	-	(142)
	<u>(1,669)</u>	<u>(1,916)</u>
<b>10. Finance income and expense:</b>		
Finance income on cash and cash equivalents and other	561	265
Net finance income on defined benefit plans	109	77
Finance income	<u>670</u>	<u>342</u>
Finance expense on bank overdrafts and other	(85)	(33)
Net finance expense on defined benefit plans	(368)	(315)
Unwinding of discount rates on provisions	-	(44)
Finance expense	<u>(453)</u>	<u>(392)</u>
Net finance income (expense)	<u>217</u>	<u>(50)</u>





## 11. Income tax expense:

	2016	2015
<u>Current tax expense</u>		
Current year	<u>(45,500)</u>	<u>(39,686)</u>
<u>Deferred tax expense</u>		
Origination and reversal of temporary differences	<u>(4,313)</u>	<u>(5,788)</u>
Income tax expense	<u>(49,813)</u>	<u>(45,474)</u>
<u>Income tax (expense) recovery recognized in other comprehensive income</u>		
Cash flow hedges	(424)	201
Employee benefit plan remeasurements	<u>(847)</u>	<u>(470)</u>
	<u>(1,271)</u>	<u>(269)</u>
<u>Reconciliation of effective income tax rate</u>		
Combined Canadian federal and provincial income tax rate	26.8%	26.7%
United States income taxed at rates higher than Canadian tax rates	5.5	5.3
Permanent differences and other	<u>(0.8)</u>	<u>(1.1)</u>
Effective income tax rate	<u>31.5%</u>	<u>30.9%</u>
	<b>December 25</b>	December 27
	2016	2015

## 12. Cash and cash equivalents:

Bank balances	29,753	17,532
Money market and short-term deposits	<u>181,472</u>	<u>147,495</u>
	<u>211,225</u>	<u>165,027</u>

## 13. Trade and other receivables:

Trade receivables	115,320	99,770
Less: Allowance for doubtful accounts	<u>(795)</u>	<u>(956)</u>
Net trade receivables	<u>114,525</u>	<u>98,814</u>
Other receivables	<u>9,623</u>	<u>8,991</u>
	<u>124,148</u>	<u>107,805</u>

## 14. Inventories:

Raw materials	27,559	27,263
Work-in-process	18,113	16,267
Finished goods	49,254	46,092
Spare parts	<u>8,590</u>	<u>6,876</u>
	<u>103,516</u>	<u>96,498</u>

During 2016, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$7,593 (2015 - \$7,905) and reversals of previously written-down items of \$2,466 (2015 - \$2,112).

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 15. Property, plant and equipment:

	Land	Buildings	Equipment	Packaging Machines	Capital In Progress	Total
<b>Net book value</b>						
<u>At December 29, 2014</u>						
Cost	9,273	140,286	454,434	26,060	26,942	656,995
Accumulated depreciation	-	(37,322)	(246,837)	(24,834)	-	(308,993)
	9,273	102,964	207,597	1,226	26,942	348,002
<u>2015 Activity</u>						
Additions	-	1,271	26,325	160	26,883	54,639
Disposals	-	(63)	(266)	(40)	-	(369)
Transfers	-	-	20,164	-	(20,164)	-
Depreciation	-	(4,481)	(27,989)	(366)	-	(32,836)
At December 27, 2015	9,273	99,691	225,831	980	33,661	369,436
<u>At December 27, 2015</u>						
Cost	9,273	141,301	497,423	24,675	33,661	706,333
Accumulated depreciation	-	(41,610)	(271,592)	(23,695)	-	(336,897)
	9,273	99,691	225,831	980	33,661	369,436
<b>Net book value</b>						
<u>At December 28, 2015</u>						
Cost	9,273	141,301	497,423	24,675	33,661	706,333
Accumulated depreciation	-	(41,610)	(271,592)	(23,695)	-	(336,897)
	9,273	99,691	225,831	980	33,661	369,436
<u>2016 Activity</u>						
Additions	-	1,459	24,834	185	48,696	75,174
Disposals	-	(62)	(345)	(2)	-	(409)
Transfers	-	2,166	26,373	-	(28,539)	-
Depreciation	-	(4,635)	(30,052)	(367)	-	(35,054)
At December 25, 2016	9,273	98,619	246,641	796	53,818	409,147
<u>At December 25, 2016</u>						
Cost	9,273	144,793	539,330	22,953	53,818	770,167
Accumulated depreciation	-	(46,174)	(292,689)	(22,157)	-	(361,020)
	9,273	98,619	246,641	796	53,818	409,147

Government grants/tax credits in respect of property, plant and equipment were recognized within deferred income totaling \$2,888 in 2016 (2015 - \$800). No impairment losses or impairment reversals were recorded during 2016 and 2015. No borrowing costs were capitalized during 2016 and 2015.



## 16. Intangible assets:

	Goodwill	Software	Patents	Customer Related	Total
<b>Net book value</b>					
<u>At December 29, 2014</u>					
Cost	12,766	9,290	77	881	23,014
Accumulated amortization	-	(7,341)	(32)	(573)	(7,946)
	12,766	1,949	45	308	15,068
<u>2015 Activity</u>					
Additions	-	303	-	-	303
Disposals	-	(3)	(21)	-	(24)
Amortization	-	(513)	(1)	(88)	(602)
At December 27, 2015	12,766	1,736	23	220	14,745
<u>At December 27, 2015</u>					
Cost	12,766	9,483	30	881	23,160
Accumulated amortization	-	(7,747)	(7)	(661)	(8,415)
	12,766	1,736	23	220	14,745

### Net book value

#### At December 28, 2015

Cost	12,766	9,483	30	881	23,160
Accumulated amortization	-	(7,747)	(7)	(661)	(8,415)
	12,766	1,736	23	220	14,745

#### 2016 Activity

Additions	-	430	-	-	430
Disposals	-	-	(8)	-	(8)
Amortization	-	(576)	(3)	(87)	(666)
At December 25, 2016	12,766	1,590	12	133	14,501

#### At December 25, 2016

Cost	12,766	9,803	20	881	23,470
Accumulated amortization	-	(8,213)	(8)	(748)	(8,969)
	12,766	1,590	12	133	14,501

The 2016 goodwill balance includes \$12,542 (2015 - \$12,542) related to the lidding CGU. The impairment testing for this CGU was conducted under the value-in-use approach, using a pre-tax discount rate of 10.0 percent (2015 - 10.9 percent). Cash flows were projected based on actual operating results and the five-year business plan. Average volume growth projected for the next five years was 4.7 percent (2015 - 5.0 percent) and the average gross profit percentage projected over the same time-frame was two percentage points (2015 - two percentage points) lower than the actual gross profit percentage attained in the current year. Cash flows after the five-year period were assumed to increase at a terminal growth rate of 1.5 percent (2015 - 1.5 percent).

As of December 25, 2016, there were no indefinite life intangible assets other than goodwill. The amortization of software and patents is included within general and administrative expenses and the amortization of customer related intangibles is included within sales, marketing and distribution expenses. No impairment losses or impairment reversals were recorded during 2016 and 2015.

## 17. Employee benefit plans:

The Company maintains four funded non-contributory defined benefit pension plans, one funded non-contributory supplementary income postretirement plan for certain CDN-based executives, one unfunded non-contributory defined benefit postretirement plan for healthcare benefits for a limited group of US individuals and seven defined contribution pension plans. Effective January 1, 2005, all defined benefit pension plans were frozen to new entrants except one, which was frozen effective January 1, 2009. All new CDN employees are required, and all new US employees have the option, to participate in defined contribution plans upon satisfaction of certain eligibility requirements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### *Multiemployer withdrawal liability*

The Company participated in one multiemployer defined benefit pension plan providing benefits to certain unionized employees in the US. Management reached an agreement with the Union to withdraw from the plan in the first quarter of 2011. Pursuant to US federal legislation, an employer who withdraws from a plan with unfunded vested benefits is responsible for a share of that underfunding. As a consequence of withdrawing from the plan, the Company was required to make monthly payments at a constant dollar value of \$36, or \$427 on an annual basis, until June 2032. At each reporting date, the liability was remeasured in line with changes in discount rates. During 2015, a remeasurement loss of \$142 was reflected in other expenses. See note 9. In addition, the Company reached a Settlement and Release Agreement with the trustee of the plan in the second quarter of 2015, whereby the remaining liability was settled with a lump sum payment of \$4,466. As a result of the settlement, the Company reversed the residual balance pertaining to the liability and recorded a gain of \$1,815. The amount was reflected in other expenses. See note 9.

The employee benefit plans are overseen by the Company Pension Committee (CPC) which is comprised of two members from senior management and one Board member. The CPC is responsible for determining and recommending the following items to the Company's Board of Directors for approval: (a) the benefit plan asset investment policies, (b) the Company's cash funding, and (c) the employee benefit entitlements within the respective benefit plans.

Total amounts paid by the Company on account of all benefit plans, consisting of: defined benefit pension plans, supplementary income postretirement plan, direct payments to beneficiaries for the unfunded postretirement plan and the defined contribution plans, amounted to \$6,589 (2015 - \$6,301).

### *Defined contribution pension plans*

The Company maintains four defined contribution plans for employees in Canada and three savings retirement plans (401(k) Plans) for employees in the United States. The Company's total expense for these plans was \$5,072 (2015 - \$4,543).

### *Defined benefit plans*

For financial reporting purposes, the Company measures the benefit obligations and fair value of the benefit plan assets as of the year-end date. The most recent actuarial valuations for funding purposes for the funded non-contributory plans were completed as at the following dates: January 1, 2016 for one plan, January 1, 2014 for one plan, December 31, 2013 for one plan, and October 31, 2014 for one inactive plan. These actuarial valuations establish the minimum funding requirements. The most recent actuarial valuations for funding purposes for the supplementary income postretirement plan and the postretirement plan for healthcare benefits were dated December 25, 2016. The supplementary income postretirement plan has no minimum funding requirements. The next required actuarial valuations for all of the Company's active defined benefit plans are three years from the aforementioned dates. Based on the most recent actuarial valuations, the Company expects to contribute \$2,268 in cash to its defined benefit plans in 2017. The CPC also reviews the funding position of each plan on an annual basis and makes recommendations to the Company's Board of Directors regarding any additional cash funding by the Company deemed appropriate.

Regarding the funded non-contributory plans and the supplementary income postretirement plan, the normal retirement age is 65. The option to retire early and receive a reduced pension begins at age 55. For most plan members, the annual pension entitlement is based on years of credited service and the earnings attained in each of those years. However, for certain CDN-based executives, the annual pension entitlement is based on years of credited service and the highest average annual base compensation excluding incentive payments during the highest 36 consecutive months of earnings prior to retirement. At December 25, 2016 and December 27, 2015, the benefit obligation pertaining to these plan members represented less than 10 percent of the Company's total benefit obligation.

All equity and debt securities have quoted prices in active markets. The defined benefit pension plans do not invest in the shares of the Company. The objective of the benefit plan asset allocation policy is to manage the funded status of the benefit plans at an appropriate level of risk, giving consideration to the security of the assets and the potential volatility of market returns. The long-term rate of return is targeted to exceed the return indicated by a benchmark portfolio by at least 1 percent annually. The Company Pension Committee also pays attention to potential fluctuations in the benefit obligations. In the ideal case, benefit plan assets and obligations move in the same direction when interest rates change, creating a natural hedge against possible underfunding of the benefit plans.

The following presents the financial position of the Company's defined benefit pension plans and other postretirement benefits, which include the supplementary income plan and the postretirement plan for healthcare benefits:

	December 25 2016	December 27 2015
<b>Funded status</b>		
Present value of funded obligations	(85,691)	(80,832)
Fair value of benefit plan assets	85,420	80,048
Status of funded obligations	(271)	(784)
Present value of unfunded obligations	(2,188)	(2,296)
Total funded status of obligations	(2,459)	(3,080)
Benefit plan assets not recognized due to pension plan asset ceiling limit	(73)	(82)
	(2,532)	(3,162)



	December 25 2016	December 27 2015
<b><u>Amounts recognized in the balance sheet</u></b>		
Employee benefit plan assets	6,721	5,723
Employee benefit plan liabilities	<u>(9,253)</u>	<u>(8,885)</u>
	<u>(2,532)</u>	<u>(3,162)</u>
<b><u>Change in benefit obligation</u></b>		
Benefit obligation, beginning of year	83,128	91,859
Current service cost	2,911	3,186
Finance expense	3,312	3,500
Remeasurement gains recognized in other comprehensive income	(282)	(2,005)
Benefits paid	(2,489)	(2,612)
Settlements	-	(1,912)
Foreign exchange	1,299	(8,888)
Benefit obligation, end of year	<u>87,879</u>	<u>83,128</u>
<b><u>Change in benefit plan assets</u></b>		
Fair value of benefit plan assets, beginning of year	80,048	89,435
Expected return on benefit plan assets	3,053	3,262
Remeasurement gains (losses) recognized in other comprehensive income	2,225	(180)
Employer contributions	1,532	1,681
Benefits paid	(2,489)	(2,612)
Settlements	-	(1,559)
Benefit plan administration cost paid from the plan assets recognized in income	(308)	(357)
Foreign exchange	1,359	(9,622)
Fair value of benefit plan assets, end of year	<u>85,420</u>	<u>80,048</u>
<b><u>Change in benefit plan assets not recognized due to pension plan asset ceiling limit</u></b>		
Balance, beginning of year	82	-
Remeasurement (gains) losses recognized in other comprehensive income	(9)	82
Balance, end of year	<u>73</u>	<u>82</u>
<b><u>Benefit plan obligation</u></b>		
The following represents the geographical breakdown of the benefit obligation:		
Canada	(49,843)	(46,696)
United States	<u>(38,036)</u>	<u>(36,432)</u>
	<u>(87,879)</u>	<u>(83,128)</u>
The following represents the membership status breakdown of the benefit obligation:		
Active members	(57,088)	(50,983)
Retired members	(26,169)	(26,075)
Deferred vested members	(4,136)	(5,614)
Other	(486)	(456)
	<u>(87,879)</u>	<u>(83,128)</u>
<b><u>Benefit plan assets</u></b>		
The following represents the weighted average allocation of benefit plan assets:		
<u>Asset category</u>		
Equity securities	55%	55%
Debt securities	41%	41%
Cash	4%	4%
Total	<u>100%</u>	<u>100%</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

	2016	2015
<b><u>Net benefit plan expense</u></b>		
Current service cost	(2,911)	(3,186)
Settlements	-	353
Plan administration cost	(308)	(357)
	<u>(3,219)</u>	<u>(3,190)</u>
Net finance income	109	77
Net finance expense	(368)	(315)
	<u>(3,478)</u>	<u>(3,428)</u>
Actual return on benefit plan assets	<u>5,278</u>	<u>3,082</u>
<b><u>Cumulative remeasurements recognized in other comprehensive income</u></b>		
Cumulative amount, beginning of year	(541)	(2,284)
<b><u>Annual activity</u></b>		
Remeasurement of benefit obligation:		
Actuarial gains arising from changes in demographic assumptions	590	-
Actuarial (losses) gains arising from changes in financial assumptions	(1,098)	2,163
Actuarial gains (losses) arising from experience adjustments	790	(158)
	<u>282</u>	<u>2,005</u>
Remeasurement of benefit plan assets - actuarial gains (losses) arising from experience adjustments	2,225	(180)
Remeasurement of benefit plan assets not recognized due to pension plan asset ceiling limit	9	(82)
	<u>2,516</u>	<u>1,743</u>
Cumulative amount, end of year	<u>1,975</u>	<u>(541)</u>
	<b>December 25</b>	December 27
	<b>2016</b>	<b>2015</b>

### **Significant assumptions**

The following weighted averages were used to value the benefit obligation:

Discount rate	4.1%	4.2%
Rate of compensation increase	3.6%	3.6%

Assumptions regarding future mortality were based on the following mortality tables: Canada - CPM - RPP2014 private generational (2015 - CPM - RPP2014 private generational) and United States - RP2016 (2015 - RP2014).

At December 25, 2016, the weighted average duration of the benefit obligations was 14.8 years (2015 - 15.4 years).

### **Sensitivity analysis**

At December 25, 2016, the present value of the benefit obligation was \$87,879. Based on changes to the definitive actuarial assumptions, the benefit obligation would have been as follows:

	Increase	Decrease
Discount rate - one percentage point	75,598	101,900
Future mortality - one year	90,106	85,604
Rate of compensation increase - one percentage point	88,595	87,289



## 18. Deferred tax assets and liabilities:

The following are the components of the deferred tax assets and liabilities recognized by the Company:

	Assets		Liabilities		Net	
	December 25 2016	December 27 2015	December 25 2016	December 27 2015	December 25 2016	December 27 2015
Trade and other receivables	405	372	-	-	405	372
Inventories	4,504	4,450	-	-	4,504	4,450
Prepaid expenses	-	-	(68)	(92)	(68)	(92)
Derivative financial instruments	12	436	-	-	12	436
Property, plant and equipment	1,057	1,405	(50,602)	(46,493)	(49,545)	(45,088)
Intangible assets	3	3	(2,362)	(1,802)	(2,359)	(1,799)
Employee benefit plans	3,602	3,284	(1,724)	(1,457)	1,878	1,827
Trade payables and other liabilities	2,550	2,808	(47)	-	2,503	2,808
Provisions	244	244	-	-	244	244
Tax assets (liabilities)	12,377	13,002	(54,803)	(49,844)	(42,426)	(36,842)
Set off of tax	(11,317)	(11,594)	11,317	11,594	-	-
Net tax assets (liabilities)	1,060	1,408	(43,486)	(38,250)	(42,426)	(36,842)

Movement in deferred tax assets and liabilities:

	Opening Balance	Recognized In Income	Recognized In Equity	Ending Balance
<u>2015</u>				
Trade and other receivables	281	91	-	372
Inventories	2,927	1,523	-	4,450
Prepaid expenses	(66)	(26)	-	(92)
Derivative financial instruments	235	-	201	436
Property, plant and equipment	(39,224)	(5,864)	-	(45,088)
Intangible assets	(1,250)	(549)	-	(1,799)
Employee benefit plans	1,479	818	(470)	1,827
Trade payables and other liabilities	2,218	590	-	2,808
Provisions	2,615	(2,371)	-	244
	(30,785)	(5,788)	(269)	(36,842)
<u>2016</u>				
Trade and other receivables	372	33	-	405
Inventories	4,450	54	-	4,504
Prepaid expenses	(92)	24	-	(68)
Derivative financial instruments	436	-	(424)	12
Property, plant and equipment	(45,088)	(4,457)	-	(49,545)
Intangible assets	(1,799)	(560)	-	(2,359)
Employee benefit plans	1,827	898	(847)	1,878
Trade payables and other liabilities	2,808	(305)	-	2,503
Provisions	244	-	-	244
	(36,842)	(4,313)	(1,271)	(42,426)

Deferred tax assets have been recognized where it is probable that they will be recovered. In recognizing deferred tax assets, the Company has considered if it is probable that sufficient future income will be available to absorb temporary differences.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

No deferred tax liability has been recognized in respect of temporary differences associated with investments in subsidiaries where the Company controls the timing of the reversal and it is probable that such temporary differences will not reverse in the foreseeable future. The aggregate amount of temporary differences associated with investments in domestic and foreign subsidiaries for which a deferred tax liability has not been recognized is \$420,068 (2015 - \$375,151). Temporary differences relating to unremitted earnings of foreign subsidiaries which would be subject to withholding and other taxes totaled \$299,688 (2015 - \$260,387).

### 19. Trade payables and other liabilities:

	December 25 2016	December 27 2015
Trade payables	38,535	33,990
Other current liabilities and accrued expenses	32,913	34,544
	<u>71,448</u>	<u>68,534</u>

### 20. Share-based payments:

Effective January 1, 2004, the Board of Directors established the President's Incentive Plan (Plan), whereby the Company grants to B.J. Berry (President) 60,000 restricted share units (RSUs) upon completion of each year of service. There is no cost to the President for the RSUs and the RSUs vest immediately. The Company pays to the President the cash value of the RSUs based on the closing share price on a date selected by the President during the fourth quarter of the third year or the first quarter of the fourth year subsequent to the year the RSUs were granted. A date cannot be selected during periods in which insiders may not trade Winpak shares. In the event of the termination of the President's employment for any reason, the cash value of the RSUs shall be paid immediately to the President or his personal representative, as the case may be. The cash value of a RSU is the market value of the common shares of the Company on the day prior to the date of payment. In addition, the Company is required to pay the President an amount equal to the dividends paid on the common shares of the Company with respect to each RSU if, as and when, declared and paid.

Details of RSUs issued and outstanding during the current and prior year are as follows:

	2016	2015
Outstanding, beginning of year	180,000	240,000
Settled	(60,000)	(120,000)
Granted	60,000	60,000
Outstanding, end of year	<u>180,000</u>	<u>180,000</u>
Available for settlement, end of year	<u>-</u>	<u>-</u>

The 180,000 RSUs outstanding at the end of 2016 were granted at 60,000 RSUs annually from 2014 through 2016 and the 180,000 RSUs outstanding at the end of 2015 were granted at 60,000 RSUs annually from 2013 through 2015.

The fair value of the RSUs at the grant date and each subsequent reporting date is based upon the market value of the Company's common shares.

The personnel expense recorded in the statement of income under the Plan was \$2,289 (2015 - \$4,657). The average settlement price in 2016 was \$34.40 US per RSU (2015 - \$33.37 US). At December 25, 2016, the carrying value of the liability, as well as the intrinsic value of the vested liability in respect of the Plan, was \$6,169 (2015 - \$5,878).

### 21. Share capital and reserves:

#### Share capital

At December 25, 2016, the authorized voting common shares were unlimited (2015 - unlimited). The issued and fully paid voting common shares at December 25, 2016 were 65,000,000 (2015 - 65,000,000). The shares have no par value. The Company has no stock option plans in place.

#### Reserves

Reserves comprise the effective portion of the cumulative net change in the fair value of cash flow hedging instruments related to the hedged transactions that have not yet occurred.

#### Dividends

During 2016, dividends in Canadian dollars of 12 cents per common share were declared (2015 - 12 cents). In addition, the Company paid a special dividend in Canadian dollars of \$1.50 per common share on October 15, 2015.





## 22. Earnings per share:

	2016	2015
Net income attributable to equity holders of the Company	104,344	99,248
Weighted average shares outstanding (000's)	65,000	65,000
Basic and diluted earnings per share - cents	161	153

## 23. Financial instruments:

The following sets out the classification and the carrying/fair value of financial instruments:

Assets (Liabilities)	Classification	Carrying / Fair Value
Cash and cash equivalents	Loans and receivables	211,225
Trade and other receivables	Loans and receivables	124,148
Derivative financial instrument assets	Derivatives designated as effective hedges	308
Trade payables and other liabilities	Other financial liabilities	(71,448)
Derivative financial instrument liabilities	Derivatives designated as effective hedges	(348)

The fair value of cash and cash equivalents, trade and other receivables, trade payables and other liabilities approximate their carrying value because of the short-term maturity of these instruments. The fair value of foreign currency forward contracts, designated as cash flow hedges, have been determined by valuing those contracts to market against prevailing forward foreign exchange rates as at the year-end reporting date. 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 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 25, 2016</u>				
Foreign currency forward contracts - net	-	(40)	-	(40)
<u>At December 27, 2015</u>				
Foreign currency forward contracts - net	-	(1,643)	-	(1,643)

When the Company has a legally enforceable right to set off supplier rebates 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 25, 2016, the supplier rebate receivable balance that was offset was \$5,064 (2015 - \$5,073).

## 24. Commitments and guarantees:

Commitments:

At December 25, 2016, the Company has commitments to purchase property, plant and equipment of \$26,766 (2015 - \$16,445).

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

Year	2017	2018	2019	2020	2021	Thereafter	Total
Amount	973	624	468	157	-	-	2,222

During 2016, \$1,018 was recognized as an expense in the statement of income in respect of operating leases (2015 - \$1,020).

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Guarantees:

### *Directors and officers*

The Company and its subsidiaries have entered into indemnification agreements with their respective directors and officers to indemnify them, to the extent permitted by law, against any and all amounts paid in settlement and damages incurred by the directors and officers as a result of any lawsuit, or any judicial, administrative or investigative proceeding involving the directors and officers. Indemnification claims will be subject to any statutory or other legal limitation period. The Company has purchased directors' and officers' liability insurance to mitigate losses from any such claims.

### *Leased real property*

The Company and its subsidiaries enter into operating leases in the ordinary course of business for real property. In certain instances, the Company and its subsidiaries have indemnified the landlord from any obligations that may arise from any occurrences of personal bodily injury, loss of life and property damages. The Company's property and liability insurance coverage mitigates losses from any such claims.

### *Pension plan*

The Company has indemnified the Manitoba Pension Commission from any and all claims that may be made by any beneficiary under a certain defined benefit pension plan. The indemnity relates to the transfer of a portion of the surplus in the respective pension plan to a non-contributory supplementary income plan.

Given the nature of the aforementioned indemnification agreements, the Company is unable to reasonably estimate its maximum potential liability under these agreements. The Company believes the likelihood of a material payment pursuant to these indemnification agreements is remote. No amounts have been recorded in the consolidated financial statements with respect to these indemnification agreements.

## 25. 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, credit risk and liquidity 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. As a result of the Company's CDN dollar net asset monetary position as at December 25, 2016, a one-cent change in the year-end foreign exchange rate from 0.7388 to 0.7288 (CDN to US dollars) would have decreased net income by \$6 for 2016. Conversely, a one-cent change in the year-end foreign exchange rate from 0.7388 to 0.7488 (CDN to US dollars) would have increased net income by \$6 for 2016.

The Company's foreign exchange policy requires that between 50 and 80 percent of the Company's net requirement of CDN dollars for the ensuing 9 to 15 months will be hedged at all times with a combination of cash and cash equivalents and forward or zero-cost option foreign currency contracts. The Company may also enter into forward foreign currency contracts when equipment purchases and special dividend payments will be settled in other foreign currencies. Transactions are only conducted with certain approved Schedule I Canadian financial institutions. All foreign currency contracts are designated as cash flow hedges. Certain foreign currency forward contracts matured during the year and the Company realized pre-tax foreign exchange losses of \$645 (2015 losses - \$3,612). Of these foreign exchange differences, losses of \$626 (2015 losses - \$2,976) were recorded in other expenses, losses of \$19 were recorded in plant and equipment (2015 losses - \$4), and \$0 was recorded directly to equity (2015 losses - \$632).

As at December 25, 2016, the Company had US to CDN dollar foreign currency forward contracts outstanding with a notional amount of US \$23.0 million at an average exchange rate of 1.3500 maturing between January and June 2017. The fair value of these financial instruments was negative \$40 US and the corresponding unrealized loss has been recorded in other comprehensive income.

### *Interest rate risk*

The Company's interest rate risk arises from interest rate fluctuations on the finance income that it earns on its cash invested in money market accounts and short-term deposits. The Company developed and implemented an investment policy, which was approved by the Company's Board of Directors, with the primary objective to preserve capital, minimize risk and provide liquidity. Regarding the December 25, 2016 cash and cash equivalents balance of \$211.2 million, a 1.0 percent increase/decrease in interest rate fluctuations would increase/decrease income before income taxes by \$2,112 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 2016, 69 percent (2015 - 70 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.

*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:

	<b>December 25 2016</b>	December 27 2015
Cash and cash equivalents	<b>211,225</b>	165,027
Trade and other receivables	<b>124,148</b>	107,805
Foreign currency forward contracts	<b>308</b>	40
	<b>335,681</b>	272,872

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

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

As at December 25, 2016, the Company believes that the credit risk for trade and other receivables is mitigated due to the following: (a) a broad customer base which is dispersed across varying market sectors and geographic locations, (b) 98 percent (2015 - 97 percent) of the gross trade and other receivable balance is within 30 days of the agreed upon payment terms with customers, and (c) 37 percent (2015 - 23 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 45 percent (2015 - 39 percent) of the total trade and other receivables balance.

The carrying amount of trade and other receivables is reduced through the use of an allowance account and the amount of the loss is recognized in the statement of income within general and administrative expenses. When a receivable balance is considered uncollectible, it is written off against the allowance for doubtful accounts. Subsequent recoveries of amounts previously written off are credited against general and administrative expenses in the statement of income.

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

	<b>December 25 2016</b>	December 27 2015
Current - neither impaired nor past due	<b>107,044</b>	86,268
<u>Not impaired but past the due date:</u>		
Within 30 days	<b>15,658</b>	18,877
31 - 60 days	<b>1,492</b>	2,797
Over 60 days	<b>749</b>	819
	<b>124,943</b>	108,761
Less: Allowance for doubtful accounts	<b>(795)</b>	(956)
Total trade and other receivables, net	<b>124,148</b>	107,805

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table details the continuity of the allowance for doubtful accounts:

	2016	2015
Balance, beginning of year	(956)	(700)
Provisions for the year, net of recoveries	82	(536)
Uncollectible amounts written off	78	280
Foreign exchange impact	1	-
Balance, end of year	(795)	(956)

### *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 \$211.2 million, (b) no outstanding bank loans, (c) unused credit facilities comprised of unsecured operating lines of \$38 million, (d) the ability to obtain term-loan financing to fund an acquisition, if needed, (e) an informal investment grade credit rating, and (f) the Company's ability to generate positive cash flows from ongoing operations. Management believes that the Company's cash flows are more than sufficient to cover its operating costs, working capital requirements, capital expenditures and dividend payments in 2017. The Company's trade payables and other liabilities and derivative financial instrument liabilities are virtually all due within twelve months.

### *Capital management*

The Company's objectives in managing capital are to ensure the Company will continue as a going concern and have sufficient liquidity to pursue its strategy of organic growth combined with strategic acquisitions and to deploy capital to provide an appropriate return on investment to its shareholders. In the management of capital, the Company includes bank overdrafts, bank loans and shareholders' equity. The Board of Directors has established quantitative return on capital criteria for management and year-over-year sustainable earnings growth targets. The Board of Directors also reviews, on a regular basis, the level of dividends paid to the Company's shareholders.

The Company has externally imposed capital requirements as governed through its bank operating line credit facilities. The Company monitors capital on the basis of funded debt to EBITDA (income before interest, income taxes, depreciation and amortization) and debt service coverage. Funded debt is defined as the sum of bank loans and bank overdrafts less cash and cash equivalents. The funded debt to EBITDA is calculated as funded debt, as at the financial reporting date, over the 12-month rolling EBITDA. This ratio is to be maintained under 3.00:1. As at December 25, 2016, the ratio was 0.00:1. Debt service coverage is calculated as a 12-month rolling income from operations over debt service. Debt service is calculated as the sum of one-sixth of bank loans outstanding plus annualized finance expense and dividends. This ratio is to be maintained over 1.50:1. As at December 25, 2016, the ratio was 27.93:1.

There were no changes in the Company's approach to capital management during 2016.

## 26. Segment reporting:

The Company's operations are organized into six operating segments: modified atmosphere packaging, specialty films, rigid containers, lidding, biaxially oriented nylon, and packaging machinery. The modified atmosphere packaging, specialty films, rigid containers, and lidding operating segments have been aggregated as one reportable segment as they have similar economic characteristics, including long-term sales volume growth and long-term average gross profit margin and have similar products, production processes, types of customers, and distribution methods. In addition, the biaxially oriented nylon and packaging machinery operating segments have been aggregated with these four operating segments as their combined revenues and assets represents less than 8 percent of total Company revenues and assets.

Modified atmosphere packaging extends the shelf life of perishable foods, while at the same time maintains or improves the quality of the product. The packaging is used for a wide range of markets and applications, including fresh and processed meats, poultry, cheese, medical device packaging, high performance pouch applications and high-barrier films for converting applications.

Specialty films includes a full line of barrier and non-barrier films which are ideal for converting applications such as printing, laminating, and bag making, including shrink bags.

Rigid containers includes portion control and single-serve containers, as well as plastic sheet and custom retort trays, which are used for applications such as food, pet food, beverage, dairy, industrial, and healthcare.

Lidding products are available in die-cut, daisy chain and rollstock formats and are used for applications such as food, dairy, beverage, industrial and healthcare.



The Company operates principally in Canada and the United States. The following summary presents key information by geographic segment:

	United States	Canada	Other	Consolidated
<u>2016</u>				
Revenue	676,262	104,151	42,119	822,532
Property, plant and equipment and intangible assets	204,178	218,235	1,235	423,648
<u>2015</u>				
Revenue	648,953	97,716	50,500	797,169
Property, plant and equipment and intangible assets	175,883	207,031	1,267	384,181

*Major customer*

During 2016, the Company reported revenue to one customer representing 18 percent of total revenue (2015 - 18 percent).

## 27. Contingencies:

In the normal course of business activities, the Company may be subject to various legal actions. Management contests these actions and believes resolution of the actions will not have a material adverse impact on the Company's financial condition.

## 28. Related party transactions:

The Company had revenue of \$0 (2015 - \$13), purchases of \$3,706 (2015 - \$4,191) and commission income of \$295 (2015 - \$602) with its majority shareholder company. Trade and other receivables and trade payables and other liabilities include amounts of \$205 (2015 - \$136) and \$83 (2015 - \$353) respectively with the majority shareholder company. These transactions were completed at market values with normal payment terms.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company. The Board of Directors and Executive Committee are key management personnel. The following table details the compensation earned by these key management personnel:

	2016	2015
Salaries, fees and short-term benefits	(4,652)	(5,160)
Post-employment benefits	(443)	(459)
Share-based payments	(2,289)	(4,657)
	<u>(7,384)</u>	<u>(10,276)</u>

No loans were advanced to key management personnel during the year.

The aggregate remuneration earned by the Board of Directors in 2016 was \$541 (2015 - \$548). As a group, the Board of Directors hold, directly or indirectly, 52.5 percent (2015 - 52.7 percent) of the outstanding shares of the Company. The members of the Executive Committee hold, directly or indirectly, 0.4 percent (2015 - 0.4 percent) of the outstanding shares of the Company.

## CORPORATE INFORMATION

### Annual Meeting

The Annual Meeting of Shareholders will be held on Wednesday, April 27, 2017 at 4:30 p.m.  
at The Fort Garry Hotel, Winnipeg, Canada

### Listing

Winpak Ltd. shares are listed WPK on the Toronto Stock Exchange

### Transfer Agent

Computershare Investor Services Inc.

### Annual Information Form

The most recent version of the Annual Information Form for Winpak Ltd.  
is available by contacting Winpak's Corporate Office  
100 Saulteaux Crescent, Winnipeg, Canada R3J 3T3  
info@winpak.com

### Board of Directors

Chairman, *A.I. Aarnio-Wihuri (2)*, Kaarina, Finland; Chairman, Wihuri International Oy  
Vice Chairman, *J.M. Hellgren (2)*, Lahti, Finland; President and Chief Executive Officer, Wihuri International Oy  
*M.H. Aarnio-Wihuri (2)*, Kaarina, Finland; Manager, Sustainability Program, Wihuri International Oy  
*K.A. Albrechtsen (1)*, Winnipeg, Canada  
*D.R.W. Chatterley (1)*, Winnipeg, Canada  
*D. Spiring (2)*, Winnipeg, Canada; President and Chief Executive Officer, Economic Development Winnipeg Inc.  
*I.T. Suominen (1)*, Helsinki, Finland; Vice President and Chief Financial Officer, Wihuri International Oy  
(1) Member of the Audit Committee  
(2) Member of the Compensation, Governance and Nominating Committee

### Executive Committee

The Executive Committee, in consultation with the Board of Directors, establishes the objectives and the long-term direction of the Company. The Committee meets regularly throughout the year to review progress towards achievement of the Company's goals and to implement policies and procedures directed at optimizing performance.

*B.J. Berry*, President and Chief Executive Officer, Winpak Ltd.  
*K.M. Byers*, President, Winpak Films Inc.  
*D.A. Johns*, President, Winpak Division, a division of Winpak Ltd.  
*T.L. Johnson*, President, Winpak Heat Seal Packaging  
*K.P. Kuchma*, Vice President and Chief Financial Officer, Winpak Ltd.  
*O.Y. Muggli*, Vice President, Technology, Winpak Ltd.  
*D.J. Stacey*, President, Winpak Portion Packaging

### Auditors

KPMG LLP, Winnipeg, Canada

### Legal Counsel

Thompson Dorfman Sweatman LLP, Winnipeg, Canada  
Bond Schoeneck & King PLLC, Buffalo, U.S.A.

# PACKAGING SOLUTIONS



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