

Historical Consolidated Statement of Income (unaudited)

in United States dollars, unless otherwise noted

(Amounts in \$000s, except per share amounts)

	2016	2015	2014	2013 ¹	2012	2011	2010 ²	2009 ³	2008	2007
Revenues	\$ 956,016	\$ 1,001,507	\$ 1,051,613	\$ 947,301	\$ 942,631	\$ 675,539	\$ 567,572	\$ 549,922	\$ 578,844	\$ 256,180
Gross profit	202,837	201,664	220,405	215,335	206,661	153,530	133,169	117,953	124,282	66,293
Distribution expenses	43,610	48,037	52,558	53,368	44,511	35,382	29,149	28,383	34,816	18,781
Selling, general and administrative expenses	96,978	93,597	105,313	98,820	100,862	72,898	66,565	58,787	61,604	36,729
Impairment of property, plant and equipment	2,327	—	852	—	13,230	—	—	—	—	—
Business acquisition, integration and other expenses	4,787	7,473	6,582	3,256	10,741	11,049	870	403	4,585	1,197
Finance costs	14,296	16,247	17,569	16,329	36,585	6,019	5,025	4,895	6,061	46
(Income) loss from equity accounted investee, net of income tax	—	—	—	(86)	196	52	(16)	—	—	—
Non-operating items and gain (loss) on disposal of assets	—	—	—	—	—	—	—	808	79	(311)
Income before income taxes	40,839	36,310	37,531	43,648	536	28,130	31,576	24,677	17,137	9,851
Income taxes										
Current	8,737	5,707	3,906	12,378	5,442	5,762	6,220	2,234	2,822	2,331
Deferred	(848)	1,022	3,325	(86)	(7,109)	3,708	6,057	5,130	980	1,082
Total income tax expense (recovery)	7,889	6,729	7,231	12,292	(1,667)	9,470	12,277	7,364	3,802	3,413
Net income from continuing operations	32,950	29,581	30,300	31,356	2,203	18,660	19,299	17,313	13,335	6,438
Net income from discontinued operations, net of income taxes	—	—	—	—	—	—	—	—	—	346
Net income	\$ 32,950	\$ 29,581	\$ 30,300	\$ 31,356	\$ 2,203	\$ 18,660	\$ 19,299	\$ 17,313	\$ 13,335	\$ 6,784
Reconciliation to EBITDA:										
Net income	\$ 32,950	\$ 29,581	\$ 30,300	\$ 31,356	\$ 2,203	\$ 18,660	\$ 19,299	\$ 17,313	\$ 13,335	\$ 6,784
Add-back:										
Net income from discontinued operations, net of income taxes	—	—	—	—	—	—	—	—	—	(346)
Income tax expense (recovery)	7,889	6,729	7,231	12,292	(1,667)	9,470	12,277	7,364	3,802	3,413
Finance costs	14,296	16,247	17,569	16,329	36,585	6,019	5,025	4,895	6,061	46
Amortization of intangible assets	5,166	5,225	4,923	5,258	5,551	1,840	1,169	1,314	1,300	7
Depreciation	11,948	11,515	11,874	9,901	13,830	7,981	7,094	5,796	6,079	2,865
Standardized EBITDA	\$ 72,249	\$ 69,297	\$ 71,897	\$ 75,136	\$ 56,502	\$ 43,970	\$ 44,864	\$ 36,682	\$ 30,577	\$ 12,769
Add-back:										
Business acquisition, integration and other expenses	4,787	7,473	6,582	3,256	10,741	11,049	870	403	4,585	1,197
Impairment of property, plant and equipment	2,327	—	852	—	13,230	—	—	—	—	—
Increase in cost of sales due to purchase price allocation to inventory	—	—	—	—	1,149	510	55	—	927	—
(Gain) loss on disposal of assets	(179)	329	681	247	(190)	192	14	431	378	—
Share-based compensation expense (recovery)	3,229	1,119	3,329	6,704	10,255	737	3,653	320	(102)	126
Non-operating items	—	—	—	—	—	—	—	504	51	(210)
Adjusted EBITDA	\$ 82,413	\$ 78,218	\$ 83,341	\$ 85,343	\$ 91,687	\$ 56,458	\$ 49,456	\$ 38,340	\$ 36,416	\$ 13,882
Reconciliation to Adjusted Net Income:										
Net income	\$ 32,950	\$ 29,581	\$ 30,300	\$ 31,356	\$ 2,203	\$ 18,660	\$ 19,299	\$ 17,313	\$ 13,335	\$ 6,784
Add-back, after-tax:										
Net income from discontinued operations, net of income taxes	—	—	—	—	—	—	—	—	—	(346)
Share-based compensation expense (recovery)	2,792	1,207	2,958	6,366	10,025	703	3,653	219	(67)	80
Impairment of property, plant and equipment	1,614	—	520	—	8,635	—	—	—	—	—
Accelerated depreciation on equipment/property disposed as part of a discontinuation/acquisition	668	216	—	—	1,146	—	—	—	—	—
Business acquisition, integration and other expenses	3,014	4,985	4,290	2,068	6,895	8,397	541	497	3,853	821
Non-operating items	—	—	—	—	—	—	—	504	53	(209)
Increase in cost of sales due to purchase price allocation to inventory	—	—	—	—	761	312	34	—	575	—
Mark-to-market loss (gain) on embedded derivative and related accretion	—	—	188	(105)	1,899	—	—	—	—	—
Mark-to-market (gain) loss on interest rate swaps	(90)	(426)	(80)	76	529	—	—	—	—	—
Accelerated amortization of deferred financing costs and other items resulting from debt refinancing and amendment activities	—	—	605	776	6,380	—	—	—	—	—
Intercompany dividend withholding tax	—	—	—	744	(402)	782	996	—	—	—
Adjusted Net Income	\$ 40,948	\$ 35,563	\$ 38,781	\$ 41,281	\$ 38,071	\$ 28,854	\$ 24,523	\$ 18,533	\$ 17,749	\$ 7,130

Historical Consolidated Statement of Income (unaudited)

in United States dollars, unless otherwise noted

(Amounts in \$000s, except per share amounts)

	2016	2015	2014	2013 ¹	2012	2011	2010 ²	2009 ³	2008	2007
Book value per common share	\$ 7.21	\$ 6.49	\$ 6.41	\$ 6.04	\$ 5.07	\$ 5.27	\$ 4.89	\$ 3.76	\$ 3.97	\$ 2.80
Gross capital expenditures from continuing operations (\$000s)	17,686	18,587	28,075	15,419	13,447	7,675	5,134	11,107	6,051	3,620
Per share information:										
Basic earnings per common share										
Based on net income	\$ 1.07	\$ 0.96	\$ 0.99	\$ 1.03	\$ 0.08	\$ 0.62	\$ 0.60	\$ 0.47	\$ 0.45	\$ 0.27
Based on income from continuing operations	1.07	0.96	0.99	1.03	0.08	0.62	0.60	0.47	0.45	0.25
Based on adjusted net income	1.32	1.15	1.26	1.36	1.26	0.95	0.76	0.51	0.59	0.29
Diluted earnings per common share										
Based on net income	1.06	0.95	0.97	1.01	0.07	0.61	0.60	0.47	0.36	0.27
Based on income from continuing operations	1.06	0.95	0.97	1.01	0.07	0.61	0.60	0.47	0.36	0.25
Based on adjusted net income	1.31	1.14	1.24	1.32	1.23	0.94	0.76	0.51	0.49	0.29
Common shares										
Outstanding at year end (000s)	30,889	30,874	30,706	30,571	30,258	30,174	30,298	36,662	36,942	26,762
Average outstanding for the year:										
Basic (000s)	30,917	30,819	30,665	30,367	30,238	30,218	32,192	36,770	30,118	20,886
Diluted (000s)	31,175	31,265	31,317	31,186	30,920	30,682	32,490	36,792	36,406	21,184
Second preference shares										
Dividends declared and paid (\$000s)	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 166	\$ 1,210
Dividends per share (CAD)	—	—	—	—	—	—	—	—	0.83	6.05
Series A preference shares										
Dividends declared and paid (\$000s)	—	—	—	—	—	—	—	—	774	—
Dividends per share (CAD)	—	—	—	—	—	—	—	—	0.39	—
Common shares										
Dividends declared and paid (\$000s)	12,145	11,023	11,285	10,305	6,379	5,891	5,238	4,959	3,244	2,073
Dividends per share (CAD) ³	0.520	0.465	0.410	0.350	0.210	0.195	0.165	0.135	0.110	0.100

Historical Consolidated Statement of Financial Position (unaudited)

in United States dollars, unless otherwise noted

(Amounts in \$000s)	2016	2015	2014	2013 ¹	2012	2011	2010 ²	2009 ³	2008	2007
Cash	\$ 18,252	\$ 1,043	\$ 1,044	\$ 1,206	\$ 65	\$ 3,205	\$ 601	\$ 1,866	\$ 5,808	\$ 7,219
Accounts receivable	75,190	76,335	81,772	90,113	73,947	83,590	50,724	56,901	52,758	70,171
Income taxes receivable	3,783	5,218	7,381	3,509	5,145	3,498	704	1,231	37	2,467
Other financial assets	1,705	6,453	4,139	1,524	533	1,323	895	-	-	-
Inventories	252,118	261,771	261,987	252,960	222,313	256,324	132,696	114,261	121,304	112,949
Prepaid expenses	3,340	2,051	2,481	2,361	2,991	2,969	1,899	1,934	1,472	1,750
Deferred income taxes	-	-	-	-	-	-	-	3,675	1,266	1,331
Total current assets	354,388	352,871	358,804	351,673	304,994	350,909	187,519	179,868	182,645	195,887
Property, plant and equipment	111,322	115,879	114,231	101,470	89,268	105,808	67,634	56,878	48,745	58,779
Deferred income taxes	2,290	2,495	3,372	4,656	7,207	1,667	2,416	333	688	1,714
Investment in equity accounted investee	-	-	-	-	96	271	154	-	-	-
Other receivables and miscellaneous assets	864	1,683	1,678	1,906	1,847	1,190	819	232	109	66
Future employee benefits	-	-	-	-	92	92	92	7,062	2,872	6,908
Intangible assets	97,176	102,315	107,704	105,253	110,631	116,594	31,409	18,904	19,877	-
Goodwill	118,101	117,824	119,270	111,999	112,873	110,816	40,036	27,423	25,413	-
Intangible assets and goodwill	-	-	-	-	-	-	-	-	-	43,702
Assets classified as held for sale	-	-	515	542	4,819	-	-	-	-	-
Total assets	\$ 684,141	\$ 693,067	\$ 705,574	\$ 677,499	\$ 631,827	\$ 687,347	\$ 330,079	\$ 290,700	\$ 280,349	\$ 307,056
Bank loans - actual amounts owing	\$ 959	\$ 17,628	\$ 65,851	\$ 97,899	\$ 60,530	\$ 119,936	\$ 43,261	\$ 22,084	\$ 33,500	\$ 63,506
Bank loans - deferred charges	(338)	(470)	(721)	(672)	(826)	(978)	(304)	(312)	(518)	(880)
Accounts payable and accrued liabilities	134,660	119,723	83,595	100,945	91,436	102,623	55,821	52,431	60,800	52,190
Share-based compensation payable - current	612	613	2,259	3,313	10,005	4,233	4,559	-	-	-
Provisions	386	263	437	240	1,614	1,013	553	-	-	-
Other current financial liabilities	1,626	817	580	459	550	780	2,347	-	-	-
Other current liabilities	416	-	-	-	-	-	-	-	-	-
Income taxes payable	851	2,242	20	2,543	1,165	2,024	3,248	28	2,018	447
Current portion of long-term debt	-	11,816	3,000	-	34,237	2,500	4,450	4,378	-	-
Current portion of finance lease obligations	721	1,015	994	979	1,039	1,046	978	826	378	616
Total current liabilities	139,893	153,647	156,015	205,706	199,750	233,177	114,913	79,435	96,178	115,879
Long-term debt - actual amounts owing	267,926	282,934	294,750	232,720	213,888	247,500	44,456	48,996	53,366	53,522
Long-term debt - deferred charges and market valuations	(1,599)	(1,917)	(2,717)	(5,791)	(529)	(20,254)	(305)	(412)	(554)	(677)
Other long-term financial liabilities	196	89	951	5,597	1,130	6,223	208	1,198	1,744	-
Other long-term liabilities	-	125	2,180	175	-	-	-	-	-	-
Share-based compensation payable - long-term	888	358	620	869	1,532	243	-	-	-	-
Long-term finance lease obligations	702	715	1,212	1,647	2,181	2,555	3,062	2,580	424	265
Deferred income taxes	45,183	46,966	46,722	43,998	45,126	47,991	9,949	4,479	-	-
Future employee benefits	8,190	9,631	8,867	7,929	13,791	11,085	9,682	4,338	465	4,320
Liabilities classified as held for sale	-	-	-	-	1,604	-	-	-	-	-
Shareholders' equity	222,762	200,519	196,974	184,649	153,354	158,827	148,114	150,086	128,726	133,747
Total liabilities and shareholders' equity	\$ 684,141	\$ 693,067	\$ 705,574	\$ 677,499	\$ 631,827	\$ 687,347	\$ 330,079	\$ 290,700	\$ 280,349	\$ 307,056

- 1 Share and per share amounts for Fiscal 2013 and prior years have been restated to reflect the retrospective application of the May 30, 2014 2-for-1 stock split.
- 2 In Fiscal 2012, the Company changed its presentation currency from CAD to USD. Results for Fiscal 2011 and 2010 have been fully restated to USD. Historical information for Fiscal 2009 and prior years has been converted to USD by translating the previously reported CAD results at the average annual exchange rate for that year.
- 3 The Company adopted International Financial Reporting Standards effective January 2, 2011, with retrospective application to Fiscal 2010. In Fiscal 2009 and prior years, the Company's results were prepared in accordance with Canadian generally accepted accounting principles.