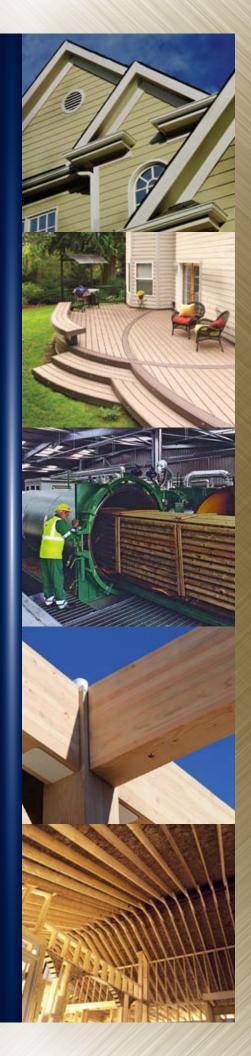


# DOMAN BUILDING MATERIALS GROUP LTD. ANNUAL REPORT 2022



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### Letter to Shareholders



2022 represented a year of considerable volatility. The year started off with the continued and lingering effects of the COVID-19 global pandemic, which thankfully started to wane as we approached the spring and summer months. This transition resulted in a reversion to what we would consider a more normal business environment, with various end-markets demand returning to more historical levels and spending categories. However, continuing pricing volatility due to the lasting impact caused by the primary pandemic era, combined with inflationary concerns, increasing interest rates, resulted in fears of a potential recession. Although the complex landscape challenged our visibility throughout the year, I am pleased to report that we achieved record sales, and overall strong operating results.

Despite the pricing volatility and uncertainties caused by macroeconomic forces we faced throughout the year, we maintained focus and discipline on servicing the needs of our customers with the utmost level of quality and

service, while working through a highly volatile pricing environment for our wood products. In parallel, we continued to optimize our balance sheet by using our free cashflow generation to reduce our debt significantly. This performance along with our continued fiscal vigilance, resulted in a reduction of our net debt by more than \$135 million on a year-over-year basis.

The combination of these efforts resulted in a stronger balance sheet, and continuing robust sales and earnings performance with revenues surpassing \$3 billion, gross profit of \$409 million, EBITDA of \$203 million, and net earnings of \$78.7 million.

I am proud of, and thankful to our team for their relentless efforts during a highly volatile year, which resulted in a strong and successful 2022. I would like to take this opportunity to extend my appreciation to the Board of Directors for their continued wisdom and stewardship, and to thank our employees, customers, suppliers and our shareholders for their ongoing support and loyalty.

Sincerely,

Amar S. Doman Chairman and CEO



Management's Discussion and Analysis

# Doman Building Materials Group Ltd. Management's Discussion and Analysis

### March 9, 2023

This Management's Discussion and Analysis ("MD&A") provides a review of the significant developments that have impacted Doman Building Materials Group Ltd. (the "Company"), in the quarter and year ended December 31, 2022 relative to 2021. This discussion of the financial condition and results of operations of the Company should be read in conjunction with the Company's audited consolidated financial statements and notes thereto for the year ended December 31, 2022 (the "2022 Consolidated Financial Statements"). The financial information in this MD&A has been prepared in accordance with International Financial Reporting Standards ("IFRS"), applicable to the preparation of financial statements.

This MD&A, the associated 2022 Consolidated Financial Statements and the 2022 Letter to Shareholders (the "2022 Reporting Documents") contain historical information, descriptions of current circumstances and statements about potential future developments and anticipated financial results, performance or achievements of the Company and its subsidiaries. The latter statements, which are forward-looking statements, are presented to provide guidance to the reader but their accuracy depends on a number of assumptions and are subject to various known and unknown risks and uncertainties. Forward-looking statements are included under the headings "Business Overview", "Outlook", "Commitments and Contingencies", "Sales and Gross Margin", "Dividend Policy" and "Liquidity and Capital Resources". When used in this MD&A, such statements may contain such words as "may," "will," "intend," "should," "expect," "believe," "outlook," "predict," "remain," "anticipate," "estimate," "potential," "continue," "plan," "could," "might," "project," "targeting" or the inverse or negative of these terms or other similar terminology. Forward-looking information in the 2022 Reporting Documents includes, without limitation, statements regarding funding requirements, dividends, commodity pricing, debt repayment, interest rates, economic data and housing starts. Additionally, the ultimate impact of COVID-19 on the Company's results is difficult to quantify, as it will depend on, inter alia, the ongoing duration and impact of the pandemic, the impact of government policies, and the pace of economic recovery. These statements are based on management's current expectations regarding future events and operating performance, and on information currently available to management, speak only as of the date of the 2022 Reporting Documents and are subject to risks which are described in the Company's current Annual Information Form dated March 31, 2022 ("AIF") and the Company's public filings on the Canadian Securities Administrators' website at www.sedar.com ("SEDAR") and as updated from time to time, and would include, but are not limited to, dependence on market economic conditions, risks related to the impact of geopolitical conflicts, local, national, and international health concerns, including but not limited to COVID-19 or other viruses, epidemics or pandemics, sales and margin risk, acquisition and integration risks and operational risks related thereto, competition, information system risks, technology risks, cybersecurity risks, availability of supply of products, interest rate risks, inflation risks, risks associated with the introduction of new product lines, product design risk, product liability risk, environmental risks, volatility of commodity prices, inventory risks, customer and vendor risks, contract performance risk, availability of credit, credit risks, performance bond risk, currency risks, insurance risks, risks related to climate change, tax risks, risks of legislative or regulatory changes, international trade and tariff risks, operational and safety risks, resource industry risks, resource extraction risks, risks relating to remote operations, forestry management and silviculture, fire and natural disaster risks, key executive risk and litigation risks. These risks and uncertainties may cause actual results to differ materially from those contained in the statements. Such statements reflect management's current views and are based on certain assumptions. Some of the key assumptions include, but are not limited to, assumptions regarding the performance of the Canadian and the United States ("US") economies, the impact of COVID-19, interest rates, exchange rates, capital and loan availability, commodity pricing, the Canadian and the US housing and building materials markets; international trade matters; post-acquisition operation of a business; the amount of the Company's cash flow from operations; tax laws; laws and regulations relating to the protection of the environment, including the impacts of climate change, and natural resources; and the extent of the Company's future acquisitions and capital spending requirements or planning in respect thereto, including but not limited to the performance of any such business and its operation; availability or more limited availability of access to equity and debt capital markets to fund, at acceptable costs, the Company's future growth plans, the implementation and success of the integration of acquisitions, the ability of the Company to refinance its debts as they mature; the direct and indirect effect of the US housing market and economy; exchange rate fluctuations between the Canadian and US dollar; retention of key personnel; the Company's ability to sustain its level of sales and earnings margins; the Company's ability to grow its business long-term and to manage its growth; the Company's management information systems upon which it is dependent are not impaired, ransomed or unavailable; the Company's insurance is sufficient



Management's Discussion and Analysis

to cover losses that may occur as a result of its operations as well as the general level of economic activity, in Canada and the US, and abroad, discretionary spending and unemployment levels; the effect of general economic conditions; market demand for the Company's products, and prices for such products; the effect of forestry, land use, environmental and other governmental regulations; and the risk of losses from fires, floods and other natural disasters and unemployment levels. They are, by necessity, only estimates of future developments and actual developments may differ materially from these statements due to a number of known and unknown factors. Investors are cautioned not to place undue reliance on these forward-looking statements. All forward-looking information in the 2022 Reporting Documents is qualified by these cautionary statements. Although the forward-looking information contained in the 2022 Reporting Documents is based on what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Certain statements included in the 2022 Reporting Documents may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than the 2022 Reporting Documents. In addition, there are numerous risks associated with an investment in the Company's common shares and senior unsecured notes, which are also further described in the "Risks and Uncertainties" section in these 2022 Reporting Documents and in the "Risk Factors" section of the Company's AIF, and as updated from time to time, in the Company's other public filings on SEDAR.

The forward-looking statements contained in the 2022 Reporting Documents are made as of the date of this report, and should not be relied upon as representing the Company's views as of any date subsequent to the date of this report. Except as required by applicable law, the Company undertakes no obligation to publicly update or otherwise revise any forward-looking statement, whether as a result of new information, future events, or otherwise.

The information in this report is as at March 9, 2023, unless otherwise indicated. All amounts are reported in Canadian dollars, unless otherwise indicated.

- 1. In the discussion, reference is made to Earnings before Interest, Tax, Depreciation and Amortization ("EBITDA"), which represents earnings from continuing operations before interest, including amortization of deferred financing costs, provision for income taxes, depreciation and amortization. This is not a generally accepted earnings measure under IFRS and does not have a standardized meaning under IFRS, and therefore the measure as calculated by the Company may not be comparable to similarly titled measures reported by other companies. EBITDA is presented as management believes it is a useful indicator of a Company's ability to meet debt service and capital expenditure requirements and because the Company interprets trends in EBITDA as an indicator of relative operating performance. EBITDA should not be considered by an investor as an alternative to net earnings or cash flows as determined in accordance with IFRS. For a reconciliation of EBITDA to the most directly comparable measures calculated in accordance with IFRS refer to "Reconciliation of Net Earnings to EBITDA and Adjusted EBITDA".
- 2. In the discussion, reference is made to Adjusted EBITDA, which is EBITDA as defined above, before certain non-recurring or unusual items. This is not a generally accepted earnings measure under IFRS and does not have a standardized meaning under IFRS. The measure as calculated by the Company may not be comparable to similarly titled measures reported by other companies. Adjusted EBITDA is presented as management believes it is a useful indicator of the Company's ability to meet debt service and capital expenditure requirements from its regular business before non-recurring items. Adjusted EBITDA should not be considered by an investor as an alternative to net earnings or cash flows as determined in accordance with IFRS. For a reconciliation from Adjusted EBITDA to the most directly comparable measures calculated in accordance with IFRS refer to "Reconciliation of Net Earnings to EBITDA and Adjusted EBITDA".
- 3. In discussion, reference is made to Net earnings before directly attributable acquisition-related costs. This is not a generally accepted earnings measure under IFRS and does not have a standardized meaning under IFRS. The measure as calculated by the Company may not be comparable to similarly titled measures reported by other companies. Net earnings before directly attributable acquisition-related costs is presented as management believes it is a useful indicator of the Company's operating results, before non-recurring items. Net earnings before directly attributable acquisition-related costs should not be considered by an investor as an alternative to net earnings or cash flows as determined in accordance with IFRS. For a reconciliation from Net earnings before directly attributable acquisition related costs to the most directly comparable measures calculated in accordance with IFRS refer to "Reconciliation of Net Earnings before Directly Attributable Acquisition Related Costs".



Management's Discussion and Analysis

### **Business Overview**

The Company operates through its wholly owned subsidiaries, distributing, producing and treating lumber as well as related building materials, and providing other value-add services across Canada and in the US. The Company services the new home construction, home renovation and industrial markets by supplying the retail and wholesale lumber and building materials industry, big box stores, hardware stores, industrial and furniture manufacturers and similar concerns. The Company's operations also include timber ownership and management of private timberlands and forest licenses, and agricultural post-peeling and pressure treating through its fibre division. After acquisition of its California Cascade business in 2015, in 2017 the Company acquired the Honsador Building Products group of companies, with an incumbent position in the State of Hawaii, further expanding the Company's presence in the US building distribution and treating markets. In 2018, the Company continued with its expansion and growth plans, completing the purchase of a lumber pressure treating plant near Portland, Oregon and a lumber pressure treating plant in Woodland, California. In 2019, the Company acquired Lignum Forest Products LLP, a well-established brand in the lumber and forestry distribution market in Western Canada and the US. In 2020, the Company completed the acquisition of a truss manufacturing plant in Kauai, Hawaii. On June 4, 2021, the Company completed the acquisition of the business of the Hixson Lumber Sales group of companies ("Hixson") (the "Hixson Acquisition"), a leading wholesaler and manufacturer of lumber and treated lumber operating in the Central United States. On June 22, 2021, the Company completed the acquisition of Fontana Wood Preserving, Inc. and Fontana Wholesale Lumber, Inc. (now doing business as, L.A. Lumber Treating, Ltd.) (the "L.A. Lumber Acquisition"), a lumber pressure treating plant in Fontana, California.

### **Global Pandemic**

On March 11, 2020, the World Health Organization declared the novel coronavirus (specifically identified as "COVID-19") a global pandemic (the "Pandemic"), resulting in governments worldwide enacting emergency measures to combat the spread of the virus. These measures, which included the implementation of stay-at-home orders, mandated non-essential business closures, travel bans, self-imposed quarantine periods and social distancing, have caused material disruption to businesses globally and significant economic uncertainty.

Although many restrictions related to COVID-19 have been recently lifted, the Company continues to take specific health and safety measures, including limiting the number of employees, customers and others on its premises, mandatory self-imposed quarantine periods for employees, heightened hygienic and disinfecting practices, provision of personal protective equipment such as masks and face shields, technology enabled remote work initiatives and other safety protocols, as it deems prudent.

Additionally, the Company has taken steps to mitigate the Pandemic's impact on its customers, operations and cash flows by optimizing its working capital, deferring or eliminating certain non-essential operating expenditures, minimizing capital expenditures, evaluating ongoing cost savings opportunities, and adjusting regular quarterly dividends, as required (for further information, see "Dividend Policy"). Management is actively monitoring the Pandemic, economic and regulatory developments, and their impact on the Company's operations, continually adapting to the changing operating environment.

## **Business Acquisitions (the "Acquisitions")**

### Purchase of Hixson Lumber Sales Group

On June 4, 2021, the Company completed the Hixson Acquisition, a leading wholesaler and manufacturer of lumber and treated lumber, operating in the Central United States.



Management's Discussion and Analysis

Total purchase consideration comprised of US\$408.0 million, on a cash-free and debt-free basis. The foreign exchange rate used to translate the purchase price consideration and fair values of assets acquired was based on the exchange rate as at the date of the Hixson Acquisition. Further information regarding the purchase price allocation is contained in Note 7 of the 2022 Consolidated Financial Statements.

### Purchase of L.A. Lumber Treating, Ltd.

On June 22, 2021, the Company completed the L.A. Lumber Acquisition.

### **Private Placement of Senior Unsecured Notes**

On May 10, 2021, the Company completed a private placement of senior unsecured notes (the "2026 Unsecured Notes") denominated in principal amounts of one thousand dollars, resulting in gross proceeds of \$325.0 million. The offering was underwritten by a syndicate of underwriters led by Stifel Nicolaus Canada Inc., and including National Bank Financial Inc. and RBC Dominion Securities Inc.

The 2026 Unsecured Notes accrue interest at the rate of 5.25% per annum, payable on a semi-annual basis, maturing on May 15, 2026. Cash proceeds raised from the 2026 Unsecured Notes, net of issuance costs, were used for reducing the Company's existing loans and borrowings in May 2021.

### **Public Offering of Common Shares**

On May 11, 2021, the Company completed a public offering of 7,500,000 common shares, by way of a short form prospectus, at a price of \$10.00 each for gross proceeds of \$75.0 million, with an underwriters' option to purchase up to an additional 1,125,000 common shares at the same price (the "Option") (collectively, the "Public Offering"). The entire Option was exercised, and the aggregate gross proceeds were \$86.3 million. The Public Offering was pursuant to a bought deal underwritten by a syndicate of underwriters led by Stifel Nicolaus Canada Inc. and National Bank Financial Inc.

Cash proceeds raised from the Public Offering, net of issuance costs, reduced the Company's existing loans and borrowings in May 2021.

### Amendment to Revolving Loan Facility

The Company's revolving loan facility is provided by a lending syndicate and matures on December 6, 2024. On June 4, 2021, concurrent with the Hixson Acquisition, the Company amended its existing revolving loan facility. The maximum credit available was increased from \$360.0 million to \$500.0 million, with the maturity date remaining unchanged.

Additional information regarding these transactions is contained in Note 16 of the 2022 Consolidated Financial Statements.

### **Foreign Exchange Forward Contracts**

During the comparative year ended December 31, 2021, in order to reduce exposure to fluctuations in the US - Canada dollar exchange rate with respect to the Hixson Acquisition, the Company entered into a foreign exchange contract to purchase US\$200.0 million at an exchange rate of 1.21665. A realized loss totaling \$1.3 million was recorded in Other loss upon the closing of the Hixson Acquisition, and the total purchased US funds under the contract were used as partial consideration for the transaction.



Management's Discussion and Analysis

### Normal Course Issuer Bid ("NCIB")

The Company's NCIB with respect to its common shares expired on November 25, 2022, and the Company did not renew it. There were no share repurchases under the terms of the NCIB during the years ended December 31, 2022 and 2021.

### Seasonality

The Company's sales are subject to seasonal variances that fluctuate in accordance with the normal home building season, depending on the geographical location, which creates a timing difference between free cash flow earned and dividends paid.

## **Housing Starts**

The seasonally adjusted annualized rate for overall Canadian housing starts was 261,849 in 2022 versus 271,198 in 2021, a decrease of 3.4%. The seasonally adjusted annualized rate for single detached units, a more relevant indicator for the Company, amounted to 66,102 in the fourth quarter of 2022 versus 74,769 in the comparative period of 2021, a decrease of  $11.6\%^{(1)}$ .

US housing starts were 1,556,000 units in 2022 versus 1,601,000 units in 2021, a decrease of 2.8%<sup>(2)</sup>.

### **Construction Materials Pricing**

The following table provides average quarterly pricing for lumber, plywood and oriented strand board ("OSB") per thousand board feet, as reported by Natural Resources Canada:

2022							2021	
(In Canadian \$)	31 - Dec	30 - Sep	30 - Jun	31 - Mar	31 - Dec	30 - Sep	30 - Jun	31 - Mar
Lumber	675	840	1,164	1,604	920	696	1,697	1,329
Plywood	724	746	1,029	1,075	621	811	1,465	1,041
OSB	390	474	877	1,378	603	871	1,725	1,150

Lumber, plywood and OSB prices reached a peak in May 2021, declined sharply over the following three months, but rebounded again towards the end of 2021. Production curtailments by major producers at the onset of COVID-19, along with ongoing transportation challenges, contributed to low levels of supply chain inventory, while home construction activity and the repair and remodel market remained strong.

Price inflation continued into 2022, with prices peaking in March 2022, but then declined sharply again during the second quarter. Lumber prices largely stabilized during the remainder of the year, but nonetheless averaged significantly lower in the fourth quarter of 2022 versus the same period last year. The recent rise in interest rates, the slowing North American housing market and a possible recession have cooled consumers' demand, putting further downward pressure on pricing. As a result, during the fourth quarter, several major producers continued to gear down operations, announcing multiple production curtailments.

The Company generally prices its products in the competitive construction materials market so that the Company's profitability is based on cost plus value-added services such as wood pressure treating, distribution, short-term financing and other services provided. As a result, the Company's sales levels are impacted by the underlying construction materials costs of its products.

<sup>1.</sup> As reported by CMHC. For further information, see "Outlook".

<sup>2.</sup> As reported by the US National Mortgage Association (Fannie Mae). For further information, see "Outlook".



Management's Discussion and Analysis

The Company's gross margins are impacted by, among other things, the relative level of construction materials pricing (such as whether prices are higher or lower compared to other periods), as well as the trend in pricing (such as whether the price is increasing or decreasing within a period). Depending on whether the product is sold at a fixed price or is tied to the current market, the impact of pricing levels and pricing trends will have differing effects on each category of product.

Management employs mitigation strategies to minimize the potential impacts of future construction materials price volatility. These strategies include, but are not limited to, the use of vendor managed inventories, direct shipments from the manufacturer to the customer, use of lumber futures contracts and the Company's internal policy of optimizing inventory levels to maintain its high standard of customer service levels and minimizing excess inventory otherwise exposed to market fluctuations.

### **Results of Operations**

### **Selected Annual Information**

	Fiscal Years Ended December 31					
(in \$ millions, per share in dollars)	2022	2021	2020			
Sales	3,039.0	2,543.7	1,613.8			
Earnings before income taxes	98.7	138.5	82.0			
Net earnings	78.7	106.5	59.6			
Adjusted net earnings <sup>(1)</sup>	78.7	110.3	60.0			
Net earnings per share (basic and diluted)	0.91	1.27	0.77			
Adjusted net earnings per share (basic and diluted) $^{(1)}$	0.91	1.32	0.78			
Total assets	1,445.2	1,538.2	867.2			
Long-term debt <sup>(2)</sup>	606.6	803.9	323.5			
Total debt	689.9	827.6	349.0			
Dividends declared to shareholders	48.7	45.4	40.5			
Dividends declared to shareholders (per share)	0.56	0.54	0.52			
Weighted average shares outstanding (basic)	86,885,617	83,554,517	77,878,231			
Weighted average shares outstanding (diluted)	86,885,617	83,611,759	77,930,715			
Total shares outstanding	86,991,660	86,694,158	77,935,719			

1. Net earnings before directly attributable acquisition-related costs.

2. Excludes current portion of debt.



Management's Discussion and Analysis

# Comparison of the Year Ended December 31, 2022 and December 31, 2021

### **Overall Performance**

The following table shows the Company's segmented results for the years ended December 31:

	Year ended December 31, 2022				r ended ber 31, 202	
(in thousands of dollars)	Building Materials \$	Other \$	Total \$	Building Materials \$	Other \$	Total \$
Revenue	3,001,699	37,318	3,039,017	2,504,889	38,785	2,543,674
<b>Specified expenses</b> Depreciation and amortization Finance costs	63,555 36,468	3,322 1,106	66,877 37,574	49,126 25,790	5,937 1,348	55,063 27,138
Net earnings (loss)	74,004	4,736	78,740	106,659	(60)	106,509

### Sales and Gross Margin

Sales for the year ended December 31, 2022 were \$3.04 billion versus \$2.54 billion in 2021, representing an increase of \$495.3 million or 19.5%, due to the factors discussed below.

Sales for the Building Materials segment increased by \$496.8 million or 19.8%, largely due to the results from the Acquisitions (increase in sales of approximately 24.3%). Hixson was acquired on June 4, 2021, and consequently included less than seven months of operations in the comparative prior year. Additionally, sales for both the Company's legacy and recently acquired operations were impacted by the recent construction materials pricing fluctuations and sales volumes declines.

The Company's sales in the year were made up of 76% of construction materials, compared to 74% last year, with the remaining balance of sales resulting from specialty and allied products of 21% (2021 - 22%) and other of 3% (2021 - 4%).

Gross margin dollars increased to \$408.8 million in the current year, versus \$391.0 million in 2021, an increase of \$17.8 million. Gross margin percentage was 13.5% during the year, a decrease from the 15.4% achieved in 2021, mainly due to the previously discussed construction materials pricing fluctuations during 2022.

### Expenses

Expenses for the year ended December 31, 2022 were \$272.6 million versus \$219.1 million in 2021, an increase of \$53.5 million or 24.4% due to the factors discussed below. As a percentage of sales, 2022 expenses were 9.0%, versus 8.6% in 2021.

Distribution, selling and administration expenses increased by \$41.6 million or 25.4%, to \$205.7 million, versus \$164.1 million in 2021, largely due to additional operating expenses of the Acquisitions. As a percentage of sales, these expenses were 6.8% in the year, compared to 6.5% in 2021.

Depreciation and amortization expenses increased by \$11.8 million or 21.5%, from \$55.1 million to \$66.9 million. Depreciation and amortization expenses for the Building Materials segment increased by \$14.4 million, largely as a result of the Acquisitions.



Management's Discussion and Analysis

## **Operating Earnings**

For the year ended December 31, 2022, operating earnings were \$136.2 million versus \$171.9 million in 2021, a decrease of \$35.7 million due to the foregoing factors.

### **Finance Costs**

Finance costs for the year ended December 31, 2022 were \$37.6 million, versus \$27.1 million in 2021, an increase of \$10.4 million or 38.5%. The Company incurred additional finance costs related to the 2026 Unsecured Notes, which were issued on May 10, 2021, as well as higher interest rates on the Company's variable rate loan facilities.

# Acquisition Costs

There were no directly attributable acquisition costs during the year ended December 31, 2022, compared to \$4.9 million in 2021. These costs in the comparative prior year included due diligence, legal, environmental, financial, management resources and other advisory services directly attributable to the Acquisitions.

### **Earnings before Income Taxes**

For the year ended December 31, 2022, earnings before income taxes were \$98.7 million, compared to \$138.5 million in 2021, a decrease of \$39.8 million due to the foregoing factors.

### **Provision for Income Taxes**

For the year ended December 31, 2022, the provision for income taxes was \$20.0 million compared to \$32.0 million in 2021, a decrease of \$12.0 million. This amount is a function of the pre-tax earnings generated during the year and the expected taxes payable on these earnings.

## **Net Earnings**

As a result of the foregoing factors, net earnings for the year ended December 31, 2022 were \$78.7 million versus \$106.5 million in 2021, a decrease of \$27.8 million, as discussed above.



Management's Discussion and Analysis

### **Fourth Quarter Results**

A summary of the unaudited results for the quarter ended December 31, 2022 and 2021 is as follows:

	Three months ended December 31,				
	2022	2021			
(in \$ thousands, per share in dollars)	\$	\$			
Sales	572,875	641,636			
Gross margin	81,999	88,735			
Gross margin %	14.3 %	13.8%			
Distribution, selling and administration expenses	49,080	51,548			
Depreciation and amortization	17,415	15,449			
Expenses	66,495	66,997			
Operating earnings	15,504	21,738			
Finance costs	9,771	8,414			
Other loss	-	84			
Earnings before income taxes	5,733	13,240			
Provision for income taxes	1,400	1,631			
Net earnings	4,333	11,609			
Net earnings per share <sup>(1)</sup>	0.05	0.13			

1. Weighted average basic sha res outstanding in the period.

# **Overall Performance**

The following table shows the Company's segmented results for the quarters ended December 31:

	Three months ended December 31, 2022				onths ende per 31, 2021	
(in thousands of dollars)	Building Materials \$	Other \$	Total \$	Building Materials \$	Other \$	Total \$
Revenue	564,939	7,936	572,875	633,785	7,851	641,636
Specified expenses						
Depreciation and amortization	16,515	900	17,415	14,519	930	15,449
Finance costs	9,413	358	9,771	8,114	300	8,414
Net earnings (loss)	3,825	508	4,333	11,653	(44)	11,609

### Sales and Gross Margin

Sales for the three-month period ended December 31, 2022 were \$572.9 million versus \$641.6 million in 2021, representing a decrease of \$68.8 million or 10.7% due to the factors discussed below.

Sales for the Building Materials segment decreased by \$68.8 million or 10.9%, largely due to the impact of the previously discussed construction materials pricing, which averaged significantly lower during the fourth quarter of 2022 versus the same period last year.



Management's Discussion and Analysis

Gross margin dollars were \$82.0 million in the three-month period versus \$88.7 million in the comparative quarter of 2021, a decrease of \$6.7 million. Gross margin percentage was 14.3% in the quarter, a slight increase from 13.8% achieved in the same quarter of 2021.

### Expenses

Expenses for the three-month period ended December 31, 2022 were \$66.5 million as compared to \$67.0 million for the comparative quarter in 2021, a decrease of \$502,000 or 0.8%, due to the factors discussed below. As a percentage of sales, expenses were 11.6% in the quarter, compared to 10.4% during the comparative quarter in 2021.

Distribution, selling and administration expenses decreased by \$2.5 million or 4.8%, from \$51.5 million to \$49.1 million. This change was largely due to a reclassification of certain expenses to cost of goods sold, in order to conform to the financial statement presentation adopted in the current quarter. As a percentage of sales, these expenses were 8.6% in the quarter, compared to 8.0% in the same quarter in 2021.

Depreciation and amortization expenses increased by \$2.0 million or 12.7%, from \$15.4 million to \$17.4 million, due to a combination of additional depreciation on property, plant and equipment acquired during the year and the impact of foreign exchange on translation of foreign operations.

# **Operating Earnings**

For the quarter ended December 31, 2022, operating earnings were \$15.5 million compared to \$21.7 million in the comparative period of 2021, a decrease of \$6.2 million, due to the foregoing factors.

## **Finance Costs**

Finance costs for the fourth quarter of 2022 were \$9.8 million, compared to \$8.4 million for the same period in 2021, an increase of \$1.4 million or 16.1%, largely due to higher interest rates on the Company's variable rate loan facilities, which was partially offset by lower average loans and borrowings.

## **Earnings before Income Taxes**

For the quarter ended December 31, 2022, earnings before income taxes were \$5.7 million, compared to \$13.2 million in the comparative quarter of 2021, a decrease of \$7.5 million due to the foregoing factors.

### **Provision for Income Taxes**

For the quarter ended December 31, 2022, provision for income taxes was \$1.4 million compared to \$1.6 million in the same quarter of 2021, a decrease of \$231,000. This amount is a function of the pre-tax earnings generated in the quarter and the expected taxes payable on these earnings.

### **Net Earnings**

Net earnings for the quarter ended December 31, 2022 were \$4.3 million compared to \$11.6 million for the period in 2021, a decrease of \$7.3 million, due to the foregoing factors affecting the overall financial performance of the Company.



Management's Discussion and Analysis

### **Summary of Quarterly Results**

For the Quarters ended:

	2022				2022 2021			
(\$ and shares millions, per share in dollars)	31-Dec	30-Sep	30-Jun	31-Mar	31-Dec	30-Sep	30-Jun	31-Mar
Sales	572.9	744.1	870.7	851.3	641.6	625.3	756.8	519.9
EBITDA	32.9	40.0	52.1	78.1	37.1	33.2	90.4	60.0
Adjusted EBITDA <sup>(1)</sup>	32.9	40.0	52.1	78.1	37.1	34.5	94.0	60.0
Adjusted EBITDA % of sales <sup>(1)</sup>	5.7	5.4	6.0	9.2	5.8	5.5	11.9	11.6
Earnings before income taxes	5.7	13.3	26.2	53.5	13.2	7.2	72.0	46.1
Net earnings	4.3	11.6	20.7	42.0	11.6	7.7	53.1	34.2
Adjusted net earnings <sup>(2)</sup>	4.3	11.6	20.7	42.0	11.6	8.7	55.7	34.2
Net earnings per share <sup>(3)</sup>	0.05	0.13	0.24	0.48	0.13	0.09	0.64	0.44
Adjusted net earnings per share <sup>(2)(3)</sup>	0.05	0.13	0.24	0.48	0.13	0.10	0.67	0.44
Dividends declared per share <sup>(4)</sup>	0.14	0.14	0.14	0.14	0.14	0.12	0.12	0.16
Outstanding shares <sup>(3)</sup>	87.0	87.0	86.8	86.8	86.7	86.7	82.7	78.0

1. Adjusted EBITDA refers to EBITDA before directly attributable acquisition related costs.

2. Net earnings before directly attributable acquisition-related costs.

3. Weighted average basic shares outstanding in the period.

4. Quarter ended March 31, 2021 includes the then regular quarterly dividend of \$0.12 per share and a one-time special dividend of \$0.04 per share, further described in the "Dividend Policy" section of this MD&A.

### Reconciliation of Net Earnings to EBITDA and Adjusted EBITDA:

	Three months ended	Three months ended December 31,			
	2022	2021	2022	2021	
(in thousands of dollars)	\$	\$	\$	\$	
Net earnings	4,333	11,609	78,740	106,509	
Provision for income taxes	1,400	1,631	19,977	31,955	
Finance costs	9,771	8,414	37,574	27,138	
Depreciation and amortization	17,415	15,449	66,877	55,063	
EBITDA	32,919	37,103	203,168	220,665	
Acquisition costs	-	-	-	4,893	
Adjusted EBITDA	32,919	37,103	203,168	225,558	

# **EBITDA and Adjusted EBITDA**

For the quarter ended December 31, 2022, EBITDA and Adjusted EBITDA was \$32.9 million compared to \$37.1 million in the comparative quarter of 2021, a decrease of \$4.2 million or 11.3%. The decrease in EBITDA was mainly due to the lower sales and gross margin dollars, which were impacted by the previously discussed changes in construction materials pricing.



Management's Discussion and Analysis

For the year ended December 31, 2022, EBITDA was \$203.2 million, compared to \$220.7 million in 2021, a decrease of \$17.5 million or 7.9%. EBITDA for the comparative 2021 was impacted by the previously discussed non-recurring directly attributable acquisition related costs of \$4.9 million. Adjusted EBITDA before these non-recurring costs for the comparative period was \$225.6 million, which translated to a decrease in Adjusted EBITDA of \$22.4 million or 9.9% during the current year. Adjusted EBITDA was positively impacted by this year's full inclusion of the results from the Acquisitions, as Hixson was acquired on June 4, 2021, and consequently included less than seven months of operations in the comparative prior year, but was offset by the previously discussed construction materials pricing fluctuations and sales volumes declines.

# Reconciliation of Net Earnings to Net Earnings before Directly Attributable Acquisition Related Costs:

	Three months ended	Years ended D	ecember 31,	
	2022	2021	2022	2021
(in thousands of dollars)	\$	\$	\$	\$
Net earnings	4,333	11,609	78,740	106,509
Acquisitions costs	-	-	-	4,893
Income tax recovery on acquisition costs	-	-	-	(1,076)
Net earnings before directly attributable				
acquisition related costs	4,333	11,609	78,740	110,326

# **Financial Condition**

### Liquidity and Capital Resources

During the year ended December 31, 2022, the Company consumed \$7.1 million in cash, versus generating \$482,000 in 2021. The following activities during the year were responsible for the change in cash.

The Company generated \$222.2 million from operating activities, a significant improvement compared to the \$49.3 million generated in 2021. The main contributor to this year's increase was stringent working capital management, partially offset by comparatively lower net earnings. Operating activities, before non-cash working capital changes generated \$138.9 million in cash, compared to \$163.8 million in 2021.

Additionally, during the year ended December 31, 2022, changes in non-cash working capital items generated \$83.3 million in cash, compared to using \$114.5 million in 2021. The increase in cash generated in non-cash working capital was largely due to management's efforts to reduce inventory volumes in anticipation of potential slowing of market activity, along with the construction materials pricing declines during the current year and its impact on the Company's average unit cost of inventory and trade and other receivables as at December 31, 2022.

Notwithstanding the impact of management's recent tightening of inventory volumes and the market pricing volatility, the Company generally experiences higher levels of non-cash working capital during the first and second quarters, and a decrease in non-cash working capital during the third and fourth quarters, due to ordinary seasonal factors relating to the Company's business cycle. The change in working capital was comprised of a decrease in trade and other receivables of \$63.1 million, a decrease in inventory of \$45.5 million, an increase in prepaid expenses and deposits of \$1.8 million, and a net decrease in trade and other payables and performance bond obligations of \$23.6 million.



Management's Discussion and Analysis

During the year ended December 31, 2022, the Company returned a total of \$224.8 million of cash to equity and debt stakeholders, compared to generating \$454.5 million in 2021, due to a combination of the Company's continued efforts to reduce debt, and the issuance of the previously discussed 2026 Unsecured Notes which generated \$316.5 million of cash in the comparative prior year.

Scheduled repayments related to the non-revolving term loan consumed \$2.7 million, consistent with 2021. Repayment of certain promissory notes consumed \$1.0 million, compared to \$1.5 million in the comparative 2021. Payments of lease liabilities, including interest, consumed \$24.8 million of cash compared to \$23.6 million in 2021. The Company's lease obligations generally require monthly installments, and these payments are all current.

The Company paid back a net of \$148.6 million to its revolving loan facility, compared to borrowing a net \$131.6 million in 2021. The significant year-over-year decrease in net advances from the revolving loan facility is partly the result of the previously discussed decrease in cash consumed by working capital changes due to inventory volume reductions and construction materials pricing declines. Additionally, the comparative prior year included partial financing for the Acquisitions.

Shares issued, net of share issuance costs, generated \$1.3 million of cash compared to \$82.0 million in 2021, with the comparative prior year including proceeds from the Public Offering. Additionally, the Company repurchased a portion of its 2026 Unsecured Notes, which consumed \$431,000 of cash. The Company also returned \$48.6 million to shareholders through dividends paid, compared to \$42.6 million in 2021. The Company updated its dividend policy during the fourth quarter of 2021, further described in the "Dividend Policy" section of this MD&A, resulting in a dividend increase beginning with the dividend paid on January 14, 2022.

The Company was not in breach of any of its lending covenants during the year ended December 31, 2022.

Investing activities consumed \$4.5 million of cash, compared to \$503.3 million in 2021, representing purchases of property, plant and equipment, net of proceeds from disposition, whereas the prior year included consideration paid for the Acquisitions.

In response to the Pandemic in general, as well as the recent ongoing volatility in construction materials pricing and market uncertainty driven by increasing interest rates, the Company is taking steps to bolster its cash flows, including but not limited to, managing cash flow by tightly controlling non-cash working capital levels and capital expenditures, evaluating ongoing cost savings opportunities, deferring or reducing anticipated capital expenditures, and adjusting quarterly dividends, as required or deemed prudent by management. These available liquidity measures, combined with the Company's continuing cash flows from operations, are expected to be sufficient to meet its operating requirements and remain compliant with its lending covenants.

### **Total Assets**

Total assets of the Company were \$1.45 billion as at December 31, 2022, versus \$1.54 billion as at December 31, 2021, a decrease of \$93.0 million. Current assets decreased by \$82.1 million, mainly due to decreases of \$57.0 million in trade and other receivables, and a decrease in inventory of \$31.5 million. The decrease in trade and other receivables is largely due to the lower average construction materials pricing during the fourth quarter of 2022 relative to the same period last year. The decrease in inventory was driven by the Company's previously discussed continued efforts to reduce inventory volumes, along with the construction materials pricing declines during the current year impacting the Company's average unit cost of inventory as at December 31, 2022.

Long-term assets within the Building Materials segment were \$798.2 million as December 31, 2022, compared to \$804.5 million as at December 31, 2021, a decrease of \$6.3 million, largely due to the impact of depreciation and amortization during the year.



Management's Discussion and Analysis

### **Total Liabilities**

Total liabilities were \$876.7 million as at December 31, 2022, versus \$1.04 billion at December 31, 2021, a decrease of \$163.7 million, mainly due to a decrease in the revolving loan facility of \$131.5 million (including the impact of foreign exchange on translation of foreign operations and amortization of deferred financing costs), and a decrease in trade and other payables of \$18.9 million. The decrease in the revolving loan facility was mainly due to the Company's results of operations, as well as the previously discussed inventory volume reductions and construction materials pricing declines, which resulted is less cash consumed by changes in non-cash working capital and consequently more funds available to pay down debt.

Current portion of loans and borrowings increased by \$58.5 million, largely due to the Company's publicly listed unsecured notes in the amount of \$60.0 million with a maturity date of October 9, 2023 ("2023 Unsecured Notes"). The 2023 Unsecured Notes became current as at December 31, 2022 and were consequently reclassified from long-term liabilities.

# **Outstanding Share Data**

As at March 9, 2023, there were 87,119,546 common shares issued and outstanding.

# Dividends

			2022				2021	
	[	Declared			De	eclared		
(in \$ thousands.	Record	Per	Amount	Payment	Record	Per	Amount	Payment
per share in dollars)	date	share \$	\$	date		share \$	\$	date
Quarter 1	Mar 31, 2022	0.14	12,151	Apr 14, 2022	Mar 31, 2021 <sup>(1)</sup>	0.16	12,479	Apr 15, 2021
Quarter 2	Jun 30, 2022	0.14	12,157	Jul 15, 2022	Jun 30, 2021	0.12	10,395	Jul 15, 2021
Quarter 3	Sep 30, 2022	0.14	12,178	Oct 14, 2022	Sep 30, 2021	0.12	10,402	Oct 15, 2021
Quarter 4	Dec 30, 2022	0.14	12,179	Jan 13, 2023	Dec 31, 2021	0.14	12,137	Jan 14, 2022
		0.56	48,665			0.54	45,413	

The following dividends were declared and paid by the Company:

1. Included the then regular quarterly dividend of \$0.12 per share and a one-time special dividend of \$0.04 per share

# **Dividend Policy**

The Board of Directors reviews the Company's dividend policy periodically in the context of the Company's overall profitability, free cash flow, capital requirements, general economic conditions and other business needs.

Looking forward, the Company is continually assessing its dividend policy based on the considerations outlined above as well as other possible factors, including those that may become relevant in the future. Accordingly, on November 4, 2021, the Company announced a dividend increase beginning with the dividend payable on January 14, 2022, to shareholders of record on December 31, 2021, increasing and restoring its quarterly dividend from \$0.12 to \$0.14 per share.

In addition to the regular quarterly dividends in 2021, the Company paid a one-time special dividend of \$0.04 per share on April 15, 2021, to shareholders of record at the close of business on March 31, 2021.



Management's Discussion and Analysis

### Hedging

From time to time, the Company undertakes sale and purchase transactions in foreign currency as part of its Canadian operations and for US-based merger and acquisition activity, and therefore, is subject to gains and losses due to fluctuations in foreign exchange rates.

The Company at times uses derivative financial instruments for economic hedging purposes in managing lumber price risk and foreign currency risk through the use of futures contracts and options. These derivative financial instruments are measured at fair value through profit and loss, with changes in fair value being recorded in net earnings.

When held by the Company, foreign currency and lumber derivative instruments are traded through well-established financial services firms with a long history of providing trading, exchange and clearing services for commodities and currencies. As trading activities are closely monitored by senior management, the risk of a material credit loss on these financial instruments is considered low.

### **Related Party Transactions**

The Company has transactions with related parties in the normal course of operations at agreed amounts between the related parties.

Certain land and buildings of the Company's treatment plants are leased from entities solely controlled by Amar Doman, a director and officer of the Company, and certain distribution facilities used by the Company to store and process inventory are leased from a company controlled by Rob Doman, an officer of the Company, or a close member of that person's family. All lease rates were market tested in advance of the signing of the lease agreements and were determined to be at market rates. Lease payments to such related parties were \$4.2 million in the year ended December 31, 2022, consistent with 2021. The minimum payments under the terms of these leases are as follows: \$4.2 million in 2023, \$3.9 million in 2024, \$2.5 million in 2025, \$1.9 million in 2026, \$1.9 million in 2027, and \$10.0 million thereafter.

During the year ended December 31, 2022, fees of \$1.4 million (2021 - \$1.3 million) were paid for services related to strategic and financial advice to a company solely controlled by Amar Doman. As at December 31, 2022, payables to this related party were \$37,000 (2021 - \$37,000). Additionally, the Company was charged professional fees in relation to regulatory, corporate finance, litigation, and compliance consulting services of \$538,000 (2021 - \$742,000) by a company owned by Rob Doman, an officer of the Company. As at December 31, 2022 payables to this related party were \$82,000 (2021 - \$312,000).

During the year the Company purchased \$3.2 million (2021 - \$3.8 million) of product from a public company in which Amar Doman has an ownership interest and is also a director and officer. These purchases are in the normal course of operations and are recorded at exchange amounts. As at December 31, 2022, payables to this related party were \$141,000 (2021 - \$219,000).

Additional information regarding these related party transactions is contained in Note 23 of the 2022 Consolidated Financial Statements.



Management's Discussion and Analysis

### **Commitments and Contingencies**

### **Future and Contractual Obligations**

In addition to various debt facilities, the Company has lease commitments for certain transportation equipment, rental of many of its distribution centres and treatment plant properties in Canada and the US, and for vehicles, warehouse equipment, and a computer hosting contract.

The following table shows, as at December 31, 2022 the Company's contractual obligations, including estimated interest, within the periods indicated:

Contractual Obligations	Total	2023	2024-2025	2026-2027	Thereafter
(in thousands of dollars)	\$	\$	\$	\$	\$
Revolving loan facility <sup>(1)</sup>	173,289	15,067	158,222	-	-
Non-revolving term loan <sup>(2)</sup>	16,729	3,771	12,958	-	-
Unsecured notes <sup>(3)</sup>	448,056	80,861	34,073	333,122	-
Leases <sup>(4)</sup>	167,937	27,275	43,465	27,996	69,201
Total contractual obligations	806,011	126,974	248,718	361,118	69,201

1. Interest has been calculated based on the average borrowing under the facility for the year ended December 31, 2022, utilizing the interest rate payable under the terms of the facility at December 31, 2022. This facility matures on December 6, 2024.

2. Annual principal payments are amortized over 15 years, with interest payable quarterly.

 Comprised of publicly listed notes on the TSX under the symbol DBM.NT.A in the amount of \$60.0 million, with a maturity date of October 9, 2023, and interest rate of 6.375%, and non-publicly listed notes, in the amount of \$324.5 million, with a maturity date of May 15, 2026 and interest rate of 5.25%.

4. Additional information is contained in Note 11 of the 2022 Consolidated Financial Statements.

### Claims

During the normal course of business, certain product liability and other claims have been brought against the Company and, where applicable, its suppliers. While there is inherent difficulty in predicting the outcome of such matters, management has vigorously contested the validity of these claims, where applicable, and, based on current knowledge, believes that they are without merit and does not expect that the outcome of any of these matters, in consideration of insurance coverage maintained, or the nature of the claims, individually or in the aggregate, would have a material adverse effect on the consolidated financial position, results of operations or future earnings of the Company.

### Significant Accounting Judgments and Estimates

The preparation of these financial statements requires management to make judgments and estimates and form assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. On an ongoing basis, management evaluates its judgments and estimates in relation to assets, liabilities, revenue and expenses. Management uses historical experience, forecasted cash flow estimates and various other factors it believes to be reasonable under the given circumstances as the basis for its judgments and estimates. Actual outcomes may differ from these estimates under different assumptions and conditions. Significant areas requiring estimates are goodwill and related impairment testing, valuation of timber, inventory valuation and obsolescence, deferred tax assets and liabilities valuation, assessing whether an arrangement contains a lease, determining the lease term, and determining the discount rate to value the lease.



Management's Discussion and Analysis

#### **Business Combinations and 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, which requires making assumptions and estimates about future events. The assumptions and estimates with respect to determining the fair value of the acquired intangible assets and property, plant and equipment generally require the most judgment. Changes in any of these assumptions or estimates used in determining the fair values of these acquired assets could impact the amounts recorded at the date of the business combination.

Any goodwill resulting from a business combination 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, 2022 relates to the Company's acquisitions of various businesses. 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 fair value, the recoverable amount of goodwill related to the cash-generating unit is compared to its carrying value and excess of carrying value is recognized as an impairment loss.

### **Timber Valuation**

At each reporting date, timber is valued at fair value less costs to sell with any change therein, including the impact of growth and harvest, recognized in net earnings for the year. Significant judgment is used in determining the fair value with reference to independent third-party valuators and recent comparatives of standing timber sales, costs of sustainable forest management, timber pricing, harvest volume and timing assumptions, the discount rate used, and the resulting net present value of future cash flows for standing timber.

### **Inventory Valuation**

Under IFRS, inventories must be recognized at the lower of cost or their Net Realizable Value ("NRV"), which is the estimated selling price in the ordinary course of business less the estimated costs of completion and estimated costs necessary to make the sale. IFRS requires that the estimated NRV be based on the most reliable evidence available at the time the estimates are made of the amounts that inventories are expected to realize. The measurement of an inventory write-down to NRV is based on the Company's best estimate of the NRV and of the Company's expected future sale or consumption of the Company's inventories. Due to the economic environment and continued volatility in the Company's end markets, there is uncertainty as to whether the NRV of the inventories will remain consistent with those used in the Company's assessment of NRV at period end. As a result, there is the risk that a write-down of on hand and unconsumed inventories could occur in future periods. Also, a certain portion of inventory may become damaged or obsolete. A slow-moving reserve is recorded, as required, based on an analysis of the length of time product has been in inventory and historical rates of damage and obsolescence.

### **Income Taxes**

At each reporting date, a deferred income tax asset may be recognized for all tax-deductible temporary differences, unused tax losses and income tax deductions, to the extent that their realization is probable. The determination of this requires significant judgment. This evaluation includes review of the ability to carry-back operating losses to offset taxes paid in prior years; the carry-forward periods of the losses; and an assessment of the excess of fair value over the tax basis of the Company's net assets. If based on this review, it is not probable such assets will be realized then no deferred income tax asset is recognized.

Management believes the estimates utilized in preparing its financial statements are reasonable and prudent. Actual results may differ from these estimates.



Management's Discussion and Analysis

#### Leases

When assessing a lease agreement, certain estimates and assumptions need to be made and applied, which include, but are not limited to, the determination of the expected lease term and minimum lease payments, determining the discount rate to value the lease, the assessment of the likelihood of exercising options and estimation of the fair value of the leased property.

### **Changes in Accounting Policies**

The significant accounting policies are disclosed in Note 3 of the 2022 Consolidated Financial Statements.

#### **Provisions, Contingent Liabilities and Contingent Assets**

Effective January 1, 2022, the Company adopted amendments to International Accounting Standard 37, Provisions, contingent liabilities and contingent assets ("IAS 37"). Amendments to IAS 37 specify which costs should be included in determining the cost of fulfilling a contract for the purpose of assessing whether the contract is onerous. The amendments apply to contracts existing at the date when the amendments are first applied. At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other components of equity, as appropriate. The comparative figures are not restated. The adoption of IAS 37 did not have an impact on the 2022 Consolidated Financial Statements.

### New Accounting Pronouncements Issued but not yet Applied

The International Accounting Standards Board ("IASB") periodically issues new standards and amendments or interpretations to existing standards. The new pronouncements listed below are those that we consider the most significant. They are not intended to be a complete list of new pronouncements that may affect our financial statements.

### IAS 1, Presentation of financial statements

On January 23, 2020, the IASB issued *Classification of Liabilities as Current or Non-current (Amendments to IAS 1)*, providing a more general approach to the classification of liabilities under IAS 1 based on the contractual arrangements in place at the reporting date. The amendments were originally effective for annual reporting periods beginning on or after January 1, 2022, however, their effective date has been delayed to January 1, 2023. The Company does not expect the impact of these amendments on its consolidated financial statements to be material.

#### IAS 8, Accounting policies, changes in accounting estimates and errors

In February 2021, the IASB issued *Definition of Accounting Estimates*, which amends IAS 8. The amendments introduce a new definition for accounting estimates, clarifying that they are monetary amounts in the financial statements that are subject to measurement uncertainty. The amendments also clarify the relationship between accounting policies and accounting estimates by specifying that a company develops an accounting estimate to achieve the objective set out by an accounting policy. The amendments are effective for annual periods beginning on or after January 1, 2023, with earlier adoption permitted. The Company does not expect the impact of these amendments on its consolidated financial statements to be material.



Management's Discussion and Analysis

### **Disclosure Controls and Internal Controls over Financial Reporting**

#### **Disclosure Controls and Procedures**

Disclosure controls and procedures are controls and other procedures that are designed to: (a) provide reasonable assurance that material information required to be disclosed by the Company is accumulated and communicated to management to allow timely decisions regarding required disclosure; and (b) ensure that information required to be disclosed by the Company is recorded, processed, summarized, and reported within the time periods specified in applicable securities legislation. The Company's management, with the participation of the Chief Executive Officer and the Chief Financial Officer, has evaluated the effectiveness of the Company's disclosure controls and procedures as of December 31, 2022. Based upon this evaluation, the Chief Executive Officer and the Chief Financial Officer have concluded that these disclosure controls and procedures, as defined by National Instrument 52-109, Certification of Disclosure in the Issuer's Annual and Interim Filings are effective for the purposes set out above. The Company's management, including the Chief Executive Officer and the Chief Financial Officer, acknowledges responsibility for the design and operation of disclosure controls and procedures and internal controls over financial reporting ("ICFR"), and the requirement to evaluate the effectiveness of these controls on an annual basis.

### Internal Control over Financial Reporting

Management is responsible for designing, establishing, and maintaining an adequate system of ICFR. The Company's internal control system was designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes, in accordance with IFRS.

Management, with the participation of the Chief Executive Officer and the Chief Financial Officer, has conducted an evaluation of the effectiveness of the Company's ICFR as of December 31, 2022, based on the provisions of Internal Control – Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO"). Based on that evaluation, management concluded that its ICFR, as defined by National Instrument 52-109, is effective and provides reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS.

### **Changes in Internal Control over Financial Reporting**

During the second quarter of 2022, the Company successfully completed the implementation of a new enterprise resource planning system ("ERP") within Hixson, including general ledger, sales, supply chain and inventory management modules. As a result of the new ERP system, the Company reviewed policies and procedures materially impacted by the new ERP implementation, resulting in various process improvements, therefore increasing the Company's ability to rely on system-based controls.

There were no other material changes in the design of the Company's ICFR during the year ended December 31, 2022, that have affected, or are reasonably likely to materially affect, its ICFR.

### **Risks and Uncertainties**

The Company is subject to normal business risks associated with similar firms operating within the building materials industry in Canada and the US, which are described in greater detail in the Company's AIF dated March 31, 2022, and the Company's public filings on www.sedar.com, which the reader is encouraged to review, and which are or may be updated from time to time, after the date therein. Except as required by applicable law, the Company undertakes no obligation to publicly update or otherwise revise any forward-looking statement, whether as a result of new information, future events, or otherwise.



Management's Discussion and Analysis

#### **Cybersecurity Risk**

Information technology ("IT") and cyber risks have recently increased, as a result of the Pandemic and the recent geopolitical conflicts, and malicious activities are creating more threats for cyberattacks. Such cyberattacks include phishing emails and targeting of vulnerabilities in remote access platforms as companies continue to operate with work from home arrangements. Privacy, data and third-party risks have also been heightened as the use of work from home arrangements has become common practice. The Company is continuously monitoring its IT infrastructure to maintain the privacy, security and confidentiality of all sensitive, proprietary and confidential information.

While the Company believes it takes appropriate precautions in light of cybersecurity risks, given that cyber risks cannot be fully mitigated and the evolving nature of these threats, management cannot assure that the Company's IT systems are fully protected from cybercrime or that the systems will not be inadvertently compromised, or without failures, defects, or impacts on the Company's operations. Accordingly, there can be no assurance that cyberattacks will not materially affect the Company's business or results of operations.

### Outlook

As a distributor and manufacturer of a range of construction materials products, the Company is exposed to construction materials pricing volatility, such as seen during the recent two years. Periods of increasing prices provide an opportunity for higher sales and increased margins, while declining price environments expose the Company to declines in sales and profitability. Future market pricing could be volatile in response to several factors, including but not limited to, the impacts of inflation, rising interest rates, higher borrowing costs for consumers, a potential for an economic recession, production capacity restoration and industry operating rates, home sales, international tensions, ongoing trade disputes, supply chain challenges, labour shortages in the construction industry and inventory levels in various distribution channels.

Additionally, the Pandemic continues to have an impact globally and has been rapidly evolving. While it is encouraging to see many restrictions lifted and most economies emerging from the impact of COVID-19, the global economy remains vulnerable to virus-related shutdowns, and the Pandemic could have a continued adverse impact on economic and market conditions. Moreover, Russia's ongoing invasion of Ukraine has tempered the global recovery, and markets remain vulnerable to geopolitical conflicts. With imposed sanctions isolating one of the world's largest commodity producers, inflation hit a 40-year record and resulted in slower economic growth. The rapid development and fluidity of this situation precludes any meaningful attempts to predict the ultimate impact of these events on the Company's operations.

The Bank of Canada ("BoC") January 2023 monetary policy report indicated that inflation around the world remains high and broad-based, but in many countries it has receded from its peak, largely due to declines in energy prices. With continued easing in global supply chain disruptions, inflation in durable goods prices is also moderating. Economic activity in advanced economies has been stronger than expected, and core inflation has yet to show sustained improvement. With inflation remaining above target rates, many central banks have continued to increase their policy rates to slow demand and bring inflation down and maintain this policy. Russia's invasion of Ukraine continues to disrupt commodity markets and affect global economic activity, and China's abrupt lifting of COVID-19 restrictions poses an upside risk to commodity prices. In Canada, higher interest rates are working their way through an overheated economy, which remains in excess demand, putting upward pressure on domestic prices.

According to the Canada Mortgage and Housing Corporation (the "CMHC"), the seasonally adjusted annualized rate for Canadian housing starts decreased to 261,849 in 2022 versus 271,198 last year. Housing starts activity has remained high in 2022 overall but trended down in December 2022. Additionally, there has been a recent pronounced drop in Canadian home sales and purchases. As a result, CMHC expects that a broad and significant slowdown in residential construction is inevitable, which may contribute to an economic recession.



Management's Discussion and Analysis

Following a significant decline in 2022, housing and mortgage markets are not expected to meaningfully recover until 2024, according to Fannie Mae Economic and Strategic Research Group ("Fannie Mae"). According to the US Census Bureau, housing starts were 1,556,000 units during 2022, down from 1,601,000 units last year, demonstrating the impact of the rapidly rising mortgage rate environment. Housing starts are expected to decline further in 2023 to 1,140,000 units, before increasing slightly in 2024 to 1,164,000 units.

In addition to new housing starts, management believes a significant proportion of the Company's sales are ultimately driven by activity in the repair and remodel market. After several years of significant gains, expenditures for improvements and repairs to the owner-occupied housing units are expected to grow modestly in 2023, according to the Leading Indicator of Remodeling Activity ("LIRA") recently released by the Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University. The LIRA projects 2.6% growth by the end of 2023.

In the long run, the Company expects that the demand for its products will remain resilient, supported by strong fundamentals in the Company's end markets. In the interim, the Company continues to maintain a high level of vigilance and focus on the current global economic environment, the Pandemic, and their disruptive impacts, and actively manage risk. Additionally, management continues to employ mitigation strategies to minimize, among other things, the potential impacts of construction materials price volatility. These strategies include, but are not limited to, the use of vendor managed inventories, direct shipments from the manufacturer to the customer, and the Company's internal policy of optimizing inventory levels to maintain its high standard of customer service levels while minimizing excess inventory otherwise exposed to market fluctuations. These initiatives have strengthened the Company's financial position by reducing overall debt and increasing available liquidity on its revolving loan facility. The Company also continues to execute on its strategy to increase the proportion of value-added products, such as pressure treated wood, in its overall sales.

Looking forward, the Company's priority in the near term is the health and safety of its employees, compliance with all necessary regulations and health guidelines, and mitigating the impacts of the current economic factors, while continuing to serve its customers, integrating the Acquisitions and helping essential supply chain and related activities. The Company's focus will remain on cash flow, consisting of optimization of working capital, reduction of operating costs, minimizing capital expenditures and continually assessing the dividend policy and maximizing shareholder value.





# Doman Building Materials Group Ltd. Consolidated Financial Statements

December 31, 2022 and 2021 (in thousands of Canadian dollars)





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### **INDEPENDENT AUDITOR'S REPORT**

To the Shareholders of Doman Building Materials Group Ltd.

#### Opinion

We have audited the consolidated financial statements of Doman Building Materials Group Ltd. (the Entity), which comprise:

- the consolidated statements of financial position as at December 31, 2022 and 2021
- the consolidated statements of earnings and comprehensive earnings for the years then ended
- the consolidated statements of changes in equity for the years then ended
- the consolidated statements of cash flows for the years then ended
- and notes to the financial statements, including a summary of significant accounting policies (Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as at December 31, 2022 and 2021, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards (IFRS).

#### **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 auditor's report.

We are independent of the Entity 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 judgment, were of most significance in our audit of the financial statements for the year ended December 31, 2022. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.



# крмд

Doman Building Materials Ltd.

We have determined the matter described below to be the key audit matter to be communicated in our auditor's report.

#### Evaluation of goodwill impairment assessment

#### Description of the matter

We draw attention to Notes 3 and 14 of the financial statements. The goodwill balance is \$401,802 thousand. Goodwill is reviewed for impairment annually or more frequently if certain impairment indicators arise. An impairment loss is recognized in earnings if the carrying amount exceeds its estimated recoverable amount. The recoverable amount of each of the cash generating units has been determined using value in use. To determine value in use, the Company utilized five-year cash flow forecasts using the annual budget approved by the Board of Directors as a basis for such forecasts. Significant assumptions used in the cash flow forecasts include gross margin percentages, terminal value growth rates and after-tax discount rates.

#### Why the matter is a key audit matter

We identified the evaluation of the goodwill impairment analysis to be a key audit matter. The matter represented an area of focus given the magnitude of goodwill and the sensitivity of the recoverable amount to changes in certain significant assumptions. Significant auditor judgment was required in evaluating the results of our audit procedures. Further, valuation professionals with specialized skills and knowledge were needed to evaluate the discount rates.

#### How the matter was addressed in the audit

The primary procedures we performed to address this key audit matter included the following:

- We compared the Entity's estimated gross margin percentages and terminal value growth rates to historical gross margin percentages and terminal value growth rates to assess the reasonableness of these assumptions.
- We involved our valuations professionals with specialized skills and knowledge, who assisted in evaluating the discount rate assumptions used in the estimated recoverable amounts, by comparing them against a range of discount rates that were independently developed using publicly available market data for comparable entities.

#### Other Information

Management is responsible for the other information. Other information comprises:

- the information included in Management's Discussion and Analysis filed with the relevant Canadian Securities Commissions.
- The information, other than the financial statements and the auditor's report thereon, including in a document entitled "Annual Report".

Our opinion on the financial statements does not cover the other information and we do not and will 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



# крмд

Doman Building Materials Ltd.

financial statements or our knowledge obtained in the audit and remain alert for indications that the other information appears to be materially misstated.

We obtained the information included in Management's Discussion and Analysis and the Annual Report filed with the relevant Canadian Securities Commissions as at the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in the auditor's report.

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 (IFRS), 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 Entity'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 Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity'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 the 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.



# крмд

#### Doman Building Materials Ltd.

- 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 Entity'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 Entity'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 Entity 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.
- 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.
- Provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.
- Determine, from the matters communicated with those charged with governance, those matters that were of most significance in the audit of the 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 auditor's report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

KPMG LLP

**Chartered Professional Accountants** 

The engagement partner on the audit resulting in this auditor's report is Andrew James. Vancouver, Canada March 9, 2023



Consolidated Statements of Financial Position as at December 31 The accompanying notes are an integral part of these consolidated financial statements.

		2022	2021
(in thousands of Canadian dollars)	Notes	\$	\$
Assets			
Current assets			
Cash	_	1,400	2,333
Trade and other receivables	8	156,140	213,132
Income taxes receivable	21	8,180	2,036
Inventories	9	374,182	405,667
Prepaid expenses and deposits		14,306	13,181
		554,208	636,349
Non-current assets	4.0		454,000
Property, plant and equipment	10	139,741	151,808
Right-of-use assets	11	144,967	151,954
Timber	12	47,797	47,697
Deferred income tax assets	21	2,796	3,390
Intangible assets	13	151,893	162,538
Goodwill	14	401,802	382,370
Other assets		1,989	2,057
		890,985	901,814
Total assets		1,445,193	1,538,163
Liabilities			
Current liabilities			
Cheques issued in excess of funds on deposit		5,636	3,034
Trade and other payables		137,807	156,696
Performance bond obligations	15	10,584	11,233
Dividends payable	18	12,179	12,137
Income taxes payable	21	90	10,823
Current portion of loans and borrowings	16	62,131	3,681
Current portion of lease liabilities	11	21,180	20,041
		249,607	217,645
Non-current liabilities			
Loans and borrowings	16	473,562	665,332
Lease liabilities	11	133,016	138,582
Reforestation and environmental		2,105	3,389
Deferred income tax liabilities	21	15,846	11,723
Retirement benefit obligations	17	2,569	3,783
		627,098	822,809
Total liabilities		876,705	1,040,454
Equity			
Common shares	18	584,956	583,086
Contributed surplus		11,048	11,317
Foreign currency translation		48,803	10,747
Deficit		(76,319)	(107,441)
		568,488	497,709
Total liabilities and equity		1,445,193	1,538,163
Commitments and contingencies	11.30		

#### Commitments and contingencies

11,30

Approved by the Board of Directors

(signed) "Amar S. Doman" Director



Consolidated Statements of Earnings and Comprehensive Earnings for the years ended December 31 The accompanying notes are an integral part of these consolidated financial statements.

(in thousands of Canadian dollars,		2022	2021
except per share amounts)	Notes	\$	\$
Revenue	26,27	3,039,017	2,543,674
Cost of sales	19	2,630,222	2,152,675
Gross margin from operations		408,795	390,999
Expenses			
Distribution, selling and administration	20	205,696	164,065
Depreciation and amortization	10,11,13	66,877	55,063
·		272,573	219,128
Operating earnings		136,222	171,871
Finance costs	22	37,574	27,138
Acquisition costs		-	4,893
Other (income) loss		(69)	1,376
Earnings before income taxes		98,717	138,464
Provision for income taxes	21	19,977	31,955
Net earnings		78,740	106,509
Other comprehensive income			
Exchange differences on translation of foreign operations <sup>(1)</sup>		38,056	10,481
Actuarial gain from pension and other benefit plans <sup>(2)</sup>	17,21	992	1,921
Comprehensive earnings		117,788	118,911
Net earnings per share			
Basic and diluted		0.91	1.27
Weighted average number of shares			
Basic		86,885,617	83,554,517
Diluted		86,885,617	83,611,759

1. Item that may be reclassified to earnings in subsequent periods.

2. Item will not be reclassified to earnings.



Consolidated Statements of Changes in Equity for the years ended December 31 The accompanying notes are an integral part of these consolidated financial statements.

	Commo	on shares	Contributed	Foreign currency translation	Deficit	Total
(in thousands of Canadian dollars	Commo	on shares	surplus	translation	Dencit	TOLAT
except share amounts)	#	\$	\$	\$	\$	\$
As at January 1, 2021	77,935,719	499,597	11,150	266	(170,430)	340,583
Shares issued pursuant to (Note 18):						
Public offering of common shares	8,625,000	86,250	-	-	-	86,250
Restricted Equity Common Share Plan	11,496	90	(90)	-	-	-
Employee Common Share Purchase Plan Transaction costs on issue of shares,	121,943	829	-	-	-	829
net of deferred income tax Share-based compensation charged to	-	(3,680)	-	-	-	(3,680)
operations	-	_	229	-	_	229
Accrued dividends on unvested restricted shares	_	_	28	_	(28)	-
Dividends	-	-	-	-	(45,413)	(45,413)
Comprehensive earnings for the year	-	-	-	10,481	108,430	118,911
As at December 31, 2021	86,694,158	583,086	11,317	10,747	(107,441)	497,709
Shares issued pursuant to (Note 18):						
Restricted Equity Common Share Plan	74,694	536	(536)	-	-	-
Employee Common Share Purchase Plan Transaction costs on issue of shares.	222,808	1,346	-	-	-	1,346
net of deferred income tax	-	(12)	-	-	-	(12)
Share-based compensation charged to			322			322
operations Reversal of accrued dividends on unvested	-	-	322	-	-	322
restricted shares	-	_	(55)	_	55	_
Dividends	-	-	(00)	-	(48,665)	(48,665)
Comprehensive earnings for the year	-	-	-	38,056	79,732	(40,000)
As at December 31, 2022	86,991,660	584,956	11,048	48,803	(76,319)	568,488



Consolidated Statements of Cash Flows for the years ended December 31 The accompanying notes are an integral part of these consolidated financial statements.

		2022	2021
(in thousands of Canadian dollars)	Notes	\$	\$
Operating activities			
Net earnings		78,740	106,509
Items not affecting cash			
Provision for income taxes	21	19,977	31,955
Depreciation and amortization	10,11,13	66,877	55,063
Other		(1,687)	(104)
Income taxes paid		(32,991)	(38,100
Interest paid on loans and borrowings		(29,573)	(18,647
Finance costs	22	37,574	27,138
Cash flows from operating activities before changes in non-cash working			
capital		138,917	163,814
Changes in non-cash working capital	25	83,287	(114,521)
Net cash flows provided by operating activities		222,204	49,293
Financing activities			
Shares issued, net of transaction costs	18	1,334	82,031
Dividends paid	18	(48,623)	(42,628)
Payments of lease liabilities, including interest	11	(24,769)	(23,601)
(Repurchase) issuance of unsecured notes	16	(431)	325,000
Net (repayments) advances on loans and borrowings		( )	,
(excluding unsecured notes)		(152,291)	122,156
Financing costs on loans and borrowings			(8,479)
Net cash flows (used in) provided by financing activities		(224,780)	454,479
Investing activities			
Purchase of property, plant and equipment	10	(6,792)	(6,865)
Proceeds from disposition of property, plant and equipment	10	2,301	1,901
Business acquisitions	7	_,	(498,326)
	,		(100,020)
Net cash flows used in investing activities		(4,491)	(503,290)
Net (decrease) increase in cash and cash equivalents		(7,067)	482
Foreign exchange difference		3,532	3,749
Cash and cash equivalents - beginning of year		(701)	(4,932)
Cash and cash equivalents - end of year		(4,236)	(701)



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

### 1. NATURE OF OPERATIONS

Doman Building Materials Group Ltd. (the "Company") (formerly, "CanWel Building Materials Group Ltd.") was incorporated in 2009 under the Business Corporations Act (British Columbia). On May 11, 2010, the Company was continued under the laws of Canada pursuant to section 187 of the Canada Business Corporations Act. The Company has limited liability, with its shares publicly listed on the Toronto Stock Exchange ("TSX"). The Company's head office is located at Suite 1600 – 1100 Melville Street, Vancouver, British Columbia. The Company's operations commenced in 1989.

The Company operates through its wholly owned subsidiaries, distributing various building materials, as well as producing and treating lumber, and providing other value-add services across Canada and in the United States ("US").

### 2. BASIS OF PRESENTATION

#### a) Statement of compliance

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"), and were authorized for issuance on March 9, 2023 by the Board of Directors of the Company.

#### b) Functional and presentation currency

These consolidated financial statements are presented in Canadian dollars, which is the Company's functional currency. All financial information presented in Canadian dollars has been rounded to the nearest thousand, except per share amounts.

#### c) Basis of measurement

These consolidated financial statements have been prepared under the historical cost convention, except for the following items in the Consolidated Statements of Financial Position:

- (i) Standing timber on privately held forest land is characterized as a biological asset and is measured at fair value less costs to sell;
- (ii) Derivative financial instruments are measured at fair value; and
- (iii) Employee benefit plan assets and liabilities are recognized as the net of the fair value of the plan assets and the present value of the defined benefit obligations on a plan by plan basis.

#### d) Principles of consolidation

The consolidated financial statements of the Company include the financial statements of the Company 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. All intercompany transactions and balances have been eliminated.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

#### a) 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's 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 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.

The Company has an option to apply a "concentration test" that permits a simplified assessment of whether an acquired set of activities and assets is not a business. The optional concentration test is met if substantially all of the fair value of the gross assets acquired is concentrated in a single identifiable asset or group of similar identifiable assets.

Acquisition costs associated with business combination activities are expensed in the period incurred.

#### b) Foreign currency translation

Foreign currency transactions are translated into the functional currency using the spot rate prevailing at the date the transaction first qualifies for recognition. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rate at the reporting date. Foreign exchange gains and losses are recognized in net earnings.

For each foreign operation, the Company determines the functional currency, and items included in the financial statements of each entity are measured using that functional currency. The Company's foreign operations are primarily in the US, and have the US dollar as the functional currency.

On consolidation, the assets and liabilities of foreign operations are translated into Canadian dollars using the rate of exchange in effect at the reporting date, and their statements of earnings and comprehensive earnings are translated using exchange rates in effect at the dates of the transactions. The exchange differences arising on translation for consolidation are recognized in other comprehensive income ("OCI"). On disposal of a foreign operation, the component of OCI relating to that particular foreign operation is recognized in net earnings.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

### c) Hedge of net investment in foreign operations

Financial liabilities denominated in foreign currencies are from time to time designated as a hedge of the Company's net investments in foreign operations.

Foreign currency differences arising on the revaluation of a financial liability designated as a hedge of a net investment in a foreign operation are recognized in OCI to the extent that the hedge is effective, and presented in the Foreign currency translation in Equity. To the extent that the hedge is ineffective, such differences are recognized in net earnings.

When the Company terminates the designation of the hedging relationship and discontinues its use of hedge accounting, any accumulated unrealized foreign exchange differences remaining in the Foreign currency translation and subsequent unrealized foreign exchange differences are recorded in net earnings. When the hedged net investment is disposed of, the relevant amount in the Foreign currency translation is reclassified to net earnings.

## d) Property, plant and equipment

Property, plant and equipment ("PPE") are stated at cost less accumulated depreciation and accumulated impairment losses. The cost of an item of PPE consists of the purchase price, any costs directly attributable to bringing the asset to the location and condition necessary for its intended use and an initial estimate of the costs of dismantling and removing the item and restoring the site on which it is located. Repairs and maintenance costs are expensed as incurred.

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Buildings	3%
Leasehold improvements	based on lease term
Machinery and equipment	10% to 33%
Automotive equipment	30%
Computer equipment and systems development	20% to 33%

Depreciation begins when an asset is placed in use. Land is not depreciated.

An item of PPE is derecognized upon disposal when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on disposal of the asset, determined as the difference between the net disposal proceeds and the carrying amount of the asset, is recognized in net earnings.

The Company conducts an annual assessment of the residual balances, useful lives, depreciation methods being used for PPE and impairment losses (as applicable), and any changes arising from the assessment are applied by the Company prospectively.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## e) Timber

Standing timber on privately held forest land that is managed for timber production is characterized as a biological asset. At each reporting date, the biological asset is valued at its fair value less costs to sell with any change therein, including the impact of growth and harvest, recognized in cost of sales for the period. Costs to sell include all estimated costs that would be necessary to sell the assets. The valuation model is prepared with reference to independent third-party valuators and recent comparatives of standing timber sales, costs of sustainable forest management, timber pricing, harvest volume and timing assumptions, and the resulting net present value of future cash flows for standing timber. 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 the risks specific to the asset group. Harvested timber is transferred to inventory at its fair value less costs to sell at the date the timber is harvested.

Land under the standing timber is measured at cost and included in PPE.

## f) Leases

### (i) Lessees

At inception of a contract, an assessment is made as to whether a contract is, or contains a lease. A contract is, or contains a lease if the contract offers the right to control the use of a specific asset, for a period of time, in exchange for consideration. To determine whether a contract conveys the right to control the use of an identified asset, the following criteria are considered:

- The contract involves the use of an identified asset that is physically distinct or represents substantially all of the capacity of a physically distinct asset. No asset is identified if the supplier of the asset has substantive substitution rights;
- Whether the Company has the right to obtain substantially all of the economic benefits from the asset throughout the agreement term; and
- Whether the Company has the right to direct the use of the asset and change how and for what purpose the asset is used.

A right-of-use asset and a corresponding lease liability are recognized at the date a leased asset is available for use by the Company. Assets and liabilities arising from the lease determination are initially measured on a present value basis of the following payments:

- Fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- Amounts expected to be payable by the lessee under any residual value guarantees;
- The exercise of a purchase option if the lessee is reasonably certain to exercise that option;
- Restoration costs; and
- Payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

The lease payments are discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Company's incremental borrowing rate is used to calculate present value. The Company's borrowing rate is the rate that the Company (the lessee) would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions. Generally, the Company uses its incremental borrowing rate as the starting point in determining the discount rate, and makes adjustments based on the lease term, if required.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

The lease term determined by the Company is comprised of the non-cancellable period of the lease contract, as well as options to terminate or extend the lease term if the exercise of either option is reasonably certain.

Right-of-use assets are subsequently measured at cost less depreciation on a straight-line basis and reduced to reflect impairment losses (if any) and adjusted for any remeasurement of the lease liability. After the lease commencement date, lease liabilities are measured at amortized cost using the effective interest method, which increases the liability amount to reflect interest on the lease liability, reduces the liability carrying amount to reflect lease payments made and also reflects any remeasurement or lease modifications. If a remeasurement to the lease liability is deemed necessary, a corresponding adjustment is also 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. Right-of-use assets are depreciated over the shorter period of lease term and useful life of the underlying asset.

Payments related to short-term leases and leases of low-value assets are recognized on a straight-line basis as an expense in profit or loss over the respective lease terms. Short-term leases are leases with a lease term of 12 months or less. Low value assets are comprised of items such as computers, cellular phones and miscellaneous office support related items.

Some distribution and treatment plant facilities leases contain extension options exercisable by the Company. Where practicable, the Company seeks to include extension options in new leases to provide operational flexibility. The extension options held are exercisable only by the Company and not the lessors. The Company assesses at lease commencement whether it is reasonably certain to exercise the extension options. The Company reassesses whether it is reasonably certain to exercise the options if there is a significant event or significant change in circumstances within its control.

#### (ii) Lessors

At lease inception, the Company determines whether each lease is a finance lease or an operating lease. To classify each lease, an assessment is made as to whether the lease transfers substantially all of the risks and rewards incidental to ownership of the underlying asset, including an assessment of whether the lease term covers the majority of the asset's useful life. If it is determined that substantially all of the risks and rewards of ownership have been transferred, the lease is accounted for as a finance lease; otherwise it is accounted for as an operating lease.

Such leases do not represent a significant source of revenue for the Company.

## g) Intangible assets

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 comprise of brand recognition and customer relationships, which are amortized on a straight-line basis over 10 years. Amortization rates are reviewed annually to ensure they are aligned with estimates of remaining economic useful lives of the associated intangible assets.



## h) Pension and other post-employment benefits

For defined benefit pension plans and other post-retirement benefits, the net periodic pension expense is actuarially determined on an annual basis by independent actuaries using the projected unit credit method. The determination of benefit expense requires assumptions such as the discount rate to measure obligations, the projected age of employees upon retirement, the expected rate of future compensation, and the expected health care cost trend rate. For the purpose of calculating the expected return on plan assets, the assets are valued at fair value. Actual results will differ from results that are estimated based on assumptions. All past service costs arising from plan amendments are recognized immediately in earnings when the plan amendment occurs or when related restructuring costs are recognized, if earlier.

The asset or liability recognized in the statement of financial position is the present value of the defined benefit obligation at the statement of financial position date less the fair value of plan assets, together with adjustments for asset ceiling impairment or additional liabilities due to onerous minimum funding requirement under International Financial Reporting Interpretations Committee ("IFRIC") 14, *The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction,* International Accounting Standard ("IAS") 19, *The Limit on a Defined Benefit Asset, Minimum Funding the estimated future cash outflows using interest rates of high-quality corporate bonds that are denominated in the currency in which the benefit obligation. The remeasurement of fair value of plan assets compared to expected values, together with remeasurement on plan obligations from assumption changes or experience adjustments are recognized immediately in OCI. For funded plans, surpluses are recognized only to the extent that the surplus is considered recoverable. Recoverability is primarily based on the extent to which the Company can unilaterally reduce future contributions to the plan.* 

Payments to defined contribution plans are expensed as incurred.

#### i) Share-based compensation

Certain employees (including directors and senior executives) of the Company may receive a portion of their remuneration in the form of share-based payment transactions, whereby employees render services as consideration for equity instruments ("equity-settled transactions").

The costs of equity-settled transactions with employees are measured by reference to the fair value at the date on which they are granted. The costs of equity-settled transactions are recognized, together with a corresponding increase in equity, over the period in which the performance and/or service conditions are fulfilled, ending on the date on which the relevant employees become fully entitled to the shares ("the vesting date"). The cumulative expense is recognized for equity-settled transactions at each reporting date until the vesting date and reflects the Company's best estimate, at such time, of the number of equity instruments that will ultimately vest. The profit or loss charge or credit for the period and is recognized in net earnings as share-based compensation and the corresponding amount is recognized in contributed surplus.

No expense is recognized for awards that do not ultimately vest, except for awards where vesting is conditional upon a market condition, which are treated as vesting irrespective of whether or not the market condition is satisfied provided that all other performance and/or service conditions are satisfied.

Where the terms of an equity-settled award are modified, the minimum expense recognized is the expense as if the terms had not been modified. An additional expense is recognized for any modification that increases the total fair value of the share-based payment arrangement, or is otherwise beneficial to the employee as measured at the date of modification.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

## j) Financing costs

The Company's borrowings are recorded net of financing costs, which are deferred at inception and subsequently amortized over the term of the debt. Interest expense is calculated using the effective interest rate method.

## k) Inventories

Inventories are stated at the lower of cost and net realizable value ("NRV"). Cost is determined using the weighted average cost method, net of vendor rebates, and includes materials, freight and, where applicable, treatment and processing costs, chemicals, direct labour and overhead. NRV is the estimated selling price in the ordinary course of business less the estimated costs of completion and estimated costs necessary to make the sale.

The cost of timber transferred from standing timber to inventory is its fair value less costs to sell at the date of harvest.

## I) Performance bonds

Certain subsidiaries of the Company issue bonds to guarantee performance and payment by certain contractors to whom the Company may supply materials. The bonds require cash to be periodically remitted to the Company from project owners or their lenders, upon satisfaction that the bonded contractor has met certain conditions of the related construction contract. The funds are disbursed to the project's contractor subject to the Company's satisfaction as to the progression and completion of the contracted work. Proceeds received by the Company in excess of funds disbursed are recorded in liabilities until such time as the related project is completed.

## m) Income tax

Income tax expense is comprised of current and deferred tax. Income tax expense is recognized in net earnings for the year. Deferred tax relating to items recognized outside of net earnings is recognized in correlation to the underlying transaction, either in OCI or directly in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognized using the asset and liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognized for the temporary differences from the initial recognition of goodwill.

Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

At each reporting period, temporary differences are evaluated. A deferred tax asset is recognized to the extent that it is probable that future taxable income will be available against which the temporary difference can be utilized. The recognized deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

#### n) Earnings per share

Basic earnings per share are computed by dividing the net earnings for the year by the weighted average number of common shares outstanding during the year. Diluted earnings per share reflects the potential dilution of common share equivalents, such as outstanding share options and restricted equity common shares, in the weighted average number of common shares outstanding during the year, if dilutive. The "treasury stock method" is used for the assumed proceeds upon the exercise of the options that are used to purchase common shares at the average market price during the year.

#### o) Financial instruments

### (i) Non-derivative financial instruments

The Company's non-derivative financial instruments are comprised of trade and other receivables, cheques issued in excess of funds on deposit, trade and other payables, performance bonds, dividends payable, senior unsecured notes, revolving loan facility, non-revolving term loan, promissory notes and finance lease liabilities.

Financial instruments are initially recognized at fair value plus, for instruments not measured at fair value on an ongoing basis, any directly attributable transaction costs. Subsequent to the initial recognition, financial instruments are measured at fair value or amortized cost. The Company has classified or designated its financial instruments as follows:

- Trade and other receivables are subsequently measured at amortized cost.
- Cheques issued in excess of funds on deposit, trade and other payables, performance bonds, dividends payable, senior unsecured notes, revolving loan facility, non-revolving term loan, promissory notes and finance lease liabilities are subsequently measured at amortized cost.

#### (ii) Derivative financial instruments

The Company at times uses derivative financial instruments for economic hedging purposes in managing lumber price risk and foreign exchange risk through the use of futures contracts and options. These derivative financial instruments are designated as fair value through profit and loss with changes in fair value being recorded in net earnings.

#### p) Fair value measurement

The Company measures derivative financial instruments at fair value at each statement of financial position date. Also, fair values of financial instruments measured at amortized cost are disclosed in Note 24.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- (i) In the principal market for the asset or liability; or
- (ii) In the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible by the Company. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

## q) Equity

Share capital represents the amount received for shares issued. When shares are issued on a business acquisition, the amount recognized is the fair value at the acquisition date.

Contributed surplus includes the compensation cost relating to the Company's share-based payment transactions. It also includes the difference between the cost of repurchased shares and the average book value.

Dividends on common shares attributable to shareholders are presented in current liabilities when approved prior to the reporting date.

### r) Revenue recognition

The Company recognizes revenue from the sale of building products from its network of distribution centers across Canada and the US. The Company owns wood treatment and processing facilities that produce specialty products for sale through its distribution network that also generate revenue through the provision of these services to external customers. Provisions of services from the Company's facilities to external customers are presented as services in the sales category.

Revenue from the sale of products and services is recognized, net of discounts and customer rebates, at the point in time the transfer of control of the related products has taken place (based on shipping or delivery terms as specified in the sales contract), and collectability is reasonably assured. Transfer of control typically occurs when goods are collected from the Company's facilities by the carrier.

#### s) Provisions

Provisions are recognized when the Company has a present obligation (legal or constructive) that has arisen as a result of a past event and it is probable that a future outflow of resources will be required to settle the obligation, provided that a reliable estimate can be made of the amount of the obligation.

A provision for an onerous contract is recognized when the economic benefits to be received under the contract are less than the unavoidable costs of meeting the obligations under the contract. The provision is measured at the present value of the lower of the expected cost of terminating or performing the contract. Before establishing a provision, the Company recognizes any impairment loss that has occurred on the assets dedicated to that contract.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risk specific to the obligation. The increase in the provision due to passage of time is recognized as finance costs.

Provisions are reviewed at the end of each reporting period and are adjusted to reflect the best estimates at that date.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

### t) Impairment

#### (i) Financial assets

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. Regardless of whether credit risk has increased significantly, the loss allowance for trade receivables without a significant financing component classified at amortized cost, are measured using the lifetime expected credit loss approach. The Company recognizes in earnings, 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.

In relation to trade receivables, a provision for impairment is made when there is objective evidence (such as the probability of insolvency or significant financial difficulties of the debtor) that the Company will not be able to collect all of the amounts due under the original terms of the invoice.

#### (ii) Non-financial assets

The carrying amounts of the Company's PPE and intangible assets that have a finite life are reviewed at each reporting date to determine whether there is any indication of impairment. Goodwill is reviewed for impairment annually or more frequently if certain impairment indicators arise. The Company's annual impairment testing date for goodwill is December 31.

If any such indication exists or when annual impairment testing for an asset is required, then the asset's recoverable amount is estimated. The recoverable amount of an asset or cash-generating unit (the lowest level of identifiable cash inflows) is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using an after-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset group or cash-generating unit. In determining fair value less costs to sell, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples or other available fair value indicators.

An impairment loss is recognized if the carrying amount of an asset or its cash-generating unit exceeds its estimated recoverable amount. Impairment losses are recognized in net earnings for the year.

An impairment loss in respect of goodwill is not reversed. In respect of other assets, impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

### u) Related party transactions

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence. Related parties may be individuals or corporate entities. A transaction is considered to be a related party transaction when there is a transfer of resources or obligations between related parties.

## v) Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision maker, who is responsible for allocating resources and assessing performance of operations, has been identified as the Chief Executive Officer.

The Company operates as a wholesale distributor of building materials and home renovation products, including value-added services such as lumber pressure treating.

Based on products offered, production processes involved, and how financial information is produced internally for the purposes of making operating decisions, the Company operates as one reportable segment, with the remaining smaller operations categorized as Other.

## 4. SIGNIFICANT ACCOUNTING JUDGMENTS AND ESTIMATES

The preparation of these financial statements requires management to make judgments and estimates and form assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenue and expenses during the reporting period. On an ongoing basis, management evaluates its judgments and estimates in relation to assets, liabilities, revenue and expenses. Management uses historical experience and various other factors it believes to be reasonable under the given circumstances as the basis for its judgments and estimates. Actual outcomes may differ from these estimates under different assumptions and conditions. Significant areas requiring estimates are goodwill and related impairment testing, valuation of timber, inventory valuation and obsolescence, deferred tax assets and liabilities valuation, assessing whether an arrangement contains a lease, determining the lease term, and determining the discount rate to value the lease.

## a) Business combinations and 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, which requires making assumptions and estimates about future events. The assumptions and estimates with respect to determining the fair value of the acquired intangible assets and property, plant and equipment generally require the most judgment. Changes in any of these assumptions or estimates used in determining the fair values of these acquired at the date of the business combination.

Any goodwill resulting from a business combination 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, 2022 relates to the Company's acquisitions of various businesses. 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 is compared to its carrying value and excess of carrying value is recognized as an impairment loss (Note 14).



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## b) Timber

At each reporting date, timber is valued at fair value less costs to sell with any change therein, including the impact of growth and harvest, recognized in net earnings for the year. Significant judgment is used in determining the fair value with reference to independent third-party valuators and recent comparatives of standing timber sales, costs of sustainable forest management, timber pricing, harvest volume and timing assumptions, the discount rate used, and the resulting net present value of future cash flows for standing timber.

### c) Inventory valuation

Under IFRS, inventories must be recognized at the lower of cost or their NRV, which is the estimated selling price in the ordinary course of business, less the estimated costs of completion and estimated costs necessary to make the sale. IFRS requires that the estimated NRV be based on the most reliable evidence available at the time the estimates are made of the amounts that inventories are expected to realize. The measurement of an inventory write-down to NRV is based on the Company's best estimate of the NRV and expected future sale or consumption of inventories. Due to the economic environment and continued volatility in the home-building market, there is uncertainty as to whether the NRV of the inventories will remain consistent with those used in our assessment of NRV at period end. As a result, there is the risk that a write-down of on-hand and unconsumed inventories could occur in future periods. Also, a certain portion of inventory may become damaged or obsolete. A slow-moving reserve is recorded, as required, based on an analysis of the length of time product has been in inventory and historical rates of damage and obsolescence (Note 19).

Inventory includes harvested timber, the cost of which is based on its fair value less costs to sell, and forms a component of the carrying value of timber inventory. Harvested timber is subsequently processed into logs and carried at the lower of cost or NRV. Significant judgment is used in determining the fair value of timber with reference to independent third-party valuators and recent comparatives of standing timber sales.

## d) Income taxes

At each statement of financial position date, a deferred income tax asset may be recognized for all deductible temporary differences, unused tax losses and income tax reductions, to the extent that their realization is probable. The determination of this requires significant judgment. This evaluation includes review of the ability to carryback operating losses to offset taxes paid in prior years; the carryforward periods of the losses; and an assessment of the excess of fair value over the tax basis of the Company's net assets. If based on this review it is not probable such assets will be realized, then no deferred income tax asset is recognized (Note 21).

## e) Leases

When assessing the lease agreement, certain estimates and assumptions need to be made and applied, which include, but are not limited to, the determination of the expected lease term and minimum lease payments, the assessment of the likelihood of exercising options and estimation of the fair value of the lease property (Note 11).



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

## 5. CHANGES IN ACCOUNTING STANDARDS

Effective January 1, 2022, the Company adopted amendments to IAS 37, *Provisions, contingent liabilities and contingent assets* ("IAS 37").

Amendments to IAS 37 specify which costs should be included in determining the cost of fulfilling a contract for the purpose of assessing whether the contract is onerous. The amendments apply to contracts existing at the date when the amendments are first applied. At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other components of equity, as appropriate. The comparative figures are not restated.

The adoption of IAS 37 did not have an impact on these consolidated financial statements.

## 6. ACCOUNTING STANDARDS ISSUED BUT NOT YET ADOPTED

The following is an overview of accounting standard changes the Company will be required to adopt in future years.

## IAS 1, Presentation of financial statements

On January 23, 2020, the International Accounting Standards Board ("IASB") issued *Classification of Liabilities as Current or Non-current (Amendments to IAS 1)*, providing a more general approach to the classification of liabilities under IAS 1 based on the contractual arrangements in place at the reporting date. The amendments were originally effective for annual reporting periods beginning on or after January 1, 2022, however, their effective date was delayed to January 1, 2023. The Company does not expect the impact of these amendments on its consolidated financial statements to be material.

## IAS 8, Accounting policies, changes in accounting estimates and errors

In February 2021, the IASB issued *Definition of Accounting Estimates*, which amends IAS 8. The amendments introduce a new definition for accounting estimates, clarifying that they are monetary amounts in the financial statements that are subject to measurement uncertainty. The amendments also clarify the relationship between accounting policies and accounting estimates by specifying that a company develops an accounting estimate to achieve the objective set out by an accounting policy. The amendments are effective for annual periods beginning on or after January 1, 2023 with earlier adoption permitted. The Company does not expect the impact of these amendments on its consolidated financial statements to be material.

## 7. BUSINESS ACQUISITIONS

## Hixson Acquisition

On June 4, 2021, the Company completed the acquisition of the business and certain assets of the Hixson Lumber Sales group of companies ("Hixson") (the "Hixson Acquisition"), a leading wholesaler and manufacturer of lumber and treated lumber, operating in the Central United States.

Total purchase consideration comprised of US\$408,000, on a cash-free and debt-free basis. The foreign exchange rate used to translate the purchase price consideration and fair values of assets acquired was based on the exchange rate as at the date of the Hixson Acquisition.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

The Company engaged an independent valuations expert to assist with the determination of estimated fair value for acquired property, plant and equipment. The valuation model used consisted of a market comparison technique and cost technique which considers market prices for similar assets when they are available, and depreciated replacement cost when they are not. Depreciated replacement cost reflects adjustments for physical deterioration as well as functional and economic obsolescence. The key assumptions used in the estimation of depreciated replacement cost are the asset's estimated replacement cost at the time of acquisition and estimated remaining useful life.

The Company applied the multi-period excess earnings method in determining the fair value of the customer list intangible asset recognized on acquisition. The multi-period excess earnings method considers the present value of incremental after-tax cash flows expected to be generated by the customer relationships after deducting contributory asset charges. The key assumptions used in applying this valuation technique include: the forecasted revenues relating to Hixson's existing customers at the time of acquisition; the forecasted attrition rates relating to these customers; forecasted operating margins; and the discount rate.

Details of the fair value of the consideration transferred and the fair value of the identifiable assets at the date of the above noted acquisition were as follows (in thousands of Canadian dollars):

	June 4, 2021 \$
Fair value of purchase consideration	
Cash consideration	493,802
Fair value of assets acquired	
Inventory	85,083
Property, plant and equipment	85,385
Intangible assets (customer lists)	127,928
Intangible assets (brand)	3,683
Right-of-use assets	283
Total identifiable net assets at fair value	302,362
Goodwill arising on acquisition	191,440
Assets acquired	493,802

Goodwill recognized is primarily attributed to expected synergies arising from the Hixson Acquisition and the expertise and reputation of the assembled management and workforce. Goodwill is expected to be deductible for US income tax purposes.

During the comparative prior year, from the date of the Hixson Acquisition on June 4, 2021 and up to December 31, 2021, the acquired business contributed \$540,079 of revenue and \$8,245 of net earnings to the Company's consolidated results. If the Hixson Acquisition had taken place at the beginning of 2021, consolidated revenue for the year ended December 31, 2021 would have been approximately \$3,185,000 and net earnings of the Company would have been approximately \$145,000.

Directly attributable acquisition-related costs of \$4,548 were expensed in the Consolidated Statement of Earnings for the year ended December 31, 2021.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

### L.A. Lumber Acquisition

On June 22, 2021, the Company completed the acquisition of certain assets of Fontana Wood Preserving, Inc. and Fontana Wholesale Lumber, Inc. (through the Company's wholly owned subsidiary, and now doing business as, L.A. Lumber Treating, Ltd. "L.A. Lumber") (the "L.A. Lumber Acquisition").

The foreign exchange rate used to translate the purchase price consideration and fair values of assets acquired and liabilities assumed was based on the exchange rate as at the date of the acquisition.

The purchase price was allocated to inventory, property, plant and equipment, right-of-use assets and lease liabilities, and goodwill, which was primarily attributable to the expected synergies arising from the L.A. Lumber Acquisition and the expertise and reputation of the assembled management and workforce. Goodwill is expected to be deductible for US income tax purposes.

The purchase price and the impact on net earnings and revenue related to the L.A. Lumber Acquisition was not material to the Company.

## 8. TRADE AND OTHER RECEIVABLES

The Company's trade and other receivables arise primarily from sales of lumber and building materials to customers. These are summarized as follows:

	2022 \$	2021 \$
Trade receivables	152,092	202,825
Allowance for doubtful accounts	(2,048)	(991)
Net trade receivables	150,044	201,834
Other receivables	6,096	11,298
Total trade and other receivables	156,140	213,132

The aging analysis of trade and other receivables was as follows:

	2022 \$	2021 \$
Neither past due nor impaired	135,811	202,593
Past due but not impaired:		
Less than 1 month	13,633	5,134
1 to 3 months	2,806	4,940
3 to 6 months	3,890	465
Total trade and other receivables	156,140	213,132



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

Activity in the Company's provision for doubtful accounts was as follows:

	2022 \$	2021 \$
Balance at January 1	991	562
Accruals during the year	1,090	572
Accounts written off	(129)	(146)
Foreign exchange difference	<b>9</b> 6	<u>`</u> 3́
Balance at December 31	2,048	991

## 9. INVENTORIES

	2022 \$	2021 \$
Inventories held for resale	321,575	335,131
Inventories held for processing	52,607	70,536
	374,182	405,667

The expenses related to the sale of inventories were recorded in cost of sales, as described in Note 19.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

## **10. PROPERTY, PLANT AND EQUIPMENT**

	Land	Buildings, leasehold improvements and roads	Machinery, automotive and other equipment	Computer equipment and systems development	Total
	\$	\$	\$	\$	\$
Cost					
Cost at January 1, 2021	31,238	23,963	83,072	5,681	143,954
Additions	51,250	1,970	4,018	877	6,865
Additions arising on acquisitions (Note 7)	4,935	11,342	70,838	-	87,115
Disposals	(103)	(625)	(9,291)	(491)	(10,510)
Foreign exchange difference	235	539	3,239	(101)	4,013
	200	000	0,200		4,010
Cost at December 31, 2021	36,305	37,189	151,876	6,067	231,437
Additions	-	1,329	3,346	2,117	6,792
Disposals	-	(178)	(7,808)	(146)	(8,132)
Foreign exchange difference	353	1,090	7,048	<b>)</b> 91	8,582
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Cost at December 31, 2022	36,658	39,430	154,462	8,129	238,679
Accumulated depreciation Accumulated depreciation at January 1, 2021	-	7,794	57,412	5,062	70,268
Depreciation	-	3,450	15,184	283	18,917
Disposals Foreign exchange difference	-	(618) 4	(8,543) 89	(489) 1	(9,650) 94
Foreign exchange difference	-	4	09	I	94
Accumulated depreciation at December 31, 2021		10,630	64,142	4,857	79,629
Depreciation	_	2,718	20,419	511	23,648
Disposals	_	(178)	(6,367)	(145)	(6,690)
Foreign exchange difference	-	152	2,167	32	2,351
¥			_,		_,
Accumulated depreciation at December 31, 2022	-	13,322	80,361	5,255	98,938
Net book value at					
December 31, 2021	36,305	26,559	87,734	1,210	151,808
Net book value at	20.050	00.400	74.404	0.074	400 744
December 31, 2022	36,658	26,108	74,101	2,874	139,741



## 11. RIGHT-OF-USE ASSETS AND LEASE LIABILITIES

The Company enters into various leases for the operation of its business, including distribution facilities, treatment plant facilities, computer equipment, light vehicles, forklifts and other equipment as required to operate efficiently.

## **Right-of-use assets**

	Facilities <sup>(1)</sup>	Machinery, automotive and other equipment <sup>(2)</sup>	Computer equipment	Total
	\$	\$	\$	\$
As at January 1, 2021	113,660	13,916	259	127,835
Additions	6,093	2,643	31	8,767
Additions arising on acquisitions (Note 7)	15,202	-	-	15,202
Modifications and remeasurements	21,715	89	-	21,804
Amortization	(16,889)	(4,806)	(145)	(21,840)
Disposals	-	(68)	-	(68)
Foreign exchange movements	299	(46)	1	254
Balance at December 31, 2021	140,080	11,728	146	151,954
Additions	-	4,602	418	5,020
Modifications and remeasurements	6,174	51	-	6,225
Amortization	(17,768)	(4,794)	(157)	(22,719)
Disposals	(762)	(280)	-	(1,042)
Foreign exchange movements	5,090	432	7	5,529
Balance at December 31, 2022	132,814	11,739	414	144,967

1. Includes agreements related to distribution, wood treatment, manufacturing and office facility leases.

2. Includes forklifts, light vehicles and other heavy equipment leases.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 *(in thousands of Canadian dollars)* 

#### Lease liabilities

	Facilities <sup>(1)</sup>	Machinery, automotive and other equipment <sup>(2)</sup>	Computer equipment	Total
	\$	\$	\$	\$
As at January 1, 2021	117,787	14,278	264	132,329
Additions	6,093	2,643	31	8,767
Additions arising on acquisitions (Note 7)	14,919	-	-	14,919
Modifications and remeasurements	21,715	89	-	21,804
Disposals	-	(128)	-	(128)
Finance costs	3,870	440	8	4,318
Lease payments	(18,311)	(5,134)	(156)	(23,601)
Foreign exchange movements	202	14	(1)	215
Balance at December 31, 2021	146,275	12,202	146	158,623
Additions	-	4,602	418	5,020
Modifications and remeasurements	6,174	51	-	6,225
Disposals	(776)	(282)	-	(1,058)
Finance costs	3,963	358	8	4,329
Lease payments	(19,648)	(4,954)	(167)	(24,769)
Foreign exchange movements	5,408	412	6	5,826
Balance at December 31, 2022 Less: current portion	141,396 (16,150)	12,389 (4,899)	411 (131)	154,196 (21,180)
	125,246	7,490	280	133,016

1. Includes agreements related to distribution, wood treatment, manufacturing and office facility leases.

2. Includes forklifts, light vehicles and other heavy equipment leases.

Right-of-use assets and corresponding lease liabilities entered into during the year have been recorded using the Company's incremental borrowing rate, ranging between 1.5% and 6.3%.

#### Lease commitments

Future undiscounted payments due under the terms of all agreements, including these leases, are as follows (including certain leases with related parties, as disclosed in Note 23):

ars ending December 31	5
2023	27,275
2024	24,322
2025	19,143
2026	14,499
2027	13,497
Thereafter	69,20



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## 12. TIMBER

	2022 \$	2021 \$
Balance at January 1	47.697	47,680
Reforestation provision on harvested land	389	584
Harvested timber transferred to inventory in the year	(1,680)	(2,353)
Change in fair value	Ì,391	1,786
Balance at December 31	47,797	47,697

The Company's private timberlands comprise an area of approximately 45,983 hectares ("ha") of land as at December 31, 2022 (2021 - 45,983 ha), with standing timber consisting of mixed-species softwood forests.

For the years ended December 31, 2022 and 2021, the fair value measurement for the Company's standing timber, as disclosed above, had been categorized as Level 3 fair value (as defined in Note 24).

The Company's valuation model consists of a discounted cash flow analysis, which considers the present value of the net cash flows expected to be generated by the private timberlands over a period of 20 years. The expected net cash flows were discounted using a risk-adjusted discount rate of 9.5% (2021 - 9.5%).



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## **13. INTANGIBLE ASSETS**

	Canadian operations	US	Value-added	
		• • • •	services	Total
Cost	\$	\$	\$	\$
Cost at January 1, 2021	10.000	53,100	9,989	73,089
Disposal	(10,000)		- 3,505	(10,000)
Additions arising on acquisitions (Note 7)	(10,000)	131,611	_	131,611
Foreign exchange difference	-	6,029	-	6,029
Cost at December 31, 2021	-	190,740	9,989	200,729
Foreign exchange difference	-	13,029		13,029
Cost at December 31, 2022	-	203,769	9,989	213,758
Accumulated amortization				
Accumulated amortization at January 1, 2021	10,000	21,518	2,315	33,833
Disposal	(10,000)	-	-	(10,000)
Amortization	-	13,182	1,124	14,306
Foreign exchange difference	-	52	-	52
Accumulated amortization at December 31, 2021	-	34,752	3,439	38,191
Amortization	-	19,506	1,004	20,510
Foreign exchange difference	-	3,164		3,164
Accumulated amortization at December 31, 2022	-	57,422	4,443	61,865
Net intangible assets at December 31, 2021	-	155,988	6,550	162,538
Net intangible assets at December 31, 2022		146,347	5,546	151,893

## 14. GOODWILL

	Canadian operations \$	US operations \$	Value-added services \$	Total \$
Balance at January 1, 2021	62,624	82,837	35,347	180,808
Additions arising on acquisitions (Note 7)	-	193,232	-	193,232
Foreign exchange difference	-	8,330	-	8,330
Balance at December 31, 2021	62,624	284,399	35,347	382,370
Foreign exchange difference	-	19,432	-	19,432
Balance at December 31, 2022	62,624	303,831	35,347	401,802



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

The Company performed its annual test for goodwill impairment as at December 31, 2022. The recoverable amount of each of the cash-generating units has been determined using a value-in-use model. The Company utilized five-year cash flow forecasts using the annual budget approved by the Board of Directors as a basis for such forecasts. Cash flow forecasts beyond that of the budget were prepared using a stable growth rate for future periods. These forecasts were based on historical data and future trends expected by the Company.

The Company's valuation model also takes into account working capital and capital investments required to maintain the condition of the assets.

Forecasted cash flows were discounted using after-tax rates of approximately 8% in all cash-generating units for the purpose of the annual impairment test. Other significant assumptions used in the estimation of the recoverable amounts included the terminal value growth rate of 2%, and gross margins ranging between 5% and 26%.

Based on the impairment tests, the fair value of each of the cash-generating units exceeded their carrying amounts. As a result, no provision for impairment of goodwill was recorded.

There is a material degree of uncertainty with respect to the estimates of the recoverable amounts of the cash-generating units' net assets given that these estimates involve making key assumptions about the future. In making such assumptions, management has given its best estimate of future economic and market conditions.

## **15. PERFORMANCE BOND OBLIGATIONS**

The Company assumes performance bond obligations related to certain construction projects. Proceeds temporarily received by the Company in excess of payments with respect to outstanding projects' performance bonds are outlined below.

	2022 \$	2021 \$
Funds received on bonding obligations <sup>(1)</sup>	72,116	73,619
Payments made on bonding obligations <sup>(1)</sup>	(61,885)	(62,799)
Receipts in excess of payments	10,231	10,820
rovision for loss on bonds	353	413
	10,584	11,233

1. Funds received and disbursed, from contract commencement to reporting date.

Activity in the Company's performance bond obligations was as follows:

	2022 \$	2021 \$
	•	¥
Balance at January 1	11,233	10,655
Net (payments) receipts on bonding obligations during the year	(1,276)	582
Change in provision for loss on bonds	(86)	46
Foreign exchange difference	713	(50)
Balance at December 31	10,584	11,233



Total gross bonding contracts on all outstanding projects at December 31, 2022 were \$95,889 (December 31, 2021 - \$115,433).

The Company manages risk associated with exposure to loss on these performance bond obligations through rigorous underwriting practices which include reviewing construction estimates, evaluating contractors' experience and financial condition, managing bond proceeds assigned to the Company, and obtaining security or personal guarantees from contracted parties for certain performance bond obligations.

## **16. LOANS AND BORROWINGS**

	2022	2021
	\$	\$
Total loans and borrowings		
Unsecured notes <sup>(1)</sup>	378,656	376,881
Revolving loan facility <sup>(1)</sup>	142,424	273,931
Non-revolving term loan <sup>(1)</sup>	14,613	17,187
Promissory notes	-	1,014
Total loans and borrowings	535,693	669,013
Current portion of loans and borrowings		
Unsecured notes	59,464	-
Non-revolving term loan	2,667	2,667
Promissory notes	-	1,014
Total current portion of loans and borrowings	62,131	3,681
Non-current portion of loans and borrowings	473,562	665,332

1. Amounts reflect financing costs net of amortization totaling \$7,119 as at December 31, 2022 and \$10,035 as at December 31, 2021.

The Company was not in breach of any of its covenants during the year ended December 31, 2022.

During the year ended December 31, 2022, certain drawings under the Revolving loan facility were designated as a hedge against the Company's investment in its US operations and an unrealized foreign exchange loss of \$18,075 was recognized in Foreign currency translation in OCI.

#### Private placement of senior unsecured notes

On May 10, 2021, the Company completed a private placement offering of senior unsecured notes (the "2026 Unsecured Notes") denominated in principal amounts of one thousand dollars, resulting in gross proceeds of \$325,000. The offering was underwritten by a syndicate of underwriters led by Stifel Nicolaus Canada Inc., and including National Bank Financial Inc. and RBC Dominion Securities Inc.

The 2026 Unsecured Notes accrue interest at the rate of 5.25% per annum, payable on a semi-annual basis, maturing on May 15, 2026. Cash proceeds raised from the 2026 Unsecured Notes, net of issuance costs, were used for reducing the Company's existing loans and borrowings.



#### Amendment of revolving loan facility

On June 4, 2021, the Company amended its existing revolving loan facility. The maximum credit available was increased from \$360,000 to \$500,000. The maturity date of December 6, 2024 remained unchanged.

### Repurchase of senior unsecured notes

On September 29, 2022, the Company repurchased for cancellation a portion of its 2026 Unsecured Notes with a face value of \$500, at the market price in effect at the time of the repurchase. Upon cancellation, the difference between the face value of the repurchased notes and the consideration paid, amounting to \$69, was recognized in Other income (loss).

#### Terms and repayment schedule

The terms and conditions of the outstanding loan facilities were as follows:

				Decemb	er 31, 2022	Decemb	er 31, 2021
	Currency	Nominal interest rate %	Maturity	Face value \$	Carrying amount \$	Face value \$	Carrying amount \$
2026 Unsecured notes <sup>(1)</sup>	CDN	5.25	May 15, 2026	324,500	319,192	325,000	318,109
2023 Unsecured notes <sup>(2)</sup>	CDN	6.375	Oct 9, 2023	60,000	59,464	60,000	58,772
Revolving loan facility <sup>(3)</sup>	CDN	Based on Canadian prime rate or Canadian Dollar Offered Rate	Dec 6, 2024	-	-	24,343	24,198
Revolving loan facility <sup>(3)</sup>	USD	Based on US prime rate or London Interbank Offered Rate	Dec 6, 2024	143,521	142,424	251,233	249,733
Non-revolving term loan <sup>(4)</sup>	CDN	Based on Canadian prime rate or Canadian Banker's Acceptance Rate	Dec 6, 2024	14,791	14,613	17,458	17,187
Promissory notes(5)	USD	Various		-	-	1,014	1,014
Total loans and bo	orrowings			542,812	535,693	679,048	669,013

1. Non-publicly traded; interest is payable semi-annually.

2. Publicly traded on the TSX under the symbol DBM.NT.A. Includes a non-call protection of three years with a declining call schedule thereafter; interest is payable semi-annually ("2023 Unsecured Notes").

3. Maximum credit available is \$500,000. Amount advanced under the facility at any time is limited to a defined percentage of inventories and trade receivables, less certain reserves. The facility is secured by a first charge over the Company's assets and an assignment of trade receivables and requires that certain covenants be met by the Company.

4. Principal is amortized over 15 years and is payable in quarterly instalments. The loan is secured by a first charge against the Company's timberlands and certain other assets, and a subordinated charge over the Company's remaining assets, and requires that certain covenants be met by the Company.

5. Various unsecured promissory notes were issued as partial consideration for acquisitions.

The Company was not in breach of any of its covenants during the year ended December 31, 2022.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

## 17. PENSIONS AND OTHER POST-RETIREMENT BENEFITS

## Defined benefit pension plans

The Company sponsors two non-contributory defined benefit pension plans: one a registered pension plan for salaried employees and the other a non-registered historical pension plan for certain retired executives. Both plans provide benefits based on years of service and historical highest average salary. The plans were closed to new participants effective August 1, 2000. The Company amended the registered defined benefit pension plan effective January 1, 2005 to reduce the benefit formula for future years of service and to allow members of the defined benefit pension plan to participate in the defined contribution plan. In respect of the non-registered historical executive pension plan, the Company has issued letters of credit amounting to \$1,164 (2021 - \$1,305) based on actuarial estimates determined annually.

The most recent actuarial valuation of the registered pension plan for funding purposes was as at December 31, 2019. The next actuarial valuation for the registered pension plan is required to be performed as at December 31, 2022 and finalized later in 2023.

## Annuity contracts

During the year ended December 31, 2022, the Company purchased an annuity buy-in for plan retirees for \$3,915 through its defined benefit pension plan. Future cash flows from the annuity will match the amount and timing of benefits payable under the plan, substantially mitigating the exposure to future volatility in the related pension obligation. An actuarial loss of \$157 relating to the purchase was recognized in Other comprehensive income (loss), reflecting the difference between the annuity buy-in rate (which is comparable to solvency rates) compared to the discount rate used to value the obligations on a going concern basis.

At December 31, 2022, total buy-in annuities purchased to date represented 83% (2021 - 72%) of the defined benefit pension plan obligation and were fully hedged against changes in future discount rates and longevity risk (potential increases in life expectancy of plan members).

## Defined contribution plans

The Company sponsors defined contribution plans for eligible employees. Pension expense for the defined contribution plans for the year ended December 31, 2022 amounted to \$1,482 (2021 - \$1,119) and was included in distribution, selling and administration expenses.

## Post-retirement benefits other than pensions

The Company provides extended health care benefits and pays provincial medical plan premiums on behalf of qualifying employees. The Company also pays for the dental benefits of certain retirees who had been employed at a predecessor company.

## Total cash payments

Total cash payments for employee future benefits for 2022, consisting of cash contributed by the Company to defined benefit plans, defined contribution plans, and other post-retirement benefits, were \$1,908 (2021 - \$1,669), with no solvency deficiency contributions.

Included in total cash payments, based on 2022 experience, the Company expects the 2023 contributions for its defined benefit plan to be approximately \$284. Solvency deficiency contributions are not required.



The status of the defined benefit pension and post-retirement benefit plans were as follows:

	Pension benefit plan		Other benefit plans	
	2022	2021	2022	2021
	\$	\$	\$	\$
Net benefit expense				
Current service cost	309	331	-	-
Non-investment expenses	120	120	-	-
Interest cost on benefit obligation	1,320	1,191	56	50
Expected return on plan assets	(1,266)	(1,092)	-	-
Net benefit expense	483	550	56	50
Defined benefit obligation				
Defined benefit obligation at January 1	48,355	52,889	2,082	2,266
Current service cost	309	331	_,	_,0
Interest cost on benefit obligation	1,320	1,191	56	50
Benefits paid	(3,029)	(3,332)	(142)	(164)
Actuarial gains on benefit obligation	(8,949)	(2,724)	(278)	(70)
Defined benefit obligation at December 31	38,006	48,355	1,718	2,082
Plan assets				
Fair value of plan assets at January 1	46,654	48,788	-	-
Expected return on plan assets	1,266	1,092	-	-
Employer contributions	284	386	142	164
Non-investment expenses	(120)	(120)	-	-
Benefits paid	(3,029)	(3,332)	(142)	(164)
Actuarial losses on plan assets	(5,577)	(160)	-	-
Fair value of plan assets at December 31	39,478	46,654	-	
Net benefit liability				
Fair value of plan assets at December 31	39,478	46,654	-	-
Accrued benefit obligation at December 31	(38,006)	(48,355)	(1,718)	(2,082)
	1,472	(1,701)	(1,718)	(2,082)
Asset ceiling impairment	(2,323)	-	-	(2,002)
Net benefit liability	(851)	(1,701)	(1,718)	(2,082)



The Company has recorded net benefit expense and actuarial gains as follows:

	Pension bene	Pension benefit plan		Other benefit plans	
	2022 \$	2021 \$	2022 \$	2021 \$	
	¥	• •	•	•	
Distribution, selling and administration					
Current service cost	309	331	-	-	
Non-investment expenses	120	120	-	-	
	429	451	-	-	
Finance costs					
Interest cost on benefit obligation	1,320	1,191	56	50	
Expected return on plan assets	(1,266)	(1,092)	-	-	
	54	99	56	50	
Other comprehensive income (losses)					
Actuarial gains on obligation due to changes					
in financial assumptions	8,949	2,724	262	81	
Actuarial gains (losses) on obligation due to				<i></i>	
changes in experience	-	-	16	(11)	
Actuarial losses on plan assets	(5,420)	(160)	-	-	
Actuarial losses on annuity buy-in	(157)	-	-	-	
Net change in effect of asset ceiling	(2,323)	-	-	-	
	1,049	2,564	278	70	

## Assets

At December 31, plan assets consisted of the following:

	2022 %	2021 %
Annuity	80	74
Annuity Debt securities <sup>(1)</sup>	18	23
Short-term securities <sup>(1)</sup>	2	3
	100	100

1. Unquoted investments (pooled funds).



## Significant assumptions

The significant weighted average assumptions used were as follows:

	Pension benefit plan		Other benefit plans	
	2022 %	2021 %	2022 %	2021 %
Accrued benefit obligation as of December 31				
Discount rate	5.00	2.80	5.00	2.80
Rate of compensation increase	3.25	3.25	n/a	n/a
Benefit costs for year ended December 31				
Discount rate	2.80	2.30	2.80	2.30
Rate of compensation increase	3.25	3.25	n/a	n/a

Assumed health care cost trend rates at December 31 were as follows:

	2022	2021
Health care initial cost trend rate	7.0%	7.0%
Health care ultimate cost trend date	3.5%	3.5%
Year that the rate reaches the ultimate trend rate	2037	2037

The mortality assumptions were based on the 2014 Canadian Pensioners Mortality Private table with generational projection using mortality improvement scale CPM-B and adjusted for size of pensions.

## Sensitivity analysis

A one-percentage point change in the assumed rate of increase in health care costs would have the following effects:

	Other benefit plans				
	202	2	2021		
	Increase \$	Decrease \$	Increase \$	Decrease \$	
Effect on the defined benefit obligation Effect on the aggregate current service cost and	193	(174)	189	(211)	
interest cost	10	(9)	5	(6)	



A one-percentage point change in the assumed discount rate would have the following effects:

	Pension benefit plan		Other benefit plans	
	Increase \$	Decrease \$	Increase \$	Decrease \$
2022				
Effect on the defined benefit obligation Effect on the aggregate current service cost and	(3,089)	3,634	(101)	109
interest cost for the next year	153	(190)	11	(12)
2021		. ,		
Effect on the defined benefit obligation Effect on the aggregate current service cost and	(4,759)	5,754	(143)	162
interest cost for the next year	241	(299)	15	(17)

The average duration of the defined benefit plan obligation at December 31, 2022 was 9 years.

## **18. SHARE CAPITAL**

The authorized capital of the Company consists of an unlimited number of common and preferred shares with no par value.

## Public offering of common shares

On May 11, 2021, the Company completed a public offering of 7,500,000 common shares, by way of a short form prospectus, at a price of \$10.00 each for gross proceeds of \$75,000, with an underwriters' option to purchase up to an additional 1,125,000 common shares at the same price (the "Option") (collectively, the "Public Offering"). The entire Option was exercised and the aggregate gross proceeds were \$86,250. The Public Offering was pursuant to a bought deal underwritten by a syndicate of underwriters led by Stifel Nicolaus Canada Inc. and National Bank Financial Inc.

Cash proceeds raised from the Public Offering, net of issuance costs, were used for reducing the Company's existing loans and borrowings.

## Restricted Equity Common Share Plan ("RECSP")

Outstanding Restricted Share Units ("RSUs") pursuant to the RECSP were as follows:

	Years ended December 31	
	2022	2021
	#	#
Balance at January 1	57,242	53,424
Granted	29,694	11,496
(Reversal of) additional RSUs earned as notional dividends	(12,242)	3,818
Vested and converted to common shares during the year	(74,694)	(11,496)
Balance at December 31	-	57,242

Compensation expense in respect of RSUs for the year ended December 31, 2022 was \$322 (2021 - \$229).



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## Employee Common Share Purchase Plan ("ECSPP")

For the year ended December 31, 2022, the Company issued 222,808 (2021 - 121,943) common shares from treasury for gross proceeds of \$1,346 (2021 - \$829), pursuant to the ECSPP.

Subsequent to December 31, 2022, the Company issued 127,886 shares under the ECSPP for gross proceeds of \$625.

## Dividends

The following dividends were declared and paid by the Company:

			2022				2021	
	D	eclared			D	eclared		
	Record date	Per share \$	Amount \$	Payment date	Record date	Per share \$	Amount \$	Payment date
Quarter 1	Mar 31, 2022	0.14	12,151	Apr 14, 2022	Mar 31, 2021 <sup>1</sup>	0.16	12,479	Apr 15, 2021
Quarter 2	Jun 30, 2022	0.14	12,157	Jul 15, 2022	Jun 30, 2021	0.12	10,395	Jul 15, 2021
Quarter 3	Sep 30, 2022	0.14	12,178	Oct 14, 2022	Sep 30, 2021	0.12	10,402	Oct 15, 2021
Quarter 4	Dec 30, 2022	0.14	12,179	Jan 13, 2023	Dec 31, 2021	0.14	12,137	Jan 14, 2022
		0.56	48,665			0.54	45,413	

1. Includes the then regular quarterly dividend of \$0.12 per share and a one-time special dividend of \$0.04 per share

The Board of the Company is continually assessing its dividend policy in the context of overall profitability, cash flows, capital requirements, general economic conditions and other business needs. Accordingly, on November 4, 2021, the Company announced a dividend increase beginning with the dividend payable on January 14, 2022, to shareholders of record on December 31, 2021, increasing its quarterly dividend from \$0.12 to \$0.14 per share.

In addition to the regular quarterly dividends in 2021, the Company paid a one-time special dividend of \$0.04 per share on April 15, 2021, to shareholders of record at the close of business on March 31, 2021.

## Normal Course Issuer Bid ("NCIB")

The Company's NCIB with respect to its common shares expired on November 25, 2022, and the Company did not renew it. There were no share repurchases under the terms of the NCIB during the years ended December 31, 2022 and 2021.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

## **19. COST OF SALES**

Cost of sales includes the following costs:

	2022	2021
	\$	\$
Purchased, treated and manufactured building materials	2,570,707	2,103,838
Salaries and benefits	35,530	21,713
Timber and related products	20,751	24,504
Inventory provisions	2,257	2,264
Others	977	356
	2,630,222	2,152,675

## 20. DISTRIBUTION, SELLING AND ADMINISTRATION COSTS

Distribution, selling and administration costs include the following:

	2022 \$	2021	
		\$	
Salaries and benefits	130,846	110,189	
Building occupancy costs	40,793	28,308	
Office and miscellaneous	17,061	13,829	
Travel, promotion and entertainment	11,218	7,028	
Professional and management fees	5,778	4,711	
	205,696	164,065	

## 21. INCOME TAXES

Income tax for the Company consisted of the following:

## **Consolidated Statements of Earnings**

	2022	2021
	\$	\$
Current income tax expense	16,266	34,589
Deferred income tax expense (recovery)	3,711	(2,634)
	19,977	31,955



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## **Consolidated Statements of Comprehensive Earnings**

	2022	2021
	\$	\$
Deferred tax expense related to items recorded in OCI during the year		
Actuarial gains	335	713

The Company's effective income tax rate differs from the statutory income tax rate. The difference arises from the following items:

	2022 \$	2021 \$
Earnings before income taxes	98,717	138,464
Income tax at statutory rates Adjustment to deferred tax assets and liabilities related to changes in tax rates	25,870 949	37,539 (5)
Permanent differences and other	(6,842)	(5,579)
Income tax expense	19,977	31,955

Temporary differences that give rise to deferred income tax assets and liabilities were as follows:

	2022	2021
	\$	\$
Deferred income tax (liabilities) assets:		
Property, plant and equipment	(18,478)	(3,368)
Timber	(10,240)	(9,804)
Pensions and other post-retirement benefits	685	1,009
Non-capital losses	8,986	5,395
Reserves	16,605	6,286
Intangible assets and goodwill	(10,608)	(7,851)
Net deferred income tax liabilities	(13,050)	(8,333)

Net deferred income tax liabilities consisted of the following:

	2022 \$	2021 \$
Deferred income tax assets	2,796	3,390
Deferred income tax liabilities	(15,846)	(11,723)
Net deferred income tax liabilities	(13,050)	(8,333)



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

At December 31, 2022, the Company had approximately \$14,856 (2021 - \$nil) of US non-capital losses that may be available for deduction against taxable income in future years indefinitely, and \$35,255 (2021 - \$35,729) of Canadian non-capital losses that expire as follows:

	\$
2029	344
2030	3,439
2031	5,843
2032	1,310
2033	1,566
Thereafter	22,753
	35,255

At December 31, 2022, approximately \$15,000 of these non-capital losses have not been recognized as deferred income tax assets.

## 22. FINANCE COSTS

Finance costs include the following:

	2022	2021
	\$	\$
Loans and borrowings	30,791	20,575
Lease liabilities	4,329	4,318
Other	(573)	(208)
Net cash interest	34,547	24,685
Amortization of financing costs	2,917	2,304
Interest on net defined benefit liability	110	149
	37,574	27,138



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## 23. RELATED PARTY TRANSACTIONS

### Transactions

The Company has transactions with related parties in the normal course of operations at amounts as agreed between the related parties as follows:

	2022	2021
Leased:	\$	\$
Distribution <sup>(1)</sup> and treatment facilities <sup>(2)</sup>	4,192	4,181
		,
Purchase of product <sup>(3)</sup>	3,167	3,772
Management fees and other <sup>(4)</sup>	1,398	1,258
Professional fees and other <sup>(5)</sup>	538	742

1. Paid to a company controlled by a member of key management personnel who is a director and officer of the Company, or a close family member of that person's family.

2. Paid to a company solely controlled by a director and officer of the Company.

3. Paid to a public company that a member of key management personnel who is a director and officer of the Company has an ownership interest in.

4. Paid to a company controlled by a member of key management personnel who is also a director and officer of the Company.

5. Paid to a company controlled by an officer of the Company.

### Commitments with related parties

Future undiscounted minimum payments under the terms of the leases with companies, in which a member of key management personnel who is also a director and officer of the Company has an interest in, are as follows:

Years ending December 31	\$
2023	4,210
2024	3,930
2025	2,455
2026	1,896
2027	1,927
Thereafter	9,973
	24,391

#### Payable to related parties

As at December 31, 2022, trade and other payables include amounts due to related parties as follows:

	2022 \$	2021 \$
Purchase of product <sup>(1)</sup>	141	219
Management fees and other <sup>(2)</sup>	37	37
Professional fees and other <sup>(3)</sup>	82	312

1. Owing to a public company that a member of key management personnel who is a director and officer of the Company has an ownership interest in.

2. Owing to a company controlled by a member of key management personnel who is also a director and officer of the Company.

3. Owing to a company controlled by an officer of the Company.



### Compensation of key management personnel

Compensation of key management was reported on the accrual basis of accounting consistent with the amounts recognized on the consolidated statement of earnings. Key management includes the Company's Board of Directors, the Chief Executive Officer, the President, and the Chief Financial Officer. Compensation awarded to key management is summarized as follows:

	2022	2021	
	\$	\$	
Salaries and other benefits	5,581	4,746	
Share-based compensation	183	90	
	5,764	4,836	

## 24. FINANCIAL INSTRUMENTS

## Non-derivative financial instruments

The carrying amounts of non-derivative financial instruments approximate fair value, with the exception of the following:

	December 3	December 31, 2021		
	Carrying amount \$	Fair value \$	Carrying amount \$	Fair value \$
2026 Unsecured notes <sup>(1)</sup>	319,192	290,022	318,109	315,250
2023 Unsecured notes <sup>(2)</sup>	59,464	59,400	58,772	61,800
Revolving loan facility	142,424	143,521	273,931	275,576
Non-revolving term loan	14,613	14,791	17,187	17,458

1. Non-publicly listed, with a maturity date of May 15, 2026 and interest rate at 5.25%.

2. Publicly listed on the TSX under the symbol DBM.NT.A. Maturity date is October 9, 2023 with interest rate of 6.375%.

The following methods and assumptions were used to determine the estimated fair value of each class of financial instrument:

- The fair values of cash, trade and other receivables, cheques issued in excess of funds on deposit, trade and other payables, performance bond obligations and dividends payable were comparable to their carrying amounts, given the short maturity periods.
- The fair value of the Company's publicly traded 2023 Unsecured Notes was based on the quoted active market price at December 31, 2022.
- The fair value of the Company's non-publicly traded 2026 Unsecured Notes was based on a price quoted by an independent investment brokerage.
- The fair values of the Company's revolving loan facility and non-revolving term loan approximate their carrying values as they bear interest at variable rates based on current market rates. The fair values have been estimated as the carrying values excluding unamortized financing costs.
- The fair values of the Company's lease liabilities approximate their carrying values as they bear interest that approximates current market rates.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 *(in thousands of Canadian dollars)* 

IFRS 13, *Fair Value Measurement* requires classification of financial instruments within a hierarchy that prioritizes the inputs to fair value measurement.

The three levels of the fair value hierarchy are:

- Level 1 Unadjusted quoted prices in active markets for identical assets or liabilities;
- Level 2 Inputs other than quoted prices that are observable for the asset and liability, either directly or indirectly; and
- Level 3 Inputs that are not based on observable market data.

All of the Company's financial instruments are categorized as Level 2 fair values, with the exception of the Company's publicly traded 2023 Unsecured Notes, which are categorized as Level 1.

The expenses resulting from financial assets and liabilities recorded in net earnings are as disclosed in Note 22.

### **Derivative financial instruments**

From time to time, the Company uses derivative financial instruments for economic hedging purposes in managing lumber price risk and foreign exchange risk through the use of futures contracts and options. Derivative instruments are measured at fair value through profit and loss with changes in fair value recorded in net earnings

As at December 31, 2022, the Company held no outstanding foreign exchange contracts (December 31, 2021 - US\$nil). Additionally, the Company held a nominal amount of lumber futures contracts.

During the comparative year ended December 31, 2021, the Company had an outstanding foreign exchange contract to purchase US\$200,000 at an exchange rate of 1.21665, which was used as partial consideration for the Hixson Acquisition (Note 7). A loss of \$1,270 was recognized on this contract and was recorded in Other income (loss).

When held by the Company, these derivative financial instruments are traded through well-established financial services firms with a long history of providing trading, exchange and clearing services for commodities and currencies. As trading activities are closely monitored and restricted by senior management, including limits for a maximum number of outstanding contracts at any point in time, the risk of a material credit loss on these financial instruments is considered low.

#### Hedge of investment in foreign operations

Certain drawings under the Revolving loan facility were designated as a hedge against the Company's investment in its US operations. During the year ended December 31, 2022, the Company recorded an unrealized foreign exchange loss of \$18,075 (2021 - \$12,978), arising on revaluation of hedged foreign currency debt in Foreign currency translation in OCI during the year.

#### Financial risk management

The Company's activities result in exposure to a variety of financial risks from its financial assets and financial liabilities, including risks related to credit, interest rates, currency, liquidity and wood product prices.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

Financial assets include trade and other receivables, which are measured at amortized cost. Financial liabilities include cheques issued in excess of funds on deposit, trade and other payables, performance bond obligations, dividends payable, unsecured notes, revolving loan facility, non-revolving term loan, promissory notes and lease liabilities. All financial liabilities are measured at amortized cost.

The Board of Directors has overall responsibility for establishment and oversight of the Company's risk management, which seeks to minimize any potential adverse effects on the Company's financial performance.

#### Credit risk

Credit risk is the risk of financial loss to the Company if a customer fails to meet its contractual obligations, and arises primarily from the Company's trade and other receivables. The Company grants credit to its customers in the normal course of operations. To limit its exposure to credit risk, the Company performs ongoing evaluations of the credit quality of its customers and follows diligent credit granting and collection procedures. Purchase limits are established for each customer and are reviewed regularly.

The Company regularly reviews the collectability of its trade accounts receivable and establishes an allowance for doubtful accounts based on its best estimate of any potentially uncollectible accounts.

As at December 31, 2022, trade accounts receivable, excluding other receivables, were as follows:

	\$
Current	147,797
Past due over 60 days	4,295
Trade receivables	152,092
rade receivables ess: Allowance for doubtful accounts	(2,048)
	150,044

As at December 31, 2022, the maximum exposure to credit risk, including both trade and other receivables, was \$156,140 (December 31, 2021 - \$213,132), representing the carrying value amount of financial instruments classified as trade and other receivables.

#### Interest rate risk

The majority of the Company's borrowings are issued at fixed rates, specifically, the 2023 Unsecured Notes and the 2026 Unsecured Notes (Note 16). Therefore, the Company is exposed to fair value interest rate risk on these borrowings, as interest rate decreases make the Company susceptible to opportunity costs.

Additionally, the Company is exposed to interest rate risk through its variable rate revolving loan facility and non-revolving term loan (Note 16). Based on the Company's average revolving loan facility and non-revolving term loan during the year ended December 31, 2022, the sensitivity of a 1% increase in interest rates would result in an approximate decrease of \$2,190 in annual net earnings.

The Company did not have any interest rate swaps during the years ended December 31, 2022 and 2021. However, the negative risk of rising interest rates was mitigated by financing a significant portion of the Company's borrowings through the unsecured notes at fixed rates.



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

### **Currency risk**

Currency risk is the risk that changes in market prices of foreign exchange rates will affect the Company's earnings or the value of its holdings of financial instruments. The Company is exposed to currency risk on the US dollar components of its revolving loan facility, as well as revenues and purchase transactions that are denominated in US dollars.

As at December 31, 2022 the Company had US dollar drawings under its Revolving loan facility of US\$148,991 (2021 - US\$205,105), which had been designated as a hedge against the Company's net investment in its foreign operations.

As at December 31, 2022, a \$0.05 increase in the US dollar versus the Canadian dollar would have an insignificant impact on net earnings, and an increase in OCI of approximately \$22,000.

## Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due or at a reasonable cost. The Company manages liquidity risk by having appropriate credit facilities available at all times. In addition, the Company continuously monitors and reviews both actual and forecasted cash flows. The Company is exposed to refinancing risks, as there can be no assurance that the Company will be able to secure credit on the same terms or amount when the facility expires.

#### Other price risk

Other price risk is defined as the potential adverse impact on net earnings and economic value due to price movement and volatilities. The Company is exposed to other price risk with respect to certain construction materials. The Company closely monitors construction materials prices.

## 25. CHANGES IN NON-CASH WORKING CAPITAL

Changes in non-cash working capital had the following impact on cash flows during the years ended December 31:

	2022 \$	2021 \$
Trade and other receivables	63,139	(83,450)
Inventories	45,465	(68,581)
Prepaid expenses and deposits	(1,758)	697
Trade and other payables	(22,198)	36,197
Performance bond obligations	(1,361)	616
	83,287	(114,521)



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (*in thousands of Canadian dollars*)

## 26. REVENUE

The following table presents disaggregated revenues for the Company in categories that depict how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors.

				2021		
	Building Materials \$	Other \$	Total \$	Building Materials \$	Other \$	Total \$
Geographic markets						
Canada	1,235,753	28,781	1,264,534	1,324,990	33,289	1,358,279
US	1,765,946	8,537	1,774,483	1,179,899	5,496	1,185,395
	3,001,699	37,318	3,039,017	2,504,889	38,785	2,543,674
Revenue categories						
Products	2,995,254	37,318	3,032,572	2,500,600	38,785	2,539,385
Services	6,445	-	6,445	4,289	-	4,289
	3,001,699	37,318	3,039,017	2,504,889	38,785	2,543,674

Certain customers elect to prepay for goods and services, for which the Company has recorded a contract liability of \$6,523 as at December 31, 2022 (December 31, 2021 - \$7,034), related to these future performance obligations (unearned revenues). These amounts are included in trade and other payables in the Consolidated Statement of Financial Position.

The Company has sold products to certain customers who contribute greater than 10% of its revenues. During the year ended December 31, 2022, one customer individually accounted for revenue in excess of 10%, purchasing an aggregate of \$870,633 (2021 - \$617,919, representing one customer).

## 27. SEGMENTED INFORMATION

The Company operates as a wholesale distributor of building materials and home renovation products, including value-added services such as lumber pressure treating.

Based on products offered, production processes involved, and how financial information is produced internally for the purposes of making operating decisions, the Company operates as one reportable segment, with the remaining smaller operations categorized as Other.



Business segment revenues and specified expenses were as follows:

	:	2022		2	2021	
	Building Materials \$	Other \$	Total \$	Building Materials \$	Other \$	Total \$
Revenue	3,001,699	37,318	3,039,017	2,504,889	38,785	2,543,674
Specified expenses						
Depreciation and amortization	63,555	3,322	66,877	49,126	5,937	55,063
Finance costs	36,468	1,106	37,574	25,790	1,348	27,138
Net earnings (loss)	74,004	4,736	78,740	106,569	(60)	106,509
Purchase of property, plant and equipment	6,228	564	6,792	6,046	819	6,865

Business segment long-term assets were as follows:

		022			2	021		
	Building Materials \$	Other \$	Percent %	Consolidated \$	Building Materials \$	Other \$	Percent %	Consolidated \$
Canada	172,811	92,796	30	265,607	177,847	97,336	31	275,183
US	625,378	-	70	625,378	626,631	-	69	626,631
Long-term assets	798,189	92,796	100	890,985	804,478	97,336	100	901,814

The percentage of total revenue from external customers from product groups was as follows:

	2022	2021
	%	%
Construction materials	76	74
Specialty and allied	21	22
Other	3	4
	100	100



Notes to the Consolidated Financial Statements for the years ended December 31, 2022 and 2021 (in thousands of Canadian dollars)

## 28. CAPITAL DISCLOSURES

The Company's objectives when managing capital are to safeguard its ability to continue as a going concern, so that it can continue to provide dividends to shareholders and benefits for other stakeholders. The Company includes debt and equity, comprising shareholders' capital, contributed surplus, deficit (including cumulative dividends on shares), and foreign currency translation on foreign operations in the definition of capital.

The Company seeks to maintain a balance between the higher returns that might be possible with the leverage afforded by higher borrowing levels and the security afforded by a sound capital structure. It does this by maintaining appropriate debt levels in relation to its working capital and other assets in order to provide the maximum dividends to shareholders commensurate with the level of risk. Also, the Company utilizes its debt capabilities to buy back shares, where appropriate, in order to maximize cash distribution rates for remaining shareholders.

The Company manages the capital structure and adjusts it in light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, repurchase shares in the market, issue new shares, or sell assets to reduce debt.

The Company's policy over the long-term, is to dividend all available cash from operations to shareholders after reducing debt and providing for cash required for maintenance of capital expenditures and other reserves considered advisable by the Company's directors. The Company has eliminated the impact of seasonal fluctuations by equalizing quarterly dividends.

There are no externally imposed capital requirements and the Company's loan agreements do not contain any capital maintenance covenants.

There were no changes to the Company's approach to capital management during the current year.

## 29. SEASONALITY

The Company's revenues are subject to seasonal variances that fluctuate in accordance with the normal home building season, depending on the geographical location, which creates a timing difference between free cash flow earned and dividends paid.

## **30. CONTINGENCIES**

## Product liability and other claims

During the normal course of business, certain product liability and other claims have been brought against the Company and, where applicable, its suppliers. While there is inherent difficulty in predicting the outcome of such matters, management has vigorously contested the validity of these claims, where applicable, and, based on current knowledge, believes that they are without merit and does not expect that the outcome of any of these matters, in consideration of insurance coverage maintained, or the nature of the claims, individually or in the aggregate, would have a material adverse effect on the consolidated financial position, results of operations or future earnings of the Company.



## **CORPORATE INFORMATION**

## **Directors**

lan M. Baskerville Toronto, Ontario

Amar S. Doman Vancouver, British Columbia

**Tom Donaldson** Saint John, New Brunswick

Kelvin Dushnisky Toronto, Ontario

Sam Fleiser Toronto, Ontario

Michelle M. Harrison Sacramento, California

**Stephen W. Marshall** Vancouver, British Columbia

Harry Rosenfeld Vancouver, British Columbia

Marc Seguin Vancouver, British Columbia

Siegfried J. Thoma Portland, Oregon

## **Auditors**

**KPMG LLP** Vancouver, British Columbia

### **Solicitors**

Goodmans LLP Toronto, Ontario

**DLA Piper (Canada) LLP** Vancouver, British Columbia

### Officers

Amar S. Doman Chairman and CEO

James Code Chief Financial Officer

R.S. (Rob) Doman Corporate Secretary

## **Doman Building Materials**

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## **Transfer Agent**

**TSX Trust Company** Vancouver, British Columbia Toronto, Ontario

#### **Investor Relations**

**Contact** Ali Mahdavi Phone: (416) 962-3300

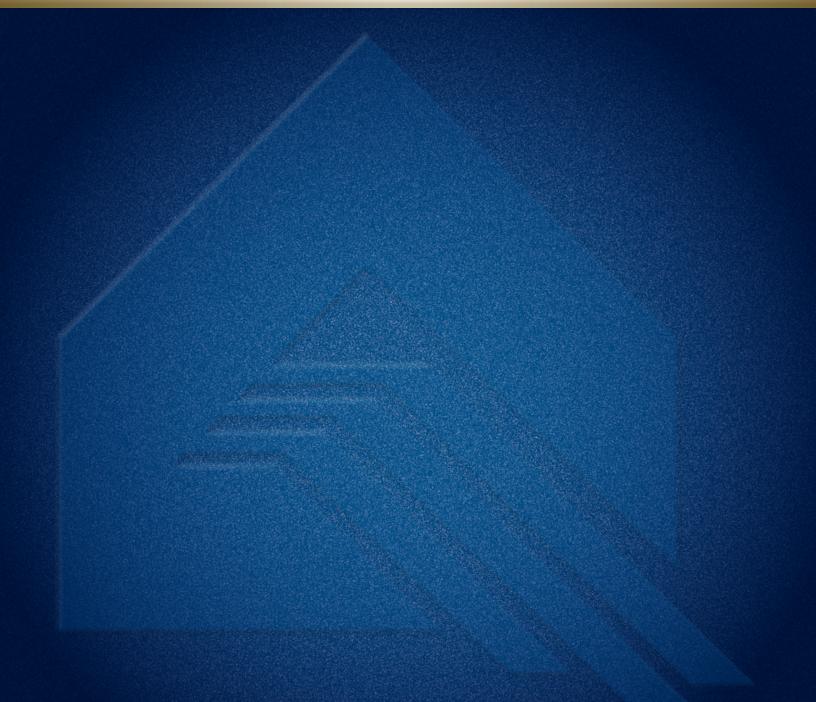
Stock Exchange Toronto Stock Exchange

Trading Symbols:

DBM, DBM.NT.A



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