

# Doman Building Materials Group Ltd. Unaudited Interim Condensed Consolidated Financial Statements

March 31, 2022 (in thousands of Canadian dollars)



Interim Condensed Consolidated Statements of Financial Position (Unaudited)

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

		As at March 31, 2022	As at December 31, 2021
(in thousands of Canadian dollars)	Notes	\$	\$
Assets			
Current assets			
Cash		5,224	2,333
Trade and other receivables	5	354,879	213,132
Income taxes receivable		5,856	2,036
Inventories	6	469,259	405,667
Prepaid expenses and deposits		15,169	13,181
		850,387	636,349
Non-current assets			
Property, plant and equipment	7	146,948	151,808
Right-of-use assets	8	146,358	151,954
Timber	9	47,741	47,697
Deferred income tax assets		3,295	3,390
Intangible assets	10	155,367	162,538
Goodwill	11	378,295	382,370
Other assets		1,065	2,057
		879,069	901,814
Total assets		1,729,456	1,538,163
Liabilities			
Current liabilities			
Cheques issued in excess of funds on deposit		25,877	3,034
Trade and other payables		186,236	156,696
Performance bond obligations	12	11,243	11,233
Dividends payable	15	12,151	12,137
Income taxes payable	. •	7,491	10,823
Current portion of loans and borrowings	13	2,667	3,681
Current portion of lease liabilities	8	20,041	20,041
- 1	-	265,706	217,645
Non-current liabilities			,
Loans and borrowings	13	788,683	665,332
Lease liabilities	8	133,516	138,582
Reforestation and environmental	O	3,033	3,389
Deferred income tax liabilities		14,891	11,723
Retirement benefit obligations	14	2,867	3,783
Tretirement benefit obligations	14	942,990	822,809
Total liabilities		1,208,696	1,040,454
Equity		1,200,090	1,040,434
	4.5	=00 =40	F00 000
Common shares	15	583,718	583,086
Contributed surplus		11,351	11,317
Foreign currency translation		2,542	10,747
Deficit		(76,851)	(107,441)
Total liabilities and applic		520,760	497,709
Total liabilities and equity		1,729,456	1,538,163



Interim Condensed Consolidated Statements of Earnings and Comprehensive Earnings (Unaudited)

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

(in thousands of Canadian dollars, except per share		Three months end	ded March 31, 2021
and share amounts )	Notes	\$	\$
Revenue	20,21	851,300	519,926
Cost of sales		718,693	429,528
Gross margin from operations		132,607	90,398
Expenses			
Distribution, selling and administration		54,508	30,376
Depreciation and amortization	7,8,10	16,218	10,335
Doprociation and amorazation	1,0,10	70,726	40,711
Operating earnings		61,881	49,687
Finance costs	16	8,391	3,579
Earnings before income taxes		53,490	46,108
Provision for (recovery of) income taxes			
Current income tax		8,379	12,226
Deferred income tax (recovery)		3,083	(275)
		11,462	11,951
Net earnings		42,028	34,157
Other comprehensive (loss) income			
Exchange differences on translation of foreign operations <sup>(1)</sup>		(8,205)	(3,183)
Net actuarial income from pension and other benefit plans <sup>(2)</sup>		713	1,785
		(7,492)	(1,398)
Comprehensive earnings		34,536	32,759
Net earnings per share			
Basic and diluted		0.48	0.44
Weighted average number of shares			
Basic		86,762,449	77,983,764
Diluted		86,819,691	78,038,029

<sup>1.</sup> Item that may be reclassified to earnings in subsequent periods.

<sup>2.</sup> Item that will not be reclassified to earnings.



Interim Condensed Consolidated Statements of Changes in Equity (Unaudited)

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

	Common	shares	Contributed surplus	Foreign currency translation	Deficit	Total
(in thousands of Canadian dollars except share amounts)	#	\$	· •	\$	\$	\$
except share amounts)	π_	Ψ	Ψ	Ψ	Ψ	Ψ
As at December 31, 2021	86,694,158	583,086	11,317	10,747	(107,441)	497,709
Shares issued pursuant to:						
Employee Common Share Purchase Plan	96,034	632	-	-	-	632
Share-based compensation charged to						
operations		-	34	-	-	34
Dividends		-	-	-	(12,151)	(12,151)
Comprehensive (loss) earnings for the period		-	-	(8,205)	42,741	34,536
As at March 31, 2022	86,790,192	583,718	11,351	2,542	(76,851)	520,760
As at December 31, 2020	77,935,719	499.597	11,150	266	(170,430)	340,583
Shares issued pursuant to:	,000,	,	,		(,)	0.0,000
Employee Common Share Purchase Plan Share-based compensation charged to	61,036	393	-	-	-	393
operations		_	34	_	_	34
Accrued dividends on unvested restricted			01			01
shares		_	6	-	(6)	_
Dividends		-	-	-	(12,479)	(12,479)
Comprehensive (loss) earnings for the					. ,	
period		-	-	(3,183)	35,942	32,759
As at March 31, 2021	77,996,755	499,990	11,190	(2,917)	(146,973)	361,290



Interim Condensed Consolidated Statements of Cash Flows (Unaudited)

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

		Three months ended March 31,	
		2022	2021
(in thousands of Canadian dollars)	Notes	\$	\$
Operating activities			
Net earnings for the period		42,028	34,157
Items not affecting cash:			
Provision for income taxes		11,462	11,951
Depreciation and amortization	7,8,10	16,218	10,335
Other		988	(666)
Income taxes paid		(15,552)	(15,591)
Interest paid on loans and borrowings		(1,455)	(1,320)
Finance costs	16	8,391	3,579
Cash flows from operating activities before changes in		62.000	10 115
non-cash working capital	19	62,080	42,445
Changes in non-cash working capital	19	(187,126)	(197,579)
Net cash flows used in operating activities		(125,046)	(155,134)
Financing activities			
Shares issued	15	632	393
Dividends paid	15	(12,137)	(9,352)
Payment of lease liabilities, including interest	8	(6,092)	(5,844)
Net advances on loans and borrowings		125,528	167,330
Net cash flows provided by financing activities		107,931	152,527
Investing activities	_		(4.4=0)
Purchase of property, plant and equipment	7	(2,219)	(1,459)
Proceeds from disposition of property, plant and equipment		63	141
Net cash flows used in investing activities		(2,156)	(1,318)
Degrees in each and each equivalents		(40.274)	/2 O2E\
Decrease in cash and cash equivalents		(19,271)	(3,925)
Foreign exchange difference		(681)	(1,958)
Cash and cash equivalents - beginning of period		(701)	(4,932)
Cash and cash equivalents - end of period		(20,653)	(10,815)



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 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, producing and treating lumber as well as related building materials, and providing other value-add services across Canada and in the United States ("US").

## 2. BASIS OF PRESENTATION AND STATEMENT OF COMPLIANCE

#### a) Statement of compliance

These unaudited Interim Condensed Consolidated Financial Statements have been prepared in accordance with International Accounting Standard ("IAS") 34, *Interim Financial Reporting*, on a basis consistent with the accounting policies disclosed in the Company's audited Annual Consolidated Financial Statements for the year ended December 31, 2021.

These unaudited Interim Condensed Consolidated Financial Statements were authorized for issuance on May 3, 2022 by the Board of Directors of the Company.

#### b) Basis of presentation

These unaudited Interim Condensed Consolidated Financial Statements include the accounts of the Company and its subsidiaries. The notes presented in these unaudited Interim Condensed Consolidated Financial Statements include in general only significant changes and transactions occurring since the Company's last year-end and are not fully inclusive of all disclosures required by International Financial Reporting Standards ("IFRS") for annual financial statements. These unaudited Interim Condensed Consolidated Financial Statements should be read in conjunction with the Company's audited Annual Consolidated Financial Statements, including the notes thereto, for the year ended December 31, 2021.

# c) Functional and presentation currency

These unaudited Interim Condensed 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 common share volumes and per share amounts.



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 31, 2022 and 2021 (in thousands of Canadian dollars)

# 3. SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies as disclosed in the Company's audited Annual Consolidated Financial Statements for the year ended December 31, 2021 have been consistently applied to all periods in the preparation of these unaudited Interim Condensed Consolidated Financial Statements unless otherwise stated below.

# Changes in accounting standards

Effective January 1, 2022, the Company adopted 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 unaudited Interim Condensed Consolidated Financial Statements.

#### 4. BUSINESS ACQUISITIONS

# **Hixson Acquisition**

On June 4, 2021, the Company completed the acquisition of 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.

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.



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 31, 2022 and 2021 (in thousands of Canadian dollars)

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):

	Notes	<b>2021</b> <sup>(1)</sup> \$
Fair value of purchase consideration		
Cash consideration		493,802
Fair value of assets acquired		
Inventory		85,083
Property, plant and equipment	7	85,385
Intangible assets (customer lists)	10	127,928
Intangible assets (brand)	10	3,683
Right-of-use assets	8	283
Total identifiable net assets at fair value		302,362
Goodwill arising on acquisition		191,440
Assets acquired		493,802

<sup>1.</sup> The provisional purchase price allocation is preliminary and subject to change up to a period of one year from June 4, 2021, upon finalization of fair value determinations. Fair value determinations were updated during the fourth quarter of 2021, based on additional information available at that time. The Company will continue to monitor and evaluate the condition of the acquired assets and does not anticipate a material revision prior to its scheduled finalization during the second quarter of 2022.

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.

From the date of the Hixson Acquisition, the acquired business contributed \$901,881 of revenue and \$21,328 in net earnings to the Company's consolidated results.

#### 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.



# 5. TRADE AND OTHER RECEIVABLES

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

	March 31, 2022 \$	December 31, 2021 \$
Trade receivables	346,341	202,825
Allowance for doubtful accounts	(550)	(991)
Net trade receivables	345,791	201,834
Other receivables	9,088	11,298
Total trade and other receivables	354,879	213,132

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

	March 31, 2022 \$	December 31, 2021 \$
Neither past due nor impaired	330,619	202,593
Past due but not impaired:		
Less than 1 month	16,360	5,134
1 to 3 months	7,528	4,940
3 to 6 months	372	465
Total trade and other receivables	354,879	213,132

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

	\$
Balance at December 31, 2021	991
Accruals and adjustments during the period	(368)
Accounts written off	(68)
Foreign exchange difference	(5)
Balance at March 31, 2022	550



# 6. INVENTORIES

	March 31, 2022	December 31 2021	
	\$	\$	
Inventories held for resale	387,136	335,131	
Inventories held for processing	82,123	70,536	
	469,259	405,667	

At March 31, 2022, due to a recent decline in construction materials market pricing, a reserve to record inventory at the lower of cost and net realizable value was recorded in the amount of \$16,455 (December 31, 2021 - \$nil).

# 7. PROPERTY, PLANT AND EQUIPMENT

	Land \$	Buildings, leasehold improvements and roads \$	Machinery, automotive and other equipment \$	Computer equipment and systems development	Total \$
Cost					
Cost at December 31, 2021	36,305	37,189	151,876	6.067	231,437
Additions	50,505	134	1.876	209	2,219
Disposals	_	-	(116)	200	(116)
Foreign exchange difference	(74)	(224)	(1,482)	(9)	(1,789)
Cost at March 31, 2022	36,231	37,099	152,154	6,267	231,751
Accumulated depreciation Accumulated depreciation at December 31, 2021 Depreciation Disposals Foreign exchange difference	- - - -	10,630 665 - (26)	64,142 4,923 (73) (373)	4,857 62 - (4)	79,629 5,650 (73) (403)
Accumulated depreciation at March 31, 2022	-	11,269	68,619	4,915	84,803
Net book value at December 31, 2021	36,305	26,559	87,734	1,210	151,808
Net book value at March 31, 2022	36,231	25,830	83,535	1,352	146,948



# 8. 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 \$
Balance at December 31, 2021	140,080	11,728	146	151,954
Additions	-	807	-	807
Modifications and remeasurements	494	-	-	494
Amortization	(4,358)	(1,182)	(33)	(5,573)
Disposals	-	(122)	-	(122)
Foreign exchange movements	(1,128)	(73)	(1)	(1,202)
Balance at March 31, 2022	135,088	11,158	112	146,358

#### Lease liabilities

	Facilities <sup>(1)</sup> \$	Machinery, automotive and other equipment <sup>(2)</sup> \$	Computer equipment \$	Total \$
Balance at December 31, 2021	146,275	12,202	146	158,623
Additions	-	807	-	807
Modifications and remeasurements	494	-	-	494
Disposals	-	(127)	-	(127)
Finance costs	1,009	98	1	1,108
Lease payments	(4,828)	(1,228)	(36)	(6,092)
Foreign exchange movements	(1,183)	(72)	(1)	(1,256)
Balance at March 31, 2022	141,767	11,680	110	153,557
Less: current portion	(15,373)	(4,594)	(74)	(20,041)
	126,394	7,086	36	133,516

<sup>1.</sup> Includes agreements related to distribution, wood treatment, manufacturing and office facility leases.

<sup>2.</sup> Includes forklifts, light vehicles and other heavy equipment leases.



# 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 17):

Years ending December 31	\$
Remainder 2022	19,527
2023	24,959
2024	21,417
2025	16,345
2026	12,059
Thereafter	73,361
	167,668

#### 9. TIMBER

	\$
Balance at December 31, 2021	47,697
Reforestation provision on harvested land	93
Harvested timber transferred to inventory in the period	(400)
Change in fair value	351
Balance at March 31, 2022	47,741

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



# 10. INTANGIBLE ASSETS

	US	Value-added		
	operations	services	Total	
	\$	\$	\$	
Cost				
Cost at December 31, 2021	190,740	9,989	200,729	
Foreign exchange difference	(2,738)	-	(2,738)	
Cost at March 31, 2022	188,002	9,989	197,991	
Accumulated amortization				
Accumulated amortization at December 31, 2021	34,752	3,439	38,191	
Amortization	4,744	251	4,995	
Foreign exchange difference	(562)	-	(562)	
Accumulated amortization at March 31, 2022	38,934	3,690	42,624	
Net intangible assets at December 31, 2021	155,988	6,550	162,538	
Net intangible assets at March 31, 2022	149,068	6,299	155,367	

# 11. GOODWILL

	Canadian operations \$	US operations \$	Value-added services \$	Total
Balance at December 31, 2021	62,624	284,399	35,347	382,370
Foreign exchange difference	-	(4,075)	-	(4,075)
Balance at March 31, 2022	62,624	280,324	35,347	378,295

Change in provision for loss on bonds

Foreign exchange difference

2021 - \$115,433).

(17)

(164)



Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 31, 2022 and 2021 (in thousands of Canadian dollars)

# 12. 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.

	March 31, 2022 \$	December 31, 2021 \$
	<u>*</u>	*
Funds received on bonding obligations <sup>(1)</sup>	74,006	73,619
Payments made on bonding obligations <sup>(1)</sup>	(63,153)	(62,799)
Receipts in excess of payments	10,853	10,820
Provision for loss on bonds	390	413
	11,243	11,233
Funds received and disbursed, from contract commencement to reporting date.		
Activity in the Company's performance bond obligations was as follows:		
		\$
Balance at December 31, 2021		11,233
Net receipts on bonding obligations during the period		191

Balance at March 31, 2022 11,243

Total gross bonding contracts on all outstanding projects at March 31, 2022 were \$110,716 (December 31,

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.



# 13. LOANS AND BORROWINGS

	March 31, 2022					December	31, 2021	
-	Face value	Carrying amount	Current portion	Non- current portion	Face value	Carrying amount	Current portion	Non- current portion
	\$	\$	\$	\$	\$	\$	\$	\$
2023 Unsecured notes <sup>(1)</sup>	60,000	58,945	-	58,945	60,000	58,772	-	58,772
2026 Unsecured notes <sup>(2)</sup>	325,000	318,503	-	318,503	325,000	318,109	-	318,109
Revolving loan facility	398,866	397,359	-	397,359	275,576	273,931	-	273,931
Non-revolving term loan	16,791	16,543	2,667	13,876	17,458	17,187	2,667	14,520
Promissory notes	-	-	-		1,014	1,014	1,014	_
	800,657	791,350	2,667	788,683	679,048	669,013	3,681	665,332

<sup>1.</sup> Publicly traded on the TSX under the symbol DBM.NT.A. Maturity date is October 9, 2023 with interest rate of 6.375%, payable semi-annually ("2023 Unsecured Notes").

The terms and conditions of the revolving loan facility are consistent with those disclosed in Note 15 to the 2021 audited Annual Consolidated Financial Statements unless otherwise stated below.

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

During the three months ended March 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 gain of \$4,083 was recognized in Foreign currency translation in Other comprehensive income.

### 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.

<sup>2.</sup> Non-publicly traded, with a maturity date of May 15, 2026 and interest rate at 5.25%, payable semi-annually ("2026 Unsecured Notes").



## 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.

#### 14. PENSIONS AND OTHER POST-RETIREMENT BENEFITS

Total net benefit expense of the Company's pension and post-retirement benefit plans for the quarter ended March 31, 2022 was \$429 (2021 - \$407). These expenses have been included in distribution, selling and administration costs and finance costs in the unaudited Interim Condensed Consolidated Statement of Earnings.

The table below reflects liabilities related to employee future benefit plans.

	March 31, 2022	December 31, 2021
	\$	\$
Pension benefit plan	963	1,701
Other benefit plans	1,904	2,082
	2,867	3,783

Further information about these plans is disclosed in Note 16 to the 2021 audited Annual Consolidated Financial Statements.

#### 15. 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.



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

On November 24, 2021, the Company renewed its NCIB with respect to its common shares. Under the terms of the NCIB, the Company may purchase for cancellation up to an authorized number of common shares over a twelve-month period. Shares acquired will be at the market price of the shares at the time of acquisition.

Since the inception of the NCIB, the Company's NCIB activity was as follows:

Effective period	Authorized #	Repurchased #	Expired #	Remaining authorized #
November 26, 2018 - November 25, 2019	6,085,605	142,200	5,943,405	-
November 26, 2019 - November 25, 2020	5,995,340	-	5,995,340	-
November 26, 2020 - November 25, 2021	5,972,461	-	5,972,461	-
November 26, 2021 - November 25, 2022	6,825,000	-	-	6,825,000
As at March 31, 2022		142,200	17,911,206	6,825,000

Upon the cancellation of the common shares, the difference between the consideration paid for the repurchased shares and the average carrying value of the common shares is credited to contributed surplus.

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

As at March 31, 2022, outstanding Restricted Share Units ("RSUs") pursuant to the RECSP consisted of 57,242 units (December 31, 2021 - 57,242 units). Compensation expense in respect of RSUs for the quarter ended March 31, 2022 was \$34 (2021 - \$34).

Subsequent to March 31, 2022, 45,000 RSUs were converted to common shares pursuant to the RECSP.

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

For the quarter ended March 31, 2022, the Company has issued 96,034 (2021 - 61,036) common shares from treasury for gross proceeds of \$632 (2021 - \$393), pursuant to the ECSPP.



#### **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
	_	0.14	12,151			0.16	12,479	
Quarter 2			_		Jun 30, 2021	0.12	10,395	Jul 15, 2021
Quarter 3					Sep 30, 2021	0.12	10,402	Oct 15, 2021
Quarter 4					Dec 31, 2021	0.14	12,137	Jan 14, 2022
						0.54	45,413	

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

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.

#### 16. FINANCE COSTS

Finance costs include the following:

	Three months ende	Three months ended March 31,		
	2022	2021		
	<b>\$</b>	\$		
Loans and borrowings	6,637	2,245		
Lease liabilities	1,108	1,057		
Other	(108)	(81)		
Net cash interest	7,637	3,221		
Amortization of financing costs	727	321		
Interest on net defined benefit liability	27	37		
	8,391	3,579		



# 17. RELATED PARTY TRANSACTIONS

#### **Transactions**

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

	Three months ended March 31		
	2022	2021	
	\$	\$	
Leased distribution <sup>(1)</sup> and treatment facilities <sup>(2)</sup>	1,047	1,042	
Purchase of product <sup>(3)</sup>	1,080	900	
Management fees and other <sup>(4)</sup>	254	238	
Professional fees and other <sup>(5)</sup>	134	134	

<sup>1.</sup> 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:

rs ending December 31	
Remainder of 2022	3,14
2023	4,21
2024	3,93
2025	2,45
2026	1,89
Thereafter	11,90



# Payable to related parties

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

	March 31, 2022 \$	December 31, 2021 \$
Purchase of product <sup>(1)</sup>	105	219
Management fees and other <sup>(2)</sup>	42	37
Professional fees and other <sup>(3)</sup>	282	312

<sup>1.</sup> 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.

#### 18. FINANCIAL INSTRUMENTS

#### Non-derivative financial instruments

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

	March 31,	December 31, 2021		
	Carrying amount \$	Fair value \$	Carrying amount \$	Fair value \$
2023 Unsecured notes <sup>(1)</sup>	58,945	60,360	58,772	61,800
2026 Unsecured notes <sup>(2)</sup>	318,503	299,000	318,109	315,250
Revolving loan facility	397,359	398,866	273,931	275,576
Non-revolving term loan	16,543	16,791	17,187	17,458

<sup>1.</sup> Publicly traded 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 March 31, 2022 and December 31, 2021, respectively.
- 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 promissory notes and lease liabilities approximate their carrying values as they bear interest that approximates current market rates.

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

<sup>3.</sup> Owing to a company controlled by an officer of the Company.

<sup>2.</sup> Non-publicly traded, with a maturity date of May 15, 2026 and interest rate at 5.25%.



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 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 16.

#### **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.

The Company held no outstanding foreign exchange contracts as at March 31, 2022 and December 31, 2021. Additionally, the Company held a nominal amount of lumber futures contracts.

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 quarter ended March 31, 2022, the Company recorded an unrealized foreign exchange gain of \$4,083 (2021 - \$nil), arising on revaluation of hedged foreign currency debt in Foreign currency translation in Other comprehensive income during the period.

## 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.



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 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 March 31, 2022, trade accounts receivable, excluding other receivables, were as follows:

	\$
Current	345,579
Past due over 60 days	762
Trade receivables	346,341
Less: Allowance for doubtful accounts	(550)
	345,791

As at March 31, 2022, the maximum exposure to credit risk, including both trade and other receivables, was \$354,879 (December 31, 2021 - \$213,132), which represents the carrying value amount of financial instruments classified as trade and other receivables.

#### Interest rate risk

The Company is exposed to interest rate risk through its variable rate revolving loan facility and non-revolving term loan (Note 13). Based on the Company's average revolving loan facility and non-revolving term loan balances during the quarter ended March 31, 2022, the sensitivity of a 1% increase in interest rates would result in an approximate decrease of \$638 in quarterly net earnings.

#### **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.



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 31, 2022 and 2021 (in thousands of Canadian dollars)

As at March 31, 2022 the Company had US dollar drawings under its Revolving loan facility of US\$224,637 (December 31, 2021 - US\$205,105), which had been designated as a hedge against the Company's net investment in its foreign operations.

As at March 31, 2022, a quarterly increase of \$0.05 in the US dollar versus the Canadian dollar would have an insignificant impact on quarterly net earnings, and an increase in Other comprehensive earnings of approximately \$21,720.

## 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.

## 19. CHANGES IN NON-CASH WORKING CAPITAL

Changes in non-cash working capital had the following impact on cash flows:

	Three months ended March 31,		
	2022	2021	
	\$	\$	
Trade and other receivables	(145,163)	(144,231)	
Inventories	(67,337)	(62,548)	
Prepaid expenses and deposits	(2,172)	(268)	
Trade and other payables	26,750	9,889	
Performance bond obligations	796	(421)	
	(187,126)	(197,579)	



## 20. 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.

	Three month	s ended Mar	ch 31, 2022	Three months	ended Marc	h 31, 2021
	Building Materials \$	Others \$	Total \$	Building Materials \$	Others \$	Total \$
Geographic markets						
Canada	305,585	7,348	312,933	344,677	8,345	353,022
US	537,135	1,232	538,367	165,148	1,756	166,904
	842,720	8,580	851,300	509,825	10,101	519,926
Revenue categories						
Products	842,683	8,580	851,263	509,805	10,101	519,906
Services	37	-	37	20	-	20
	842,720	8,580	851,300	509,825	10,101	519,926

Certain customers elect to prepay for goods and services, for which the Company has recorded a contract liability of \$4,565 as at March 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 unaudited Interim Condensed Consolidated Statement of Financial Position.

The Company has sold products to certain customers who each contribute greater than 10% of its revenues. During the quarter ended March 31, 2022, one customer individually accounted for revenues in excess of 10%, purchasing an aggregate of \$258,575 (2021 - \$180,552 representing two customers).

#### 21. 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:

	Three months	ended Marcl	n 31, 2022	Three months ended March 31, 2021		
	Building Materials \$	Others \$	Total	Building Materials \$	Others \$	Total
Revenue	842,720	8,580	851,300	509,825	10,101	519,926
Specified expenses						
Depreciation and amortization	15,409	809	16,218	8,390	1,945	10,335
Finance costs	8,183	208	8,391	3,204	375	3,579
Net earnings (loss)	41,017	1,011	42,028	34,751	(594)	34,157
Purchase of property, plant and equipment	2,048	171	2,219	1,300	159	1,459

Business segment long-term assets were as follows:

	March 31, 2022				December 31, 2021			
_	Building Materials \$	Others \$	Percent %	Total \$	Building Materials \$	Others \$	Percent %	Total \$
Canada	175,699	97,040	31	272,739	177,847	97,336	31	275,183
US	606,330	-	69	606,330	626,631	-	69	626,631
Long-term assets	782,029	97,040	100	879,069	804,478	97,336	100	901,814

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

		Three months ended March 31,		
	2022	2021		
	%	%		
Construction materials	81	72		
Specialty and allied	16	23		
Other	3	5		
	100	100		

#### 22. 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 and cumulative dividends on shares, in the definition of capital.



# **FIRST QUARTER REPORT 2022**

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three months ended March 31, 2022 and 2021 (in thousands of Canadian dollars)

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 period.

#### 23. 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.

#### 24. 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.

#### 25. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform to the financial statement presentation adopted in the current period.



# **Corporate Information**





# **Directors**

Ian 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





Division matériaux de construction

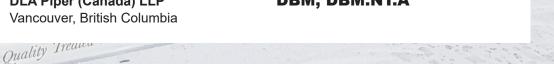














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