

# **Management's Discussion and Analysis**

### For the years ended December 31, 2021 and 2020

This Management's Discussion and Analysis ("MD&A") of Taiga Building Products Ltd. ("Taiga" or the "Company") has been prepared based on information available as at February 25, 2022 and should be read in conjunction with the audited consolidated financial statements and the corresponding notes thereto for the years ended December 31, 2021 and 2020. This discussion and analysis provides an overview of significant developments that have affected Taiga's performance during the fiscal year.

The financial information reported herein has been prepared in accordance with International Financial Reporting Standards ("IFRS"), which is the required reporting framework for Canadian publicly accountable enterprises, and is expressed in Canadian dollars.

Taiga's consolidated financial statements and the accompanying notes included within this report include the accounts of Taiga and its subsidiaries. Unless otherwise noted, all references in this MD&A to "dollars" or "\$" are to Canadian dollars.

Additional information relating to the Company including the Company's Annual Information Form dated February 25, 2022 can be found on SEDAR at www.sedar.com.



#### Forward-Looking Information:

This MD&A contains certain forward-looking information relating, but not limited, to future events or performance and strategies and expectations of Taiga. Forward-looking information typically contains statements with words such as "consider", "anticipate", "believe", "expect", "plan", "intend", "likely", "may", "will", "should", "predict", "potential", "continue" or similar words suggesting future outcomes or statements regarding expectations, beliefs, plans, objectives, assumptions, intentions or statements about future events or performance. Examples of such forwardlooking information within this document include statements relating to: the Company's perception of the building products industry and markets in which it participates and anticipated trends in such markets in any of the countries in which the Company does business; the Company's anticipated business operations, inventory levels and ability to meet order demand; the Company's anticipated ability to procure products and its relationship with suppliers; sufficiency of cash flows; and the anticipated outcome of legal and regulatory proceedings. Readers should be aware that these statements are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking information. Forward-looking information reflects management's current expectations or beliefs and is based on information currently available to Taiga and although Taiga believes it has a reasonable basis for providing the forward-looking information included in this document, readers are cautioned not to place undue reliance on such forward-looking information. By its nature, the forward-looking information of Taiga involves numerous assumptions and inherent risks and uncertainties, both general and specific that contribute to the possibility that the predictions, forecasts and other forward-looking information will not occur. These factors include, but are not limited to: changes in business strategies; the effects of legal or regulatory proceedings, competition and pricing pressures; changes in operational costs; changes in laws and regulations, including tax, environmental, employment, competition, anti-terrorism and trade laws and Taiga's anticipation of and success in managing the risks associated with the foregoing; and other risks detailed in this MD&A and Taiga's filings with the Canadian securities regulatory authorities available at www.sedar.com. Forwardlooking information speaks only as of the date of this discussion and analysis. Taiga does not undertake, and specifically disclaims, any obligation to update or revise any forward-looking information, whether as a result of new information, future developments or otherwise, except as required by applicable law.

#### Non-IFRS Financial Measure:

In this MD&A, reference is made to EBITDA, which represents earnings before interest, taxes, and amortization. As there is no generally accepted method of calculating EBITDA, the measure as calculated by Taiga might not be comparable to similarly titled measures reported by other issuers. EBITDA is presented as management believes it is a useful indicator of the Company's ability to meet debt service and capital expenditure requirements and because management interprets trends in EBITDA as an indicator of relative operating performance. EBITDA should not be considered by an investor as an alternative to net income or cash flows as determined in accordance with IFRS. Reconciliations of EBITDA to net earnings reported in accordance with IFRS are included in this MD&A.

#### Market and Industry Data:

Unless otherwise indicated, the market and industry data contained in this MD&A is based upon information of independent industry and government publications and management's knowledge of, and experience in, the markets in which the Company operates. While management believes this data to be reliable, market and industry data is subject to variation and cannot be verified with complete certainty due to limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in any statistical survey. The Company has not independently verified any of the data from third party sources referred to in this MD&A obtained from third party sources.



### 1. Business Overview

Taiga is the largest independent wholesale distributor of building products in Canada. Taiga distributes building products in Canada, the United States and overseas. As a wholesale distributor, Taiga maintains substantial inventories of building products at fifteen strategically located distribution centres throughout Canada and two distribution centres in California and one in Washington. In addition, Taiga regularly distributes through the use of third party reload centres. Taiga also owns and operates four wood preservation plants that produce pressure-treated wood products. Factors that affect Taiga's year-over-year profitability include, among others, sales levels, price fluctuations and product mix.

Taiga's primary market is Canada. Taiga expects the Canadian housing market in calendar year 2022 to worsen slightly compared to calendar year 2021. Taiga's secondary market, the United States, is expected to improve in 2022 compared to calendar year 2021. See Item 12 "Outlook".

#### **Selected Financial Information**

	Year Ended December 31,				
(in millions of dollars, except for share amounts and per share amounts in dollars)	2021	2020	2019		
Income Statement Data:					
Sales	2,220	1,589	1,299		
Gross Margin	300.2	225.2	129.5		
Net Earnings	92.7	70.8	25.9		
Net Earnings per Share (Basic and Fully Diluted) <sup>(1)</sup>	0.85	0.64	0.23		
Weighted Average Number of Shares Outstanding	108,457,725	110,269,076	114,477,411		
EBITDA <sup>(2)</sup>	145.2	116.9	57.7		
Balance Sheet Data:					
Working Capital <sup>(4)</sup>	224.6	189.1	114.0		
Total Assets	583.0	474.2	395.0		
Total Long-Term Financial Liabilities <sup>(5)</sup>	107.6	125.6	121.4		

Notes:

<sup>(2)</sup> Reconciliation of net earnings to EBITDA:

	Fiscal Year Ended	Fiscal Year Ended	Fiscal Year Ended	Fiscal Year Ended	Period Ended <sup>(3)</sup> ,
·			December 31,		
(in millions of dollars)	2021	2020	2019	2018	2017
Net earnings	92.7	70.8	25.9	20.3	(4.2)
Income tax expense Finance and subordinated debt	33.0	25.4	9.9	8.7	6.6
interest expense	8.4	9.3	11.0	8.0	15.6
Amortization	11.1	11.4	10.8	5.7	3.3
EBITDA	145.2	116.9	57.7	42.7	21.3

Fiscal

<sup>(1)</sup> Net earnings per share is calculated using the weighted-average number of shares outstanding in the year.



- (3) The fiscal year end of the Company was changed from March 31 to December 31 in 2017. Accordingly, the fiscal period financial information was prepared for the 9 month transition year ended December 31, 2017.
- (4) Working capital is the excess of current assets over current liabilities.
- (5) Total long-term financial liabilities are the total liabilities less current liabilities and deferred gain.

### 2. Results of Operations

#### **Sales**

The Company's consolidated net sales for the year ended December 31, 2021 were \$2,219.7 million compared to \$1,589.1 million for the last fiscal year. The increase in sales by \$630.6 million or 40% was largely due to increased selling prices for commodity products.

Sales by segments are as follows:

, 0	Years ended December 31,					
	2021		2020			
	\$000's	%	\$000's	%		
Canada	1,815,706	81.8	1,232,368	77.6		
United States	403,968	18.2	356,755	22.4		

For the fiscal year, export sales totalled \$314.6 million compared to \$244.3 million in the previous year. These export sales were primarily to the United States and Asia, and are included as part of the Canadian segment in the table above.

The Company's sales of dimension lumber and panels, as a percentage of total sales, was 59.1% for the fiscal year ended December 31, 2021 and 58.5% for 2020. Allied, engineered and treated wood product sales, as a percentage of total sales, was 40.9% for 2021 and 41.5% for 2020.

### **Gross Margin**

Gross margin for the fiscal year ended December 31, 2021 increased to \$300.2 million from \$225.2 million in the previous year. The increase was due to higher selling prices of commodity products particularly in the first two quarters of the fiscal year. Gross margin percentage decreased to 13.5% in the current year compared to 14.2% in the previous year. This decrease was primarily due to fluctuations in commodity prices.

#### **Expenses**

Distribution expense for the fiscal year ended December 31, 2021 increased to \$27.6 million from \$26.8 million last year primarily due to increased depreciation, maintenance and insurance costs.

Selling and administration expense for the year ended December 31, 2021 increased to \$138.3 million compared to \$95.6 million in the previous year primarily due to increased compensation costs.

Finance expense for the year ended December 31, 2021 decreased to \$7.5 million compared to \$8.5 million for the last year. The decrease was primarily due to lower borrowing levels leading to lower interest costs.

Canada Emergency Wage Subsidy income was nil for the year ended December 31, 2021 while it was \$2.9 million in the previous year. In response to COVID-19, the Government of Canada announced the Canada Emergency Wage Subsidy ("CEWS") program in April 2020. CEWS provides a wage subsidy on eligible remuneration, subject to a maximum per employee, to eligible employers based on meeting certain eligibility criteria. The subsidy is not required to be repaid. Please see Note 21 of the Audited Consolidated Financial Statements for the year ended December 31, 2021 for more information.



### **Net Earnings**

Net earnings for the year ended December 31, 2021 increased to \$92.7 million from \$70.8 million last year primarily due to the foregoing.

#### **EBITDA**

EBITDA for the year ended December 31, 2021 was \$145.2 million compared to \$116.9 million last year.

### 3. Quarter Ended December 31st Results

A summary of the results for the three months ended December 31, 2021 and 2020 is as follows:

	Three months ended December 31,		
(in thousands of dollars except per share amount in dollars)	2021	2020	
Sales	412,461	411,283	
Gross margin	54,285	60,361	
Distribution expense	6,861	7,439	
Selling and administration expense	32,789	26,602	
Finance expense	1,724	2,057	
Subordinated debt interest expense	219	219	
Other income	(17)	(28)	
Earnings before income tax	12,709	24,072	
Income tax expense	2,427	6,437	
Net earnings	10,282	17,635	
Net earnings per share	0.10	0.16	
EBITDA <sup>(1)</sup>	17,425 <sup>1)</sup>	29,410 <sup>(1)</sup>	

Note:

#### Sales

The Company's consolidated net sales for the quarter ended December 31, 2021 were \$412.5 million compared to \$411.3 million in the same quarter last year. The increase in sales by \$1.2 million was largely due to higher selling prices on commodity prices in the quarter ended December 31, 2021.

The Company's sales of dimension lumber and panel, as a percentage of total sales, decreased to 55.2% for the quarter ended December 31, 2021 compared to 62.7% for the same quarter last year. Allied, engineered and treated wood product sales, as a percentage of total sales, increased to 44.8% this quarter from 37.3% during the same quarter last year.

<sup>(1)</sup> See the reconciliation of net earnings to EBITDA below.



Sales by segments are as follows:

		Revenue by Point of Sale					
		Three months ended December 31, 2021		ded			
	2021						
	\$000's	%	\$000's	%			
Canada	338,290	82.0	318,739	77.5			
United States	74,171	18.0	92,544	22.5			

During the quarter ended December 31, 2021, Taiga's Canadian operations had export sales of \$57.6 million compared to \$69.9 million in the same quarter last year. These export sales were primarily to the United States and Asia, and are included as part of the Canadian segment in the table above.

### **Gross Margin**

Gross margin for the quarter ended December 31, 2021 decreased to \$54.3 million from \$60.4 million over the same quarter last year. Gross margin percentage decreased to 13.2% in the current quarter compared to 14.7% in the same quarter last year. These decreases were primarily due to fluctuations in commodity prices.

#### **Expenses**

Distribution expense for the fourth quarter decreased to \$6.9 million compared to \$7.4 million in the same quarter last year primarily due to decreased depreciation, maintenance and insurance costs.

Selling and administration expense for the quarter ended December 31, 2021 increased to \$32.8 million compared to \$26.6 million over the same quarter last year due to increased compensation costs.

Finance expense for the quarter ended December 31, 2021 decreased to \$1.7 million compared to \$2.1 million for the same quarter last year. The decrease was primarily due to lower borrowing levels leading to lower interest costs.

#### **Net Earnings**

Net earnings for the quarter ended December 31, 2021 decreased to \$10.3 million from \$17.6 million last year primarily due to the foregoing.

#### **EBITDA**

EBITDA for the quarter ended December 31, 2021 was \$17.4 million compared to \$29.4 million for the same quarter last year.

Reconciliation of net earnings to EBITDA:

	Three months ended	December 31,
(in thousands of dollars)	2021	2020
Net earnings	10,282	17,635
Income tax expense	2,427	6,437
Finance and subordinated debt interest expense	1,943	2,276
Amortization	2,773	3,062
EBITDA	17,425	29,410



# 4. Summary of Quarterly Results

	Year e	ended Dece	ember 31,	2021	Yea	r ended De	cember 31,	, 2020
(in thousands of dollars, except per share amount in dollars)	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Sales	412,461	484,563	786,732	535,918	411,283	500,667	356,894	320,279
Net earnings (loss)	10,282	(5,240)	58,468	29,176	17,635	33,430	13,148	6,613
Net earnings (loss) per share <sup>(1)</sup>	0.10	(0.05)	0.54	0.27	0.16	0.31	0.12	0.06
EBITDA	17,425	(1,841)	84,539	45,107	29,410	50,489	23,862	13,143

#### Note:

### Seasonality

Taiga's sales are subject to seasonal variances that fluctuate in accordance with the normal home building season. Taiga generally experiences higher sales in the quarters ended June 30 and September 30 and reduced sales in the late fall and winter during its quarters ended December 31 and March 31 of each fiscal year.

### 5. Liquidity and Capital Resources

### **Revolving Credit Facility**

On June 28, 2019, the Company renewed its senior credit facility with a syndicate of lenders led by JPMorgan Chase Bank (the "Facility"). The Facility was increased from \$225 million to \$250 million, with an option to increase the limit by up to \$50 million. The Facility also features an ability to draw on additional term loans in an aggregate amount of approximately \$23 million at favourable rates, which Taiga utilized for the Exterior Wood, Inc. acquisition in 2018. The Facility continues to bear interest at variable rates plus variable margins, is secured by a first perfected security interest in all personal property of the Company and certain of its subsidiaries, and will mature on June 28, 2023. Taiga's ability to borrow under the Facility is based upon a defined percentage of accounts receivable and inventories. The terms, conditions, and covenants of the Facility have been met as at December 31, 2021.

Taiga expects to meet its future cash requirements through a combination of cash generated from operations and its credit facilities. However, any severe weakening of the Canadian housing market driving reduced product demand or a significant increase in bad debts in accounts receivable could adversely impact the Company's liquidity in the short term.

### **Working Capital**

Working capital as at December 31, 2021 increased to \$224.6 million from \$189.1 million as at December 31, 2020 due to increased assets. Taiga believes that current levels are adequate to meet its working capital requirements.

### **Summary of Financial Position**

(in thousands of dollars)	December 31, 2021	December 31, 2020
Current Assets	430,589	330,138
Current Liabilities (excluding Revolving Credit Facility)	(205,958)	(132,282)
Revolving Credit Facility	-	(8,742)

<sup>(1)</sup> The amounts are identical on a basic and fully-diluted per share basis. Earnings per share is calculated using the weighted-average number of shares outstanding for the year.



Working Capital	224,631	189,114
Long Term Assets	152,415	144,026
Long Term Liabilities (excluding Subordinated Notes)	(109,991)	(115,621)
Subordinated Notes	-	(12,500)
Shareholders' Equity	267,055	205,019

#### **Assets**

Total assets were \$583.0 million as at December 31, 2021 compared to \$474.2 million as at December 31, 2020. The increase was primarily the result of increased cash and cash equivalents, inventories, property plant and equipment and deferred tax assets.

Cash increased to \$69.7 million as at December 31, 2021 compared to nil as at December 31, 2020. This is primarily due to increased cashflow from operations.

Inventories increased to \$217.7 million as at December 31, 2021 compared to \$190.0 million as at December 31, 2020 primarily due to higher commodity price.

Property, plant and equipment increased to \$121.3 million as at December 31, 2021 compared to \$119.4 million as at December 31, 2020 primarily due to acquisition.

#### Liabilities

Revolving credit facility was nil as at December 31, 2021 from \$8.7 million as at December 31, 2020. The decrease was due to increased cash flows from operations.

Accounts payable and accrued liabilities increased to \$155.9 million as at December 31, 2021 compared to \$122.9 million as at December 31, 2020 due to increased payroll liabilities.

Total liabilities increased to \$315.9 million as at December 31, 2021 from \$269.2 million as at December 31, 2020. The increase was primarily the result of increased accounts payable and accrued liabilities.

### **Contractual Obligations**

	Right-of-use	Operating
(in thousands of dollars)	leases	leases <sup>(1)</sup>
No later than one year	10,290	50
Later than one year, but not later than five years	35,693	15
Later than five years	109,998	0

#### Note:

(1) The operating leases relate to leases with a lease term of less than 12 months and low value assets.

### **Outstanding Share Data**

The Company has only one class of shares outstanding, its common shares without par value. On February 25<sup>th</sup>, 2022, there were 108,208,963 common shares issued and outstanding.

On August 13, 2019, the Company commenced a Normal Course Issuer Bid ("NCIB") for its common shares. Under the terms of the NCIB, the Company may purchase up to 5,778,181 of its then outstanding 115,563,638 common shares, representing 5% of the outstanding common shares. This NCIB expired on August 12, 2020 and the Company purchased 5,778,181 shares during the NCIB and cancelled them.



On August 13, 2020, the Company commenced a Normal Course Issuer Bid ("NCIB") for its common shares. Under the terms of the NCIB, the Company may purchase up to 5,489,272 of its 109,785,457 then outstanding common shares, representing 5% of the outstanding common shares. This NCIB expired on August 12, 2021 and the Company purchased 1,243,900 shares during the NCIB.

On August 18, 2021, the Company commenced a further NCIB for its common shares. Under the terms of the NCIB, the Company may purchase up to 5,427,077 of its then outstanding 108,541,557 common shares, representing 5% of the outstanding common shares. For the year ending December 31, 2021 the Company purchased 332,594 shares for \$843,752. These common shares purchased by the Company have been cancelled. At December 31, 2021 there were 5,094,484 remaining common shares permitted to be purchased by the Company per the terms of the NCIB with an expiration on August 17, 2022.

# 6. Commitments and Contingencies

#### (a) Contractual Commitments

The Company has obligations under various operating leases for occupied premises and equipment. For further discussion, refer to Note 22 to the Audited Consolidated Financial Statements for the Year ended December 31, 2021.

### 7. Risks and Uncertainties

The results of operations, business prospects and financial conditions of Taiga are subject to a number of risks and uncertainties, and are affected by a number of factors outside Taiga's control. Any of these risks and uncertainties could have a material adverse effect on the Company's operations, financial conditions and cash flow and, accordingly, should be carefully considered in evaluating Taiga's business. A comprehensive discussion of risk factors is included in Taiga's Annual Information Form dated February 25, 2022, available on SEDAR at www.sedar.com.

# 8. Critical Accounting Policies and Estimates, and Future Accounting Changes

The significant accounting policies of Taiga are described in Note 3 to the Consolidated Financial Statements for the year ended December 31, 2021.

In preparing these consolidated financial statements, Taiga's management was required to make estimates and assumptions that affect the amounts recorded. Financial results as determined by actual events could differ from such estimates. The estimates and assumptions of the Company's management are based on historical experience and other factors management considers to be reasonable, including expectations of future events. The estimates and assumptions that could result in a material impact to the carrying amounts of assets and liabilities are outlined below.

#### Allowance for Doubtful Accounts

While significant bad debts have not been experienced in prior years the provision is based on the Company's knowledge of the financial condition of its customers, the aging of the receivables, the current business environment and historical experience. A change in one or more of these factors could impact the estimated allowance and provision for bad debts. Taiga's allowance for doubtful accounts as at December 31, 2021 was \$1.3 million (2020 – \$1.8 million).



#### Valuation of Inventories

Inventories are valued at the lower of average cost and net realizable value. Taiga evaluates inventory balances at each balance sheet date and records a provision as necessary for slow moving or obsolete inventory. Additionally, Taiga records a provision if the cost of inventories exceeds net realizable value based on commodity prices. Inventory provision as at December 31, 2021 was \$0.2 million (2020 – nil).

### Valuation and Estimated Life of Long-Lived Assets

An impairment test is performed by comparing the carrying amount of the asset or its cash generating unit to the recoverable amount, which is calculated as the higher of an asset's or cash-generating unit's fair value less costs to sell and its value in use. Value in use is calculated based upon a discounted cash flow analysis, which requires management to make a number of significant assumptions including assumptions relating to future operating plans, discount rates and future growth rates.

The estimated useful lives and recoverable amounts of long-lived assets are based on the judgment of management and the best currently available information. Changes in circumstances can result in the actual useful lives differing from management's estimates.

#### **Customer Rebates**

Customer rebates are commonly offered as industry practice and are generally based on achievement of specified volume sales levels. Taiga accrues for the payment of customer rebates as a reduction of revenue based on management's estimates.

### **Valuation of Warranty Provisions**

A provision for future potential warranty costs is calculated using historical trends and future expectations of future claims. Adjustments to the warranty provision are included in cost of sales. Actual future warranty costs may differ from those estimates.

#### **Current and Deferred Taxes**

The Company calculates current and deferred tax provisions for each of the jurisdictions in which it operates. Actual amounts of income tax expense are not final until tax returns are filed and accepted by the relevant authorities. This occurs subsequent to the issuance of financial statements. Therefore, results in subsequent periods will be affected by the amount that estimates differ from the final tax return.

Judgment is required in assessing whether deferred tax assets and certain deferred tax liabilities are recognized on the balance sheet. Taiga also evaluates the recoverability of deferred tax assets based on an assessment of the likelihood of using the underlying future tax deductions against future taxable income before they expire. Deferred tax liabilities arising from temporary differences on investments in subsidiaries, joint ventures and associates are recognized unless the reversal of the temporary differences is not expected to occur in the foreseeable future and can be controlled. Assumptions about the generation of future taxable profits and repatriation of retained earnings depend on management's estimates of future sales volumes and housing starts, commodity prices, operating costs, capital expenditures, dividends and other capital transactions. Judgment is also required about the application of income tax legislation. These estimates and judgments are subject to risk and uncertainty, which could result in an adjustment to the deferred tax provision and a corresponding credit or charge to income.

#### Goodwill

Management uses judgment in determining the fair value of the acquired net identifiable tangible and intangible assets at the date of a business combination. Any resulting goodwill is an asset representing the future economic benefits arising from other assets acquired in a business combination that are not individually identified and



separately recognized. Goodwill at December 31, 2021 relates to the Company's acquisition of Exterior Wood, Inc. Goodwill is not amortized, but is tested for impairment annually or more frequently if changes in circumstances indicate a potential impairment. Goodwill impairment is assessed based on a comparison of the recoverable amount of a cash-generating unit to the underlying carrying value of that cash-generating unit's net assets, including goodwill. Significant estimates are required in determining the recoverable amount of each cash-generating unit, including a discount rate, a growth rate and revenue projections. When the carrying amount of the cash-generating unit exceeds its recoverable amount, the higher of the fair value less cost of disposal and the value-in-use related to the cash-generating unit is compared to its carrying value and excess of carrying value is recognized as an impairment loss (Note 10).

# 9. Related Party Transactions

In accordance with IFRS requirements, related party transactions consist of remuneration of directors and other key management personnel with whom Taiga has entered into employment agreements. Further information is contained in our most recent Management Information Circular available on SEDAR at www.sedar.com and Note 27 to the Company's audited consolidated financial statements for the year ended December 31, 2021. The remuneration for key management, which includes the Company's directors and officers, were as follows:

	Year ended	Year ended
(in thousands of dollars)	December 31, 2021	December 31, 2020
Salaries and other benefits	15,760	5,981

An amount of \$14,645,157 is included in accounts payable and accrued liabilities relating to bonuses to key management.

# 10. Off-Balance Sheet Arrangements

Taiga does not have off-balance sheet arrangements except for commitments under operating leases as discussed under "Commitments and Contingencies" in this Management's Discussion and Analysis.

For a detailed description of financial instruments and their associated risks, see Note 24 to the Company's audited consolidated financial statements for the year ended December 31, 2021.

# 11. Disclosure Controls and Procedures and Internal Controls over Financial Reporting

Taiga's management is responsible for establishing and maintaining adequate disclosure controls and procedures and internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external reporting purposes in accordance with IFRS.

In accordance with the requirements of National Instrument 52-109 Certification of Disclosure in Issuers' Annual and Interim Filings, Taiga's management, including the Chief Executive Officer and Chief Financial Officer, evaluated the Company's disclosure controls and procedures and internal controls over financial reporting. Based on the evaluation, Taiga's CEO and CFO concluded that these controls were effective for the Year ended December 31, 2021.

The CEO and CFO of Taiga acknowledge responsibility for the design of internal controls over financial reporting and confirm that there were no changes in these controls that occurred during the year ended December 31, 2021 which materially affected, or are reasonably likely to materially affect the Company's ICFR.



### 12. Outlook

Taiga's financial performance is primarily dependent on the residential construction, renovation and repairs markets. These markets are affected by the strength or weakness in the general economy and as such are influenced by interest rates and other general market indicators.

The outbreak of the coronavirus, also known as "COVID-19", has spread across the globe and is impacting worldwide economic activity. Conditions surrounding the coronavirus continue to rapidly evolve and government authorities have implemented emergency measures to mitigate the spread of the virus. As at the financial statement approval date, the pandemic has had a positive impact on Taiga's business and financial performance in fiscal 2020 and the first half of fiscal 2021. This is a direct result of the increased demand for detached housing, record high commodity prices and low borrowing rates experienced during the pandemic. However, commodity prices did fall dramatically during the Company's third quarter which had a material impact on its results. The extent to which these events may continue to impact the Company's business activities in the same manner in future periods will depend on a number of factors, such as the ultimate geographic spread of the disease, the duration of the outbreak, travel restrictions, the rate at which vaccines are administered, the effectiveness of vaccines against the coronavirus and its mutations, subsequent outbreaks, business disruptions, and the effectiveness of actions taken in Canada, the United States and other countries to contain and treat the disease, the demand for detached housing in North America, future commodity prices, interest rates and the strength of the general economy. These events are highly uncertain and as such, the Company cannot predict with any certainty how the progression of the coronavirus pandemic and these events will ultimately impact the Company's financial performance in 2022.

In Canada, according to the Canada Mortgage and Housing Corporation ("CMHC") in their Spring 2021 Housing Market Outlook, housing starts in Canada are expected to range between 222,500 and 234,500 in 2022 compared to 221,100 and 230,000 in 2021.

In the United States, the National Association of Home Builders reported in January 2022 that housing starts are forecasted to total 1,625,000 units in the 2022 calendar year compared to 1,585,000 units in calendar year 2021.

# Taiga Building Products Ltd.

**Consolidated Financial Statements** 

For the years ended December 31, 2021 and 2020 (in Canadian dollars)



#### INDEPENDENT AUDITOR'S REPORT

To the Shareholders of Taiga Building Products Ltd.

#### Opinion

We have audited the consolidated financial statements of Taiga Building Products Ltd. (the "Company"), which comprise the consolidated balance sheets as at December 31, 2021 and 2020, and the consolidated statements of earnings and comprehensive income, changes in shareholders' equity and cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2021 and 2020, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

#### **Basis for Opinion**

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Key Audit Matters**

Key audit matters are those matters, that in our professional judgement, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

#### **Key Audit Matter**

#### How the Matter was Addressed in the Audit

#### Revenue recognition

The Company's disclosure related to revenue recognition is included in Note 3.

The Company derives substantially all of its revenue from the wholesale of building products in Canada, the United States and overseas. Revenue is recognized at a point in time, when control of the products has been transferred to the customers, which is either when the products are shipped to the customers, in instances where the customers arrange for shipments, or when delivery is made, in instances where the Company arranges for shipments.

For the year ended December 31, 2021, the Company recognized revenue of \$2,219 million from the wholesale of building products. Revenue is comprised of a high volume of transactions that are generated from multiple locations. The Company has volume-based incentive agreements which are specific to product lines and customer groups.

We considered this as a key audit matter due to the magnitude of the revenues and the volume of the transactions resulting in significant audit effort.

In obtaining sufficient audit evidence, the following procedures have been performed:

- We evaluated the design and implementation of internal controls relating to revenue and tested the operating effectiveness.
- Performed analytical procedures to identify unusual fluctuations.
- For a sample of revenue transactions throughout the year we performed detail transaction testing by agreeing the amounts recognized to source documents and testing the mathematical accuracy of the recorded revenue.
- For a sample of transactions before and after the reporting period end date we tested that revenue was recognized in the same period as the point in time when control of the product was transferred to the customer.
- For a sample of revenue transactions, we recalculated the amount of rebates accrued using the terms of the customer incentive agreements.
- For a sample of management journal entries posted to revenue accounts we agreed the adjustments to supporting evidence for appropriateness.
- Reviewed credit notes issued subsequent to the year end and ascertained that revenue was adjusted appropriately.

# Impairment of non-financial assets – Exterior Wood, Inc., Cash Generating Unit ("CGU")

The Company disclosures related to Goodwill are included in Notes 3, 4 and 10.

As at December 31, 2021, goodwill recorded on the balance sheet with respect to the acquisition of Exterior Wood, Inc. on July 31, 2018 amounted to \$9,915 million.

IAS 36, Impairment of Assets requires goodwill to be tested for impairment annually and whenever there is an indication that goodwill may be impaired. In performing the impairment assessment of the carrying amount of goodwill, the recoverable amounts of cash-generating units ("CGU") to which goodwill has been attributed, are determined using value-in-use calculations using discounted cash flows, which involved significant judgements in estimating the gross margin and profit margin, expected growth rate and discount rate.

We considered this as a key audit matter due to the significant management estimates and judgments required in determining the recoverable amount of the CGU. Audit procedures to evaluate the reasonableness of management's estimates and assumptions related to expected growth rate, estimated gross margin and profit margin and the selection of the discount rate required a high degree of auditor judgment and an increased extent of effort, including the need to involve our valuation experts and was based on assumptions that are affected by future market and economic conditions.

We have discussed with management and with the assistance of our valuation experts, we have carried out the following procedures:

- Critically evaluated whether the methodology used by management to determine the recoverable amount of goodwill complies IAS 36, Impairment of Assets.
- Tested the reasonableness of the expected growth rates and gross margins and profit margins used in the value-in-use calculation to determine whether they are reasonable and that assumptions used are supportable taking into consideration the CGU's current and past performance, and expectations of market developments, as well as the business climate for the building products industry.
- With the assistance of our valuation expert, we evaluated the reasonableness of the valuation methodology and the discount rate by testing the information underlying the determination of the discount rate and the mathematical accuracy of the calculation and by developing a range of independent estimates and comparing those to the discount rate selected by management.
- Calculated the impact to the recoverable amounts when reasonable possible changes to the key assumptions are made.
- Reviewed the adequacy of the disclosures made in relation to the impairment assessment of goodwill in the financial statements.

#### Other Information

Management is responsible for the other information. The other information comprises the information included in Management's Discussion and Analysis.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We obtained Management's Discussion and Analysis prior to the date of this auditor's report. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of Management and Those Charged with Governance for the Financial Statements

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

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and

are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Otto Ehinger.

DALE MATHESON CARR-HILTON LABONTE LLP CHARTERED PROFESSIONAL ACCOUNTANTS

Vancouver, BC

February 24, 2022



### **Consolidated Balance Sheets**

(in thousands of Canadian dollars)	De	cember 31, 2021	De	cember 31, 2020
Assets				
Current:				
Cash (Note 5)	\$	69,673	\$	_
Accounts receivable (Note 6)	*	139.193	*	136.786
Inventories (Note 7)		217,698		189,979
Prepaid expenses		4,025		3,373
		430,589		330,138
Property, plant and equipment (Note 8)		121,271		119,380
Intangible assets (Note 9)		13,263		14,422
Goodwill (Note 10)		9,915		9,957
Deferred tax assets (Note 14)		7,966		267
	\$	583,004	\$	474,164
Liabilities and Shareholders' Equity				
Current:	_		_	
Revolving credit facility (Note 11)	\$	-	\$	8,742
Accounts payable and accrued liabilities (Note 13)		155,877		122,845
Income taxes payable		31,675		4,369
Current portion of long-term debt (Note 12)		636		638
Current portion of lease obligations (Note 15)		5,270		4,430
Subordinated notes (Note 17)		12,500		141.004
		205,958		141,024
Long-term debt (Note 12)		6,780		7,447
Lease obligations (Note 15)		94,132		91,146
Deferred gain		2,362		2,481
Deferred tax liabilities (Note 14)		6,347		14,076
Provisions (Note 16)		370		471
Subordinated notes (Note 17)		-		12,500
		315,949		269,145
Shareholders' Equity:				
Share capital (Note 18)		123,204		124,048
Accumulated other comprehensive income (Note 18)		3,456		3,261
Retained earnings		140,395		77,710
		267,055		205,019
	\$	583,004	\$	474,164

Commitments and contingencies (Note 22)

The accompanying notes are an integral part of these consolidated financial statements

Approved by the Directors

/s/ Ian Tong/s/ Garson LeeChairmanDirector

# **Consolidated Statements of Earnings and Comprehensive Income**

	Year ended			
		Decer	nber (	31,
(in thousands of Canadian dollars, except per share amounts)		2021		2020
Sales	\$	2,219,674	\$	1,589,123
Cost of sales (Note 19)		1,919,482		1,363,953
Gross margin		300,192		225,170
Expenses:				_
Distribution (Note 19)		27,569		26,843
Selling and administration (Note 19)		138,282		95,648
Finance (Note 20)		7,519		8,450
Subordinated debt interest (Note 17)		875		875
Canada Emergency Wage Subsidy (Note 21)		-		(2,919)
Other expenses		285		63
		174,530		128,960
Earnings before income tax		125,662		96,210
Income tax expense (Note 14)		32,976		25,384
Net earnings for the year	\$	92,686	\$	70,826
Other comprehensive income (loss)				_
Exchange differences on translating foreign controlled entities	\$	195	\$	(2,261)
Total comprehensive income for the year	\$	92,881	\$	68,565
Basic and diluted net earnings per common share	\$	0.85	\$	0.64
Weighted average number of common shares outstanding		108,458		110,269

The accompanying notes are an integral part of these consolidated financial statements.

### **Consolidated Statements of Changes in Shareholders' Equity**

### For the year ended December 31, 2020

			Accumulated Other					
(in thousands of Canadian dollars)	Sha	are Capital		Retained Earnings	Co	omprehensive Income		Total
(III triousarius di Cariadiari dollars)	Sile	ire Capitai		zariiiiys		IIICOIIIE		TOLAI
Balance at December 31, 2019	\$	127,278	\$	6,884	\$	5,522	\$	139,684
Net earnings		-		70,826		-		70,826
Shares purchased under the NCIB and cancelled (Note 18)		(3,230)		-		-		(3,230)
Other comprehensive loss		-		-		(2,261)		(2,261)
Balance at December 31, 2020	\$	124,048	\$	77,710	\$	3,261	\$	205,019

### For the year ended December 31, 2021

			Retained	Accumulated Other omprehensive	
(in thousands of Canadian dollars)	Sha	re Capital	Earnings	 Income	Total
Balance at December 31, 2020	\$	124,048	\$ 77,710	\$ 3,261	\$ 205,019
Net earnings		-	92,686	-	92,686
Dividend (Note 18)		-	(30,001)	-	(30,001)
Shares purchased under the NCIB and cancelled (Note 18)		(844)	-	-	(844)
Other comprehensive income		-	-	195	195
Balance at December 31, 2021	\$	123,204	\$ 140,395	\$ 3,456	\$ 267,055

The accompanying notes are an integral part of these consolidated financial statements.

### **Consolidated Statements of Cash Flows**

(in thousands of Canadian dollars)		Year ended December 31,				
		2021	2020			
Cash provided by (used in):						
Operating:						
Net earnings	\$	92,686 \$	70,826			
Adjustments for non-cash items						
Amortization		11,125	11,369			
Income tax expense		32,976	25,384			
Mark-to-market adjustment on financial instruments		613	64			
Change in provisions		(101)	(101)			
Loss on asset disposal		391	192			
Amortization of deferred gain		(119)	(119)			
Finance and subordinated debt interest expense		8,394	9,325			
Interest paid		(7,029)	(7,103)			
Income tax paid		(20,663)	(25,237)			
Changes in non-cash working capital (Note 25)		345	(33,758)			
Cash flows provided by operating activities		118,618	50,842			
Investing:						
Purchase of property, plant and equipment		(3,199)	(2,827)			
Proceeds from disposition of property, plant and equipment		39	22			
Cash flows used in investing activities		(3,160)	(2,805)			
Financing:						
Decrease in revolving credit facility		(8,986)	(30,907)			
Repayment of long-term debt		(669)	(9,792)			
Repayment of lease obligations		(4,654)	(4,552)			
Subordinated notes interest paid		(875)	(875)			
Dividends paid		(30,001)	-			
Repurchase of common shares		(844)	(3,230)			
Cash flows used in financing activities		(46,029)	(49,356)			
Effect of foreign exchange on cash		244	1,319			
Cash (credit facility) - beginning of year						
Cash - end of year	\$	69,673 \$	-			

The accompanying notes are an integral part of these consolidated financial statements.

# 1. Nature of Operations

Taiga Building Products Ltd. ("Taiga" or the "Company") is an independent wholesale distributor of building products in Canada and the United States. Taiga operates within two reportable geographic areas, Canada and the United States. The Company's shares are listed for trading on the Toronto Stock Exchange.

Taiga is a Canadian corporation and its registered and records office is located at 20<sup>th</sup> floor, 250 Howe Street, Vancouver, British Columbia, Canada V6C 3R8.

#### Covid-19 Pandemic

The outbreak of the coronavirus, also known as "COVID-19", has spread across the globe and is impacting worldwide economic activity. Conditions surrounding the coronavirus continue to rapidly evolve and government authorities have implemented emergency measures to mitigate the spread of the virus. As at the financial statement approval date, the pandemic has had a positive impact on Taiga's business and financial performance in fiscal 2020 and the first half of fiscal 2021. This is a direct result of the increased demand for detached housing, record high commodity prices and low borrowing rates experienced during the pandemic. However, commodity prices did fall dramatically during the Company's third quarter which had a material impact on its results; however, results improved again in the fourth guarter. The extent to which these events may continue to impact the Company's business activities in the same manner in future periods will depend on a number of factors, such as the ultimate geographic spread of the disease, the duration of the outbreak, travel restrictions, the rate at which vaccines are administered, the effectiveness of vaccines against the coronavirus and its mutations, subsequent outbreaks, business disruptions, and the effectiveness of actions taken in Canada, the United States and other countries to contain and treat the disease, the demand for detached housing in North America, future commodity prices, interest rates and the strength of the general economy. These events are highly uncertain and as such, the Company cannot predict with any certainty how the progression of the coronavirus pandemic and these events will ultimately impact the Company's financial performance beyond the fiscal year ending 2022.

# 2. Basis of Preparation

#### (a) Statement of Compliance

These consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board.

These consolidated financial statements were authorized for issue on February 24, 2022 by the board of directors of the Company.

#### (b) Basis of Consolidation

These consolidated financial statements include the accounts of Taiga Building Products Ltd. and its subsidiaries. Subsidiaries are those entities which the Company controls by having the power to govern the financial and operational policies of the entity. Inter-company transactions and balances have been eliminated.

#### (c) <u>Basis of Measurement</u>

These consolidated financial statements have been prepared on an accrual basis and are based on historical costs, modified where applicable.

# 3. Significant Accounting Policies

### (a) Cash

Cash includes cash on hand, deposits held at call with financial institutions and other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and subject to an insignificant risk of change in value.

#### (b) <u>Inventories</u>

Inventories consist of allied building products, lumber products, panel products and production consumables. Inventories include other costs, such as transportation and processing that are directly incurred to bring the inventories to their present location and condition. The cost of treated wood includes the cost of lumber, direct labour and an allocation of fixed and variable overhead expenses. Inventories are stated at the lower of average cost and net realizable value, except for production consumables which are recorded at the lower of cost and replacement cost which approximates net realizable value.

#### (c) Property, Plant and Equipment

The following assets are recorded at cost and amortization is provided using the following methods and annual rates:

**Declining Balance Method** 

Buildings 4% - 10% Furniture and office equipment 8% - 30% Warehouse equipment 10% - 30%

Straight-line Method

Leasehold improvements

Treating equipment

Computer system and license

Over term of lease
20 - 25 Years
3 - 10 Years

The carrying values of the buildings and equipment are reviewed for indicators of impairment on a regular basis by reference to their estimated recoverable amount. Assets that are not yet available for use are not being amortized.

#### (d) Deferred Gain

The deferred gain relates to proceeds in excess of the net book value of certain buildings sold in the sale and leaseback transactions completed during the years ended March 31, 2014 and 2006. The deferred gain is amortized over the lease terms of the buildings. Amortization is included in other income.

#### (e) Business Combinations and Goodwill

Business combinations are accounted for by applying the acquisition method, whereby assets obtained, liabilities incurred or assumed, and equity instruments issued by the Company in exchange for control of the acquired business are measured at fair value at the date of acquisition. The acquired business' identifiable assets, liabilities and contingent liabilities that meet the recognition criteria under IFRS 3, Business Combinations are recognized at their fair values at the acquisition date, except for deferred tax assets and liabilities which are measured in accordance with IAS 12, Income Taxes, and non-current assets which are classified as held-for-sale in accordance with IFRS 5, Non-Current Assets Held for Sale and Discontinued Operations, and are recognized and measured at fair value, less costs to sell. To the extent the fair value of consideration paid exceeds the fair value of the net identifiable tangible and intangible assets, goodwill is recognized. To the extent the fair value of consideration paid is less than the fair value of net identifiable tangible and intangible assets, the difference is recognized in income immediately as a gain on bargain

purchase. Goodwill is subsequently measured at cost less accumulated impairment losses. Acquisition costs associated with business combination activities are expensed in the period incurred.

#### (f) <u>Intangible Assets</u>

All intangible assets acquired by the Company through business acquisitions are recorded at fair value on the date of acquisition. Intangible assets that have indefinite lives are measured at cost less accumulated impairment losses. Intangible assets that have finite useful lives are subsequently measured at cost less accumulated amortization and accumulated impairment losses. Intangible assets are comprised of brand recognition and customer relationships, which are amortized on a straight-line basis over 15 years. Amortization rates are reviewed annually to ensure they are aligned with estimates of the remaining economic useful lives of the associated intangible assets.

#### (g) Income Taxes

#### Current income tax:

Current income tax assets and liabilities for the current period are measured at the amount expected to be recovered from or paid to the relevant taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date in the jurisdictions where the Company operates and generates taxable income. Current income taxes relating to items recognized directly in other comprehensive income or equity are recognized in other comprehensive income or equity and not in profit or loss. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

#### Deferred income tax:

Deferred income tax is provided using the balance sheet method on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. The carrying amount of deferred income tax assets is reviewed at the end of each reporting period and recognized only to the extent that it is probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilized. Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. Deferred income tax assets and deferred income tax liabilities are offset only if a legally enforceable right exists to set off current tax assets against current income tax liabilities and the deferred income taxes relate to the same taxable entity and the same taxation authority.

#### (h) Foreign Currency Translation

The functional currency of each of the Company's entities is measured using the currency of the primary economic environment in which that entity operates. The consolidated financial statements are presented in Canadian dollars which is the parent company's functional currency. The functional currency of controlled entities that have operations in the United States is the United States dollar while the functional currency of controlled entities that have operations in Canada is the Canadian dollar.

#### Transactions and balances:

Foreign currency transactions are translated into functional currency using the exchange rates prevailing at the date of the transaction. Foreign currency monetary items are translated at the period-end exchange rate. Non-monetary items measured at historical cost continue to be carried at the exchange rate at the date of the transaction. Non-monetary items measured at fair value are reported at the exchange rate at the date when fair values were determined.

Exchange differences arising on the translation of monetary items or on settlement of monetary items are recognized in profit or loss in the consolidated statement of earnings and comprehensive income in the period in which they arise, except where deferred in equity as a qualifying cash flow or net investment hedge.

Exchange differences arising on the translation of non-monetary items are recognized in other comprehensive income in the consolidated statement of earnings and comprehensive income to the extent that gains and losses arising on those non-monetary items are also recognized in other comprehensive income. Where the non-monetary gain or loss is recognized in profit or loss, the exchange component is also recognized in profit or loss.

The financial position and results of foreign operations whose functional currency is different from the Company's presentation currency are translated as follows:

- assets and liabilities are translated at period-end exchange rates prevailing at the reporting date; and
- income and expenses are translated at monthly average exchange rates for the period.

Exchange differences arising on translation of foreign operations are recorded in accumulated other comprehensive income in the consolidated statement of earnings and comprehensive income. These differences are recognized in profit or loss in the period in which the operation is disposed.

#### (i) Earnings Per Share

Earnings per share is calculated using the weighted-average number of shares outstanding for the period. The weighted-average number of common shares is determined by reference to the portion of time during the reporting period that the shares have been outstanding to the total time in the period.

Diluted earnings per share is calculated based on the weighted-average number of common shares outstanding during the period including, if applicable, the effects of potentially dilutive common share equivalents. Taiga's basic and diluted earnings per share are equal as Taiga has no potentially dilutive instruments.

#### (j) Accounting for Certain Consideration Received from a Vendor

Consideration received from a vendor, that represents a reduction in the purchase price of inventory, is recorded as a reduction in cost of sales.

#### (k) Impairment of Assets

The carrying amounts of the Company's assets are reviewed at each reporting date to determine whether there is any indication of impairment. If such indication exists, the recoverable amount of the asset, or its cash generating unit, is estimated in order to determine the extent of impairment. An impairment loss is recognized whenever the carrying amount of an asset or its cash generating unit exceeds its recoverable amount. Impairment losses are recognized in the consolidated statement of earnings and comprehensive income.

The recoverable amount of the asset is the greater of an asset's fair value less cost to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and risks specific to the asset. For an asset that does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is only reversed if there is an indication that the impairment may no longer exist and there has been a change in the estimates used to determine the recoverable amount. Reversals cannot increase the carrying value of an asset to an amount higher than the carrying amount that would have been determined had no impairment loss been recognized in previous years.

Goodwill and other intangible assets that have an indefinite useful life are not subject to amortization and are tested annually for impairment. An impairment loss for goodwill is never reversed.

#### (I) <u>Provisions</u>

Provisions are recognized when a present legal or constructive obligation exists, as a result of past events, and it is probable that an outflow of resources, that can be reliably estimated, will be required to settle the obligation. Where the effect is material, the provision is discounted using an appropriate current market-based pre-tax discount rate.

#### (m) <u>Financial Instruments</u>

#### (i) Classification

The Company classifies its financial instruments in the following categories: at fair value through profit and loss ("FVTPL"), at fair value through other comprehensive income (loss) ("FVTOCI") or at amortized cost. The Company determines the classification of financial assets at initial recognition. The classification of debt instruments is driven by the Company's business model for managing the financial assets and their contractual cash flow characteristics. Equity instruments that are held for trading are classified as FVTPL. For other equity instruments, on the day of acquisition the Company can make an irrevocable election (on an instrument-by-instrument basis) to designate them as at FVTOCI. Financial liabilities are measured at amortized cost, unless they are required to be measured at FVTPL (such as instruments held for trading or derivatives) or if the Company has opted to measure them at FVTPL.

The following table shows the classification of the Company's financial instruments under IFRS 9:

Financial assets/liabilities	Classification
Cash	FVTPL
Revolving credit facility	Amortized cost
Accounts receivable	Amortized cost
Lumber futures	FVTPL
Accounts payable and accrued liabilities	Amortized cost
Long-term debt	Amortized cost
Subordinated notes	Amortized cost

#### (ii) Measurement

Financial assets and liabilities at amortized cost:

Financial assets and liabilities at amortized cost are initially recognized at fair value plus or minus transaction costs, respectively, and subsequently carried at amortized cost less any impairment.

#### Financial assets and liabilities at FVTPL:

Financial assets and liabilities carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the consolidated statements of earnings and comprehensive income. Realized and unrealized gains and losses arising from changes in the fair value of the financial assets and liabilities held at FVTPL are included in the consolidated statements of earnings and comprehensive income in the period in which they arise.

#### (iii) Impairment of financial assets at amortized cost

The Company recognizes a loss allowance for expected credit losses on financial assets that are measured at amortized cost. At each reporting date, the Company measures the loss allowance for the financial asset at an amount equal to the lifetime expected credit losses if the credit risk on the financial asset has increased significantly since initial recognition. If at the reporting date, the financial asset has not increased significantly since initial recognition, the Company measures the loss allowance for the financial asset at an amount equal

to the twelve month expected credit losses. The Company shall recognize in the consolidated statements of earnings and comprehensive income, as an impairment gain or loss, the amount of expected credit losses (or reversal) that is required to adjust the loss allowance at the reporting date to the amount that is required to be recognized.

#### (iv) Derecognition

#### Financial assets:

The Company derecognizes financial assets only when the contractual rights to cash flows from the financial assets expire, or when it transfers the financial assets and substantially all of the associated risks and rewards of ownership to another entity. Gains and losses on derecognition are generally recognized in the consolidated statements of earnings and comprehensive income.

#### (n) Revenue Recognition

The Company follows the requirements of IFRS 15 Revenue from Contracts with Customers ("IFRS 15") as follows:

The Company distributes building products to supply yards, building product retailers and industrial manufacturers. Sales are recognised when control of the products has transferred to the Company's customers, being when the products are shipped to the customer in instances where the customer arranges for shipment or upon delivery for instances in which the Company arranges for shipment. The customer has full discretion over the channel and price to sell the products, and there is no unfulfilled obligation that could affect the customer's acceptance of the products. Once products are delivered to the Company's customers, the risks of obsolescence and loss have been transferred to the customer, and either the customer has accepted the products in accordance with the sales order, the acceptance provisions have lapsed, or the Company has objective evidence that all criteria for acceptance have been satisfied. A portion of the Company's sales take place on a consignment basis, where the Company will deliver inventory to customer locations that has not yet been purchased. The revenue from these sales is recognized when the customer purchases the inventory.

The Company's products are sold with volume discounts based on aggregate sales over set periods. Revenue from these sales is recognised based on the price agreed upon for each order, net of the estimated volume discounts. Accumulated experience is used to estimate and provide for the discounts, using the expected value method, and revenue is only recognised to the extent that it is highly probable that a significant reversal will not occur. A liability is recognised for expected volume discounts payable to customers in relation to sales made until the end of the reporting period.

No element of financing is deemed present as the sales are made with credit terms standard for the market. The Company's obligation to provide a refund for faulty products under the standard warranty terms is recognised as a provision. Historically, the Company's annual returns for products sold have been negligible.

A receivable is recognised when the goods are delivered as this is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

#### (o) Leases

The Company's accounting policy under IFRS 16 is as follows:

At inception of a contract, the Company assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

The Company recognizes a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured based on the initial amount of the lease liability adjusted for any lease

payments made at or before the commencement date, plus any initial direct costs incurred, and estimate of costs to dismantle and remove or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right-of-use assets are subsequently amortized from the commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term using the straight-line method. The lease term includes consideration of an option to renew or to terminate if the Company is reasonably certain to exercise that option. Lease terms, including options to renew for which the Company is reasonably certain to exercise, range from 1 to 25 years for facilities, automotive equipment and other equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Company's incremental borrowing rate. Generally, the Company uses its incremental borrowing rate as the discount rate.

The lease liability is measured at amortized cost using the effective interest method. It is remeasured when there is a change in future lease payments arising mainly from a change in an index or rate, if there is a change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, renewal or termination option due to a significant event or change in circumstances.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the right-of-use asset has been reduced to zero.

#### (p) Government Grants

The Company follows IAS 20, Accounting for Government Grants and Disclosure of Government Assistance ("IAS 20") to account for the Canada Emergency Wage Subsidy (CEWS) program created by the Government of Canada. The Company recognizes government subsidies on an accrual basis when there is reasonable assurance that it will comply with the conditions required to qualify for the subsidy and that the collection of the subsidy is also reasonably assured. Government subsidies are recognized on the consolidated statements of earnings and comprehensive income over the periods in which the expense that the subsidy is intended to offset are incurred.

# 4. Critical Accounting Estimates, Assumptions and Judgements

#### (a) Significant Estimates and Assumptions

In preparing these consolidated financial statements, the Company makes estimates and assumptions concerning the future that affect the amounts recorded. Actual results could differ from these estimates. Estimates and assumptions are based on historical experience, expectations of future events and other factors considered by management to be reasonable. The estimates and assumptions that could result in a material impact to the carrying amounts of assets and liabilities are outlined below.

#### Allowance for doubtful accounts:

While significant bad debts have not been experienced in prior years the allowance is based on the Company's knowledge of the financial condition of its customers, the aging of the receivables, the current business environment and historical experience. A change in one or more of these factors could impact the estimated allowance for bad debts.

#### Valuation of inventories:

Inventories are valued at the lower of average cost and net realizable value. Taiga evaluates inventory balances at each balance sheet date and records an allowance as necessary for slow moving or obsolete inventory. Additionally, Taiga records an allowance if the cost of inventories exceeds net realizable value based on commodity prices.

#### Valuation and estimated life of long-lived assets:

An impairment test is performed by comparing the carrying amount of the asset or its cash generating unit to the recoverable amount, which is calculated as the higher of an asset's or cash-generating unit's fair value less costs to sell and its value in use. Value in use is calculated based upon a discounted cash flow analysis, which requires management to make a number of significant assumptions including assumptions relating to future operating plans, discount rates and future growth rates. The Company performs an impairment test at least annually for goodwill and for other assets if indicators exist.

The estimated useful lives and recoverable amounts of long-lived assets are based on judgement and the best currently available information. Changes in circumstances can result in the actual useful lives differing from the current estimates.

#### Customer rebates:

Customer rebates are commonly offered as industry practice and are generally based on achievement of specified volume sales levels. Taiga accrues for the payment of customer rebates as a reduction of revenue based on management's estimates.

#### Valuation of warranty provisions:

A provision for future potential warranty costs is calculated using historical trends and future expectations of future claims. Adjustments to the warranty provision are included in cost of sales. Actual future warranty costs may differ from those estimates.

#### Current and deferred taxes:

The Company calculates current and deferred tax provisions for each of the jurisdictions in which it operates. Actual amounts of income tax expense are not final until tax returns are filed and accepted by the relevant authorities and ultimately until they are statute barred from reassessment. This occurs subsequent to the issuance of financial statements. Therefore, results in subsequent periods will be affected by the amount that estimates differ from the final tax filings, resolution of uncertain tax positions, open years or tax disputes that may arise.

The Company must make estimates and assumptions when assessing whether deferred tax assets and certain deferred tax liabilities are recognized on the balance sheet. Taiga also evaluates the recoverability of deferred tax assets based on an assessment of the likelihood of using the underlying future tax deductions against future taxable income before they expire. Deferred tax liabilities arising from temporary differences on investments in subsidiaries are recognized unless the reversal of the temporary differences is not expected to occur in the foreseeable future and can be controlled. Assumptions about the generation of future taxable profits and repatriation of retained earnings depend on management's estimates of future sales volumes and housing starts, commodity prices, operating costs, capital expenditures, dividends and other capital transactions. These estimates and judgments are subject to risk and uncertainty and could result in an adjustment to the deferred tax provision and a corresponding credit or charge to income.

#### Goodwill:

Management uses judgement in determining the fair value of the acquired net identifiable tangible and intangible assets at the date of a business combination. Any resulting goodwill is an asset representing the

future economic benefits arising from other assets acquired in a business combination that are not individually identified and separately recognized. Goodwill at December 31, 2021 relates to the Company's acquisition of Exterior Wood, Inc. Goodwill is not amortized, but is tested for impairment annually or more frequently if changes in circumstances indicate a potential impairment. Goodwill impairment is assessed based on a comparison of the recoverable amount of a cash-generating unit to the underlying carrying value of that cash-generating unit's net assets, including goodwill. Significant estimates are required in determining the recoverable amount of each cash-generating unit, including a discount rate, a growth rate and revenue projections. When the carrying amount of the cash-generating unit exceeds its recoverable amount, the higher of the fair value less cost of disposal and the value-in-use related to the cash-generating unit is compared to its carrying value and the excess of carrying value is recognized as an impairment loss.

#### (b) Significant Judgements in Applying Accounting Policies

The preparation of financial statements in accordance with IFRS requires the Company to make judgements, apart from those involving estimates, in applying accounting policies. The most significant judgements in applying the Company's consolidated financial statements include:

- the assessment of the Company's ability to continue as a going concern and whether there are events or conditions that may give rise to significant uncertainty;
- the determination if the Company is reasonably certain to exercise its renewal options on its leases
- the determination of the functional currency of the parent company and its controlled entities;
- the identification of cash generating units for the purpose of performing impairment tests of goodwill; and
- the assessment of continually changing tax interpretations, regulations and legislation, to ensure that deferred income tax assets and liabilities are complete and fairly stated.

### 5. Cash

(in thousands of dollars)	December 31, 2021	December 31, 2020
Cash	69,181	-
Financing costs, net of amortization	492	<u>-</u> _
Total	69.673	_

# 6. Accounts Receivable

(in thousands of dollars)	December 31, 2021	December 31, 2020
Current	131,325	131,606
Past due over 60 days	1,788	1,630
Trade accounts receivable	133,113	133,236
Other receivables	7,384	5,307
Allowance for doubtful accounts	(1,304)	(1,757)
Total	139,193	136,786

All of the Company's trade accounts receivables are pledged as security for the revolving credit facility (Note 11).

# 7. Inventories

(in thousands of dollars)	December 31, 2021	<b>December 31, 2020</b>
Allied building products	50,979	36,290
Lumber products	134,948	120,114
Panel products	29,984	32,319
Production consumables	1,987	1,296
Inventory allowance	(200)	(40)
Total	217,698	189,979

All of the Company's inventories are pledged as security for the revolving credit facility (Note 11).

# 8. Property, Plant and Equipment

(in thousands of dollars)	Land and buildings	Furniture and office equipment	Warehouse and treating equipment	Leasehold improvements	Computer system and license	Total
	<u> </u>					
Cost	100.015	4.000	00.405	45.040	40.000	404.047
Balance, December 31, 2019	108,815	4,338	26,485	15,046	10,263	164,947
Additions	34	1,153	970	207	463	2,827
ROU additions	1,822	49	2,312	- (4.000)	-	4,183
Transfers	-	(050)	4,025	(4,360)	335	(0.040)
Disposals	(407)	(959)	(1,939)	(433)	(18)	(3,349)
ROU disposals	(167)	- (2.1)	(302)	-	- (00)	(469)
Exchange effect	(543)	(81)	(1,830)	1,561	(28)	(865)
Balance, December 31, 2020	109,961	4,500	29,721	12,021	11,071	167,274
Additions	<del>-</del>	395	625	951	1,229	3,200
ROU additions	7,241	-	2,057	-	-	9,298
Disposals	-	(383)	(1,069)	(31)	(641)	(2,124)
ROU disposals	(448)	-	(235)	-	-	(683)
Exchange effect	(102)	(6)	(32)	(6)	(3)	(149)
Balance, December 31, 2021	116,652	4,506	31,067	12,935	11,656	176,816
Accumulated Amortization						
	(10.662)	(2.027)	(15 /15)	(6.207)	(6,305)	(41 516)
Balance, December 31, 2019 Amortization	(10,662) (240)	(2,927)	(15,415) (1,902)	(6,207)	(0,303)	(41,516) (4,338)
Amortization of ROUs		(447)	, ,	(644)	(1,105)	
	(5,012)	(8) 880	(871) 1,805	433	18	(5,891) 3,136
Disposals	167	000	302	433	10	3,130 469
ROU disposals		-	302 57	-	(24)	
Exchange effect	167	(2.467)		8 (0.440)	(21)	246
Balance, December 31, 2020	(15,580)	(2,467)	(16,024)	(6,410)	(7,413)	(47,894)
Amortization	(213)	(448)	(1,978)	(679)	(585)	(3,903)
Amortization of ROUs	(5,076)	(9)	(1,032)	-	-	(6,117)
Disposals	440	358	1,033	31	260	1,682
ROU disposals	448	-	215	-	- (4)	663
Exchange effect	22	(2.522)	(1)	(7.050)	(1)	24
Balance, December 31, 2021	(20,399)	(2,562)	(17,787)	(7,058)	(7,739)	(55,545)
Carrying amounts						
Balance, December 31, 2020	94,381	2,033	13,697	5,611	3,658	119,380
Balance, December 31, 2021	96,253	1,944	13,280	5,877	3,917	121,271

The carrying amount of the Company's ROU assets included in the above table are as follows:

		Furniture and	Warehouse and		Computer	
Carrying amounts of Right	Land and	office	treating	Leasehold	system and	
of Use Assets	Buildings	equipment	equipment	improvements	license	Total
Balance, December 31, 2020	87,145	39	3,271	-	-	90,455
Balance, December 31, 2021	89,263	29	4,281	-	-	93,573

Depreciation expense of \$6.1 million (2020 - \$5.9 million) was recognized on the right-of-use assets during the year ended December 31, 2021.

As of December 31, 2021, the development costs of computer systems projects that are not ready for use were \$551,541 (2020 - \$469,066). No amortization has been recognized on the components not available for use.

# 9. Intangible Assets

(in thousands of dollars)	December 31, 2021	December 31, 2020
Balance, beginning	14,422	15,836
Amortization	(1,085)	(1,161)
Exchange effect	(73)	(253)
Balance, ending	13,263	14,422

Intangible assets consist of the brand name and customer relationships recognized on the Company's acquisition of Exterior Wood, Inc. during the year ended December 31, 2018.

### 10. Goodwill

(in thousands of dollars)	December 31, 2021	December 31, 2020
Balance, beginning	9.957	10,158
Exchange effect	(42)	(201)
Balance, ending	9,915	9,957

Goodwill relates to the Company's acquisition of Exterior Wood, Inc. during the year ended December 31, 2018.

The Company performed its annual test for goodwill impairment as at October 31, 2021. The Company did so by comparing the carrying value of the cash generating unit against its value-in-use.

The value-in-use of the cash-generating unit requires the use of assumptions. The calculation uses cash flow projections based on financial budgets approved by management covering a five-year period. Cash flows beyond the five-year period are extrapolated using an estimated terminal growth rate of 3%. The value-in-use calculation includes cash flows relating to sustaining capital expenditures and working capital based on historical activity. Cash flows are discounted using an after-tax discount rate of 11%.

The value-in-use of the Exterior Wood, Inc. cash generating unit was determined to be higher than its carrying amount and therefore no impairment was recorded.

# 11. Revolving Credit Facility

_(in thousands of dollars)	December 31, 2021	December 31, 2020
Revolving credit facility	-	9,563
Financing costs, net of amortization	-	(821)
Total	-	8,742

On June 28, 2018, the Company renewed its senior credit facility with a syndicate of lenders led by JPMorgan Chase Bank (the "Facility"). The Facility was increased from \$225 million to \$250 million, with an option to increase the limit by up to \$50 million. The Facility also features an ability to draw on additional term loans in an aggregate amount of approximately \$23 million at favourable rates. The Facility continues to bear interest at variable rates plus variable margins, is secured by a first perfected security interest in all personal property of the Company and certain of its subsidiaries, and will mature on June 28, 2023. Taiga's ability to borrow under the Facility is based upon a defined percentage of accounts receivable and inventories. The terms, conditions, and covenants of the Facility have been met as at December 31, 2021.

# 12. Long-term Debt

(in thousands of dollars)	December 31, 2021	December 31, 2020
Long-term debt	7,416	8,085
Less: Current portion	(636)	(638)
Non-Current portion	6,780	7,447

On June 28, 2018, the Company renewed its senior credit facility with a syndicate of lenders led by JPMorgan Chase Bank (the "Facility"). As part of the Facility, additional term loans were authorized and the Company drew upon two separate term loans (Term A and Term B) to fund the acquisition of Exterior Wood, Inc. in 2018. The long-term debt bears interest at variable base rates plus variable margins tied to the Company's existing Facility. The long-term debt is secured partially by the real property of one of the Company's US subsidiaries.

The Term A loan is for \$7.5 million USD and matures on August 31, 2033. The monthly principal installment is US\$41,778. The Company repaid the entire balance owing under the Term B loan during the fiscal year ended December 31, 2020.

A continuity of long-term debt is as follows:

	December 31, 2021	December 31, 2020
Balance, beginning	8,085	17,877
Repayments	(629)	(9,944)
Foreign exchange	(40)	152
Balance, ending	7,416	8,085

# 13. Accounts Payable and Accrued Liabilities

(in thousands of dollars)	December 31, 2021	December 31, 2020
Trade payables and accrued liabilities	81,795	81,357
Payroll related liabilities	72,455	40,538
Provisions (Note 16)	819	754
Financial instrument liabilities (Note 24)	808	196
Total	155,877	122,845

### 14. Income Taxes

Income tax expense is comprised of:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Current:		
Current taxes for the year	48,395	15,885
Adjustments to tax provisions recorded in prior periods	319	972
Total current tax expense	48,714	16,130
Deferred:		
Origination and reversal of temporary differences	(15,403)	9,710
Adjustments to tax provisions recorded in prior periods	(86)	(422)
Effect of change in tax rates	(88)	`(31)
Other taxes	(161)	· -
Change in realizability of deferred tax assets	` <u>-</u>	(3)
Total deferred tax expense	(15,738)	9,254
Income tax expense	32,976	25,384

A reconciliation of the income taxes calculated at the statutory rate to the actual income tax expense is as follows:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Net earnings before income tax	125,662	96,210
Statutory income tax rate	25.94%	26.44%
Expected income tax expense based on statutory rate	32,597	25,438
Tax effect of:		
Non-deductible interest and other permanent differences	176	(510)
Difference in foreign tax rates	26	(126)
Adjustments to tax provisions recorded in prior periods	426	616
Effect of change in tax rate	(88)	(31)
Change in realizability of deferred tax assets	(161)	(3)
Income tax provision	32,976	25,384

For the year ended December 31, 2021, income tax credited to other comprehensive income was \$15,417 (year ended December 31, 2020 – credited \$339,941).

Deferred income taxes result principally from temporary differences in the recognition of certain revenue and expense items for financial and income tax reporting purposes and differences between the carrying amount and tax basis of assets recognized on the acquisition of Exterior Wood, Inc. Significant components of the deferred tax assets and liabilities are as follows:

#### Deferred tax assets (liabilities):

(in thousands of dollars)	December 31, 2021	December 31, 2020
Other reserves	6,128	(1,421)
Deferred gain on sale and leaseback	541	611
Property, plant and equipment	(1,756)	(1,463)
Intangible assets	(3,295)	(3,583)
Non-capital losses	1	1
Deferred income from partnership	-	(7,954)
Net deferred tax asset (liability)	1,619	(13,809)

Deferred income tax assets and liabilities are offset to the extent that they relate to the same taxable entity and the same jurisdiction as follows:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Deferred tax assets	7,966	267
Deferred tax liabilities	(6,347)	(14,076)
Net deferred tax asset (liability)	1,619	(13,809)

The movement on the net deferred income tax assets and liabilities is as follows:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Beginning	(13,809)	(5,537)
Deferred tax expense recorded in profit or loss	15,738	(9,254)
Movement recognized in other comprehensive income	(310)	982
Ending	1,619	(13,809)

The Company, in the normal course of business, is subject to ongoing examination by tax authorities in each jurisdiction in which it has operations. The Company regularly assesses the status of these examinations and the potential for adverse outcomes to determine the adequacy of the provision for current and deferred income taxes, as well as the provision for indirect, withholding and other taxes and related penalties and interest. This assessment relies on estimates and assumptions, which involves judgments about future events. It also relies on interpretations of tax law, including general anti-avoidance provisions (GAAR), and prior experience. New information may become available that causes the Company to change its judgment and estimates regarding the adequacy of provisions related to income and other taxes. Any changes will be recorded prospectively in the period that such determinations are made.

### 15. Leases

A summary of the right-of-use lease obligations is as follows:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Total minimum lease payments payable	155,981	153,129
Portion representing interest to be expensed over		
the remaining term of the leases	(56,579)	(57,553)
Principal outstanding	99,402	95,576
Less: Current portion	(5,270)	(4,430)
Non-Current portion	94,132	91,146

Right of use asset leases include buildings and operating equipment. Lease payments represent blended payments consisting of principal and interest based on interest rates ranging from 3.9% to 6.2%.

For the year ended December 31, 2021 expenses for short term leases that were not capitalized as right-of-use assets totalled \$115,000 (December 31, 2020 - \$186,000). These and future payments are not included in the lease obligations above.

Some of the Company's equipment leases include variable charges based on usage. These variable components are expensed as they are incurred and are not included in the lease obligations.

Some of the Company's land and building leases that were capitalized as right-of-use assets include incremental lease payment increases based on the Consumer Price Index (CPI).

The following is a schedule of future minimum lease payments over the lives of the right-of-use leases:

(in thousands of dollars)	Year ended December 31
2022	10,290
2023	9,662
2024	8,849
2025	8,594
2026	8,588
2027 and thereafter	109,998
Total	155,981
Less: Unearned interest	(56,579)
Total	99,402

#### A summary of changes in the year follows:

	Year ended	Year ended
(in thousands of dollars)	December 31, 2021	December 31, 2020
Balance, beginning	95,576	96,467
Additions	9,299	4,184
Disposals	(26)	(468)
Payments made	(10,195)	(9,464)
Interest expense	4,796	4,913
Exchange impact	(48)	(56)
Balance, ending	99,402	95,576

### 16. Provisions

#### Continuity of Provisions:

The following table summarizes the movement in the provisions for the year ended December 31, 2021:

(in thousands of dollars)	Lease provision	Other	Total
Balance, beginning	572	653	1,225
Additions to provisions during the year	-	555	555
Used during the year	(128)	(490)	(618)
Unwinding of discount	27	· · ·	27
Total	471	718	1,189
Included in accounts payable and accrued liabilities (Note 13)	(101)	(718)	(819)
Non-current provisions	370	-	370

#### Lease Provision:

During September 2009, the Company consolidated its warehouse operations in the Greater Toronto Area by closing a warehouse in Brampton and migrating this operation into its warehouse in Milton. The Brampton warehouse was a leased property, and the land component was accounted for as an operating lease. The Company recorded a provision relating to this property, being the present value of the unavoidable net costs to the Company of exiting the lease. The final transaction to exit the lease was completed on May 31, 2012; however, there is a requirement to make ongoing payments to the lessor relating to this transaction which is reflected in the provision. The present value was determined using a pre-tax discount rate of 5.14%.

### 17. Subordinated Notes

Per the Trust Indenture dated November 17, 2017, the Company's Subordinated Notes are unsecured, bear interest at 7% per annum and mature on November 17, 2022. The Subordinated Notes are not listed on any stock exchange. Interest on the Notes is payable on May 17 and November 17 of each year. The aggregate principal amount of the New Notes that may be issued under the Indenture is unlimited. The terms, conditions, and covenants of the Indenture have been met during the year ended December 31, 2021.

# 18. Shareholders' Equity

#### (a) Authorized Share Capital

Unlimited common shares without par value, unlimited class A common shares without par value, and unlimited class A and class B preferred shares without par value.

#### (b) Normal Course Issuer Bid

On August 13, 2019, the Company commenced a Normal Course Issuer Bid ("NCIB") for its common shares. Under the terms of the NCIB, the Company may purchase up to 5,778,181 of its then outstanding 115,563,638 common shares, representing 5% of the outstanding common shares. This NCIB expired on August 12, 2020 and the Company purchased 5,778,181 shares during the NCIB and cancelled them.

On August 13, 2020, the Company commenced a further NCIB for its common shares. Under the terms of the NCIB, the Company may purchase up to 5,489,272 of its then outstanding 109,785,457 common shares, representing 5% of the outstanding common shares. For the year ended December 31, 2020, the Company purchased 2,979,026 of its common shares for cash payments of \$3,230,202. These common shares purchased by the Company have been cancelled. This NCIB expired on August 12, 2021.

On August 18, 2021, the Company commenced a further NCIB for its common shares. Under the terms of the NCIB, the Company may purchase up to 5,427,077 of its then outstanding 108,541,557 common shares, representing 5% of the outstanding common shares. For the year ending December 31, 2021 the Company purchased 332,594 shares for \$843,752. These common shares purchased by the Company have been cancelled. At December 31, 2021 there were 5,094,484 remaining common shares permitted to be purchased by the Company per the terms of the NCIB with an expiration on August 17, 2022.

#### (c) Common Shares Issued

(in thousands of dollars, except number of shares)	Number of Shares	Amount
Balance, December 31, 2019	111,520,583	127,278
Shares purchased under NCIB and cancelled	2,979,026	3,230
Balance, December 31, 2020	108,541,557	124,048
Shares purchased under NCIB and cancelled	332,594	844
Balance, December 31, 2021	108,208,963	123,204

### (d) <u>Accumulated Other Comprehensive Income</u>

Accumulated other comprehensive income consists of exchange differences arising on translation of entities that have a functional currency other than the Canadian dollar.

#### (e) Stock Options and Warrants

Taiga does not have stock options or warrants outstanding and has not granted or cancelled options or warrants during the current or prior year.

#### (g) <u>Major Shareholder</u>

Taiga's major shareholder is Avarga Limited ("Avarga"), holding 71.8% or 77,708,814 of the issued and outstanding common shares of the Company. Taiga's current chairman, Ian Tong, is the chief executive officer and a director of Avarga. Another of Taiga's directors, Dr. Kooi Ong Tong is also Avarga's executive chairman and a significant shareholder. Avarga is an investment holding company listed on the Singapore Exchange.

#### (h) <u>Dividend</u>

At the Company's board meeting on February 25, 2021, a special dividend of 27.64 cents per share was declared, payable to shareholders of record on March 5, 2021. The dividend was paid on March 19, 2021. This was a special, one-time dividend in light of the Company's strong results in fiscal year 2020.

### 19. Expenses by Nature

	Year ended	Year ended
(in thousands of dollars)	December 31, 2021	December 31, 2020
Product and treating costs	1,842,966	1,314,145
Freight costs	40,812	34,667
Inventory write down	15,977	1,877
Warehouse costs	16,534	14,487
Salaries and benefits	141,790	98,752
Employee reimbursements and general office expenses	9,113	8,183
Foreign exchange expense (recovery)	(800)	(253)
Other miscellaneous costs	7,816	3,217
Amortization	11,125	11,369
Total	2,085,333	1,486,444

# 20. Finance Expense

The finance expense is comprised of:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Interest on revolving credit facility and other short term liabilities	2,024	2,105
Interest on right-of-use asset leases and long-term debt	5,168	6,010
Amortization of financing costs	327	335
Total	7,519	8,450

# 21. Canada Emergency Wage Subsidy

In response to COVID-19, the Government of Canada announced the Canada Emergency Wage Subsidy ("CEWS") program in April 2020. CEWS provides a wage subsidy on eligible remuneration, subject to a maximum per employee, to eligible employers based on meeting certain eligibility criteria. The Company determined that it qualified for this subsidy. The Company has recognized the government grant as a reduction to expenses as it has complied with the eligibility criteria and the subsidy has been received. The Company did not apply for nor receive any CEWS funds for the year ended December 31, 2021. Included in the consolidated statement of earnings and comprehensive income for the year ended December 31, 2020 was \$2,918,672 relating to the CEWS program. The subsidy is not required to be repaid

# 22. Commitments and Contingencies

#### (a) Other Outstanding Legal Matters

The Company is involved in various non-material legal actions and claims arising in the course of its business. The financial impact individually or in aggregate resulting from these actions and claims is not expected to be significant. The individual and aggregate outcomes cannot be determined at this time.

#### (b) Canada Revenue Agency Reassessment

During the year ended March 31, 2017, Taiga received a notice of reassessment from the Canada Revenue Agency ("CRA") in the amount of approximately \$42,000,000 (which includes interest) relating to the years from 2005 to 2013. The reassessment related to the amount of taxes withheld, by Taiga, on dividends paid or deemed to have been paid to what were then the Company's two largest shareholders in connection with and subsequent to Taiga's corporate reorganization in 2005 involving a swap of then outstanding common shares for stapled units. Taiga paid the full amount of the reassessment on January 31, 2017 using proceeds provided by its two former major shareholders. The Company, and the two former major shareholders, had previously entered into agreements whereby the shareholders agreed to fully indemnify the Company from this potential liability, including related liabilities. The indemnity agreements remain in effect and would apply in the event that CRA issues further reassessments relating to the amount of taxes withheld. The Company intends to challenge the reassessment and vigorously defend its tax filings and to seek a resolution as soon as practically possible. Taiga's two former major shareholders may elect to assume any action or defense of Taiga in connection with the foregoing pursuant to the terms of the indemnity agreements with Taiga.

# 23. Capital Disclosures

The Company's objectives for managing capital are to safeguard Taiga's ability to operate and grow its business, to provide a sufficient return to its shareholders, and to meet internal capital expenditure requirements and credit facility covenants. The revolving credit facilities and share capital are considered as the Company's capital.

For the years ended December 31, 2021 and 2020 (in Canadian dollars)

The Company manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may issue new shares, or sell assets or consider other strategies to reduce debt.

The Company manages its capital by monitoring the balance between working capital and the revolving credit facility's borrowing base, which is a combination of accounts receivable and inventories less certain provisions. If the Company's borrowing availability falls below a certain percentage of the borrowing base, the Company is then required to maintain a certain interest coverage ratio. At December 31, 2021, the Company was in compliance with this requirement.

### 24. Financial Instruments

#### (a) Nature and extent of risks arising from financial instruments

The Company's activities result in exposure to a variety of financial risks, including risks related to credit, market, interest, currency, liquidity, and commodity prices.

#### (i) Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Company. Taiga is exposed to credit risk on accounts receivable from customers. Taiga extends to its customers credit, which is generally unsecured. Taiga has credit management procedures in place to mitigate the risk of losses due to the insolvency or bankruptcy of customers. Taiga regularly reviews customer credit limits, monitors the financial status of customers and assesses the collectability of accounts receivable. However, risk exists that some customers may not be able to meet their obligations and the loss of a large receivable could have a significant negative impact on Taiga's profitability.

The Company is also exposed to credit risk from the potential default by any of its counterparties on lumber futures contracts ((iv) below). The Company mitigates this credit risk by dealing with counterparties that are established major financial institutions. Taiga evaluates potential counterparties in advance of entering into such agreements and deals only with parties it anticipates will satisfy their obligations under the contracts. The Company is also exposed to credit risk to its cash but the Company mitigates this risk by using a highly credit worthy institution to hold its cash.

#### (ii) Market risk

Market risk refers to the risk of loss that may arise from changes in market factors such as interest rates and foreign exchange rates.

Interest rate risk refers to the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Taiga utilizes significant leverage to finance day-to-day operations. The interest cost of Taiga's revolving credit facility is predominately based on the prime rate. For the year ended December 31, 2021, if interest rates had been 100 basis points higher, based on the Company's average borrowing level related to its Facility, interest expense would have increased by approximately \$394,000 (2020 – increased by \$460,000).

Foreign exchange risk refers to the risk that the fair value or future cash flow of a financial instrument denominated in a currency other than the functional currency in which they are measured will fluctuate because of changes in foreign exchange rates. Taiga does not hedge its foreign exchange risk. Financial instruments denominated in US dollars subject to foreign exchange risk are as follows:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Accounts Receivable	1,111	938
Accounts Payable	(5,792)	(7,158)
Revolving Credit Facility	(445)	(1,141)
Total	(5,126)	(7,361)

As at December 31, 2021, with other variables unchanged, a one percentage point decline in the year end value of the Canadian dollar would have increased the foreign exchange loss by \$51,000 (December 31, 2020 – increased gain by \$73,000).

#### (iii) Liquidity risk

Liquidity risk arises through the excess of financial obligations over financial assets due at any point in time. Taiga's ability to make scheduled payments or refinance its obligations depends on Taiga's successful financial and operating performance, cash flows and capital resources, which in turn depend upon prevailing economic conditions and certain financial, business and other factors.

Taiga's ability to maintain compliance with certain of its debt covenants under the Facility depends on meeting the required interest coverage ratio, which is subject to the Company's future financial and operating performance. The Company's ability to repay or refinance its indebtedness will also depend on its future financial and operating performance. The Company's performance, in turn, will be subject to prevailing economic and competitive conditions, as well as financial, business, legislative, regulatory, industry and other factors, many of which are beyond Taiga's control. The Company's ability to meet its future debt service and other obligations may depend in significant part on the extent to which the Company can implement successfully its business growth and cost reduction strategies. The Company cannot provide any assurance that it will be able to implement its strategy fully or that the anticipated results of its strategy will be realized.

#### (iv) Commodity Price risk

Taiga does not generally hedge its commodity price risk through the purchase of lumber futures contracts. Substantially all purchases are made based on current orders and anticipated sales, and most sales are made from inventory or against product on order. Inventory levels are monitored in an attempt to achieve balance between maximum inventory turnover and anticipated customer demand. Although Taiga strives to reduce the risk associated with price changes by maximizing inventory turnover, Taiga maintains significant quantities of inventory, which is affected by fluctuating prices.

Taiga selectively utilizes Chicago Mercantile Exchange Random Length lumber futures contracts. Each contract calls for mill delivery of 110,000 board feet (plus or minus 5000 board feet) of random length 8-foot to 20-foot nominal 2-inch x 4-inch pieces. The contracts can be settled in cash or by delivery of a commodity. These positions are immaterial relative to the Company's consolidated inventories.

#### (b) Fair value of Financial Instruments

The carrying amounts of accounts receivable and accounts payable approximate their fair values due to the short term to maturity of these instruments. The carrying amounts of the revolving credit facility and long-term debt approximate their fair values as these liabilities bear interest at variable market rates. The carrying amount of the subordinated notes approximates fair value as these notes bear interest at a rate that is consistent with a market rate.

The carrying amount of cash and derivative financial instrument assets and liabilities are equal to their fair values as these instruments are re-measured to their fair values at each reporting date as follows:

(in thousands of dollars)	December 31, 2021	December 31, 2020
Cash	69,673	_
Lumber futures	(808)	(196)

Financial instruments measured at fair value are classified into one of three levels in the fair value hierarchy according to the relative reliability of the inputs used to estimate the fair values. The three levels of the fair value hierarchy are:

Level 1 – based on quoted prices in active markets for identical assets or liabilities;

Level 2 – based on inputs other than quoted prices that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices); or

Level 3 – applies to assets and liabilities for inputs that are not based on observable market data, which are unobservable inputs.

Cash is classified as level 1. Derivative financial instrument assets and liabilities are classified as level 2.

# 25. Changes in Non-Cash Working Capital

(in thousands of dollars)	December 31, 2021	December 31, 2020
(Increase) decrease in accounts receivable	(3,020)	(51,263)
(Increase) decrease in inventories	(27,719)	(32,720)
(Increase) decrease in prepaid expenses	(652)	379
Effect of foreign exchange on working capital and other items	(806)	(5,519)
(Decrease) increase in accounts payable and accrued liabilities	32,542	55,365
Total	345	(33,758)

# 26. Segmented Information

Taiga operates within one business segment and has two reportable geographic areas as follows:

Year ended December 31, 2021			
(in thousands of dollars)	Canada	United States	Total
Revenue	1,815,706	403,968	2,219,674
Property, plant and equipment	93,007	28,264	121,271
Goodwill	-	9,915	9,915
Intangible Assets	-	13,263	13,263
Year ended December 31, 2020			
(in thousands of dollars)	Canada	United States	Total
Revenue	1,232,368	356,755	1,589,123
Property, plant and equipment	90,867	28,513	119,380
Goodwill	-	9,957	9,957
Intangible Assets	-	14,422	14.422

During the year ended December 31, 2021, Taiga's Canadian operations had export sales of \$314.6 million (2020- \$244.3 million). These export sales were primarily to the United States and Asia, and are included as part of the Canadian segment in the table above.

# 27. Management Compensation

Compensation of key management is recorded on the accrual basis of accounting consistent with the amounts recognized in the consolidated statements of earnings and comprehensive income. Compensation expenses for key management, which includes the Company's Board of Directors and Officers, were as follows:

	Year ended	Year ended
(in thousands of dollars)	December 31, 2021	December 31, 2020
Salaries and other benefits	15,760	5,981

An amount of \$14,645,157 is included in accounts payable and accrued liabilities relating to bonuses to key management.