

2015 Annual Report

Richards Packaging Income Fund

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Securigo

HEALTHMARK



**Good Things
Come in
Richards
Packaging**



McKernan
PACKAGING CLEARING HOUSE

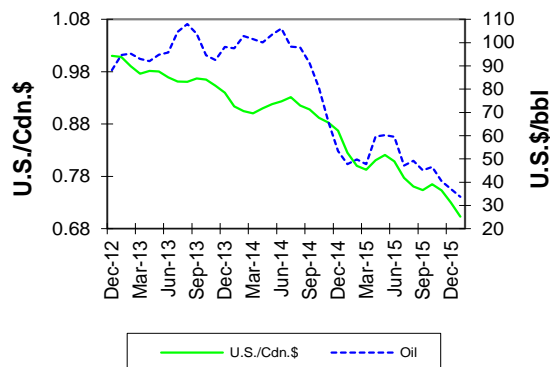
QUALITY DISCOUNT PACKAGING



INVESTMENT PROPOSITION

Financial Markets

- Global stagnation jobless recovery continued but US dollar strength drove packaging down 2% in 2015 (up 5% in 2014)
- Commodities back to 2003 levels with f/x and oil prices converging again
- U.S./Cdn. exchange rate now +/- \$0.72
- Short term borrowing rates in US poised to go higher narrowing spread with Canada
- Government shift to stimulus and growing deficits



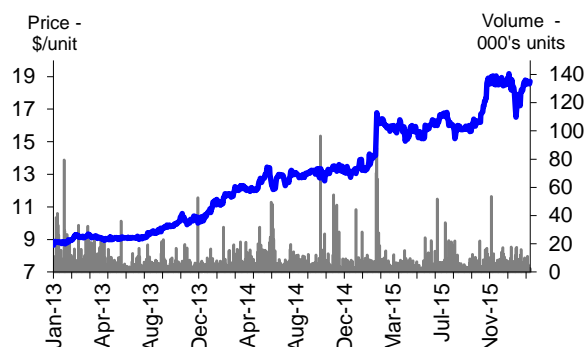
Distribution Policy

- Pro forma distributable cash reflects long term rates of 3% interest and a U.S./Cdn. 80.5¢ exchange rate net of taxes
- Distributions for 2015 will be return of capital reflecting cash flow from Richards US
- April 2016 monthly distributions increased 2¢ to 9.35¢ per Unit
- Payout target of 80% reflects uncertain times

(\$ millions)	2015	Adj's	Proforma
EBITDA	29.9	(0.6)	29.3
Interest	(2.2)	(0.6)	(2.8)
Dividends - Vision	0.1		0.1
Taxes	(8.6)	0.4	(8.2)
Maintenance capital	(1.3)		(1.3)
Future Distributable cash	17.9		17.1
Current distribution level	10.4	2.8	13.2
Payout Ratio	58%		77%

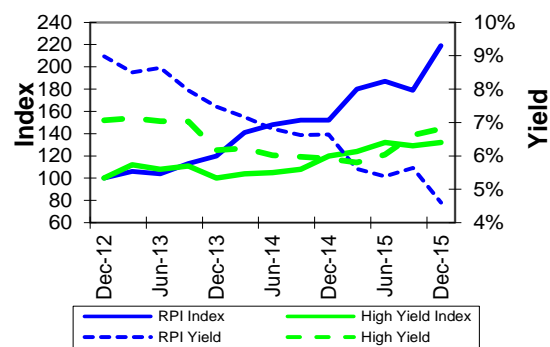
RPI.UN Trading Activity

- Prices above \$18 reflecting demand for high-yield securities driving yield down to below 5%
- Spike in Feb 2015 due to recommended “Top pick” on *BNN* aired Feb 17, 2015
- Increase in Nov 2015 reflected the Healthmark acquisition and a favourable currency environment
- Debt to EBITDA at 1.3 for 2014 and 1.5 for 2015



High Yield Diversified Market

- December 2012 Price Index = 100
- Includes 40 corporations and trusts with yields in excess of 5%
- Yields stabilizing – between 6% and 7%
- Average price index flattened reflecting market volatility
- Average payout 64% (2014 – 67%), monthly distribution 7.8¢ (2014 – 7.5¢) and leverage 2.2 (2014 – 2.5)



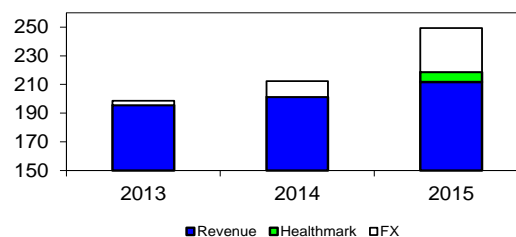
Richards Packaging Income Fund

PERFORMANCE SNAPSHOT

Revenue

- Organic growth 5% or \$10.4 mil. both in Top 60 and small customers (2014 – \$8.8 mil.)
- Non-cash currency translation impact of \$19.8 mil. (2014 – \$8.0 mil.) with FX rates returning to levels at initial public offering date in 2004
- Slight changes in mix: 2% closures and 1% glass increase; 1% plastics decrease
- Healthmark acquisition diversifies healthcare market offering

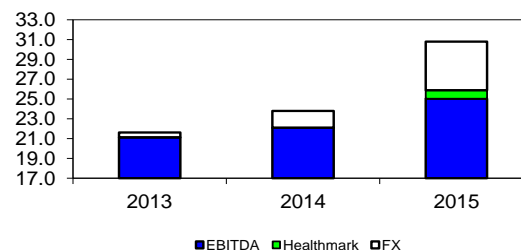
(\$ millions)



EBITDA¹

- EBITDA up \$6.1 mil. at 12% of sales (2014 – \$2.2 mil.) or 0.8% of sales
- Inventory \$2.4 mil. provision (2014 – \$1.4 mil.)
- FX currency impact \$3.2 mil. (2014 – \$1.2 mil.)
- Working capital payback approximately 3 years
- Expansion capital impact \$0.1 mil.

(\$ millions)



Cash Management

- Free cash flow² reflects higher EBITDA and associated income taxes
- Debt payments \$2.3 mil. (2014 – \$3.0 mil.)
- Leverage ratio 1.5 and gearing ratio 40%
- NCIB initiated in 2012 and continued on thereafter

(\$ millions)

	2013	2014	2015
Free Cash Flow	3.5	4.2	7.4
Cash	2.6	1.1	0.8
Working Capital	39.9	43.0	59.9
Expansion Capex	0.4	0.3	0.4
Term Debt	35.5	32.5	47.0
Debt/EBITDA	1.6	1.3	1.5
Units Purchased	0.4	0.1	0.2

Fourth Quarter Results

- Revenue growth excluding Healthmark of \$6.9 mil. 2.5% or \$1.4 mil. organically; FX currency impact \$5.4 mil. (2014 – \$2.3 mil.) on U.S./Cdn 13.2¢ weakening
- Inventory write down of \$0.6 mil. (2014 – \$0.4 mil.) didn't affect margin on higher revenue
- EBITDA up \$2.3 mil.; FX currency impact \$0.9 mil. (2014 – \$0.3 mil.)

(\$ millions)

	2013	2014	2015
Revenue	48.1	54.9	68.6
EBITDA ¹	5.0	6.3	8.5
	10.3%	11.4%	12.4%
Payout Ratio ³	77%	72%	51%
Debt Repayment	2.5	1.0	0.5
Share Buyback	—	0.1	0.2

Richards Packaging Income Fund

CEO'S REPORT TO UNITHOLDERS

December 31, 2015

Richards Packaging has been providing packaging solutions to small- and medium-sized North American businesses since 1912. Over this period Richards Packaging has developed into the leading packaging distributor in Canada, and the third largest in North America, with one of the most diverse product and service offerings available to product marketers.

The sling shot effect of the foreign currency devaluation, back to our initial public offering levels of 2004, drove explosive revenue and earnings growth in 2015. Overall performance exceeded our expectations with organic revenue growth of 5%. The dollar depreciation of 12.4¢ to U.S./Cdn. \$0.78 added an additional 9% to revenue. The Healthmark acquisition beginning Oct. 1st contributed an additional \$6.9 million. EBITDA¹ as a percentage of sales rose 0.8% to 12% or by \$6.1 million. Net income was \$10.5 million, or \$0.97 per Unit, up \$2.5 million from 2014 which mainly reflects higher EBITDA offset by the mark-to-market loss on exchangeable shares due to a \$5.89/Unit appreciation.

Fourth quarter results reflect the first full quarter of Healthmark, organic growth of 2.5% and an EBITDA at 12% of sales. The dollar depreciation of \$13.2¢ to U.S./Cdn. \$0.75 added an additional \$5.4 million of revenue and \$0.9 million of EBITDA. Net income was down \$1.5 million as the higher EBITDA was more than offset by the \$2.7 million loss on mark-to-market of exchangeable shares and \$0.6 million in higher taxes.

The \$7.4 million in free cash flow² for the year was utilized to invest \$6.3 million in working capital, to pay down \$0.5 million in debt, pay for expansion capital of \$0.4 million and purchase \$0.2 million of Units under the normal course issuer bid.

Significant achievements in 2015 include the acquisition of the Healthmark organization on October 1st. Healthmark is a leading Canadian provider of sterile IV, chemo and oral drug packaging and dispensing systems to the health care industry. The funding of this acquisition included bank debt plus \$2,000 of contingent consideration to be adjusted based upon future earnings for either 2016 or 2017 at the sellers' option.

The focus for 2016 will be to continue to grow revenue by 1% to 3% if the economic recovery continues. The impact of currency weakness should allow for the benefits of higher revenue translation to fall to the bottom line. Cash flow from operations will be adequate to fund minimal working capital investments at these slower revenue growth rates. Acquisitions still remain part of our strategic direction although locating compelling targets has proved challenging⁴.

We appreciate the support of our customers, suppliers, employees, and investors and will continue to execute on our commitments with the highest degree of quality, care and integrity.

"Gerry Glynn"
Chief Executive Officer
Richards Packaging Inc.

March 3, 2016

Richards Packaging Income Fund

INDEPENDENT TRUSTEES' REPORT

December 31, 2015

It is our pleasure as independent trustees to provide this brief report on governance of the Fund.

The interests of Unitholders are represented by five trustees, four independent trustees and the chief executive officer of Richards Packaging Inc. Trustees also serve as directors of certain wholly owned subsidiaries of Richards Packaging. The mandate of the trustees is to ensure the integrity of reporting to Unitholders, while the directors monitor the strategic, business and financial plans of Richards Packaging, and the succession plan for senior management. Our approach to corporate governance is to meet or exceed the guidelines developed by the Ontario Securities Commission.

The trustees have established the audit committee which is responsible for overseeing the activities of the external auditors, PricewaterhouseCoopers LLP, the quality and thoroughness of financial reporting and the effectiveness of internal controls in providing financial information and safeguarding assets of Richards Packaging. The directors have established the compensation and corporate governance committee to assess senior management performance, review their compensation, set CEO compensation and oversee the succession planning process. All members of both committees are independent of management.

Each trustee, director and officer of Richards Packaging is a unitholder and combined own 38% of the Fund. Accordingly, our motivation and interests are aligned with the public unitholders. Overall, our goal as directors and officers is to add value to Richards Packaging by contributing our broad experience and expertise in directing a controlled growth-oriented enterprise.

The Trustees approved an increase to the monthly distributions of 2¢ to 9.35¢ per unit beginning with unitholders of record at the close of business on March 31, 2016 payable on April 14, 2016. Factors considered when settling this distribution level included current low interest rates and exchange rates and the cash needs of operations.

The Fund paid monthly distributions of 7.35¢ per Unit for the year, which represents an annualized yield of 4.6% on the December 31st closing price of \$19.18 per Unit. The payout ratio³ for the fourth quarter was 51% and 58% for the year with free cash flow² mainly deployed to invest in working capital. The distributions for 2015 were all return of capital.

On March 13, 2015, the Fund initiated a normal course issuer bid to purchase up to 200,000 Units prior to March 12, 2016. During the year 11,300 units were purchased at an average price of \$18.50 per Unit and subsequent to year end 16,000 at \$18.05 per Unit. On March 14, 2016, the Fund will reinstate a normal course issuer bid to purchase up to 200,000 Units prior to March 13, 2017.

“Don Wright”
Chair

“Wayne McLeod”
Chair - audit committee

“Rami Younes”
Trustee

“Derek Ridout”
Chair – compensation &
Corporate governance committee

March 3, 2016

Richards Packaging Income Fund

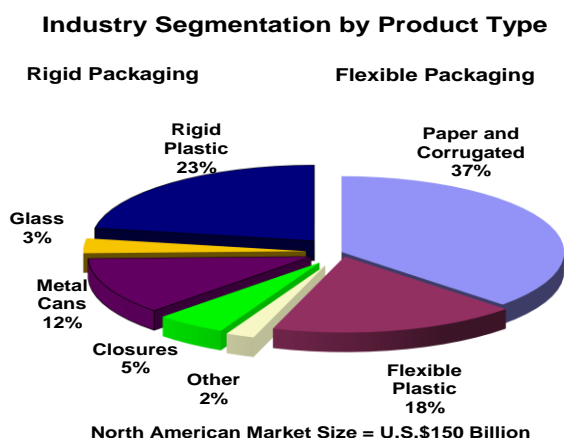
MANAGEMENT’S DISCUSSION AND ANALYSIS

March 3, 2016

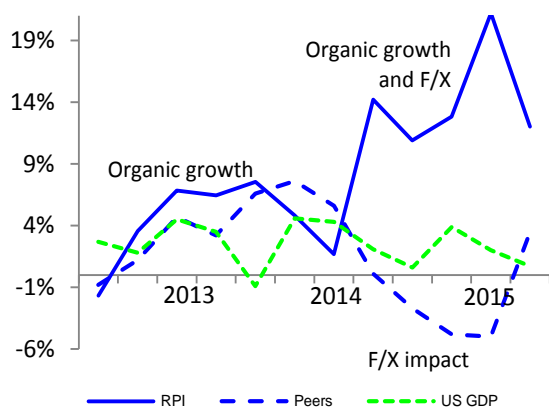
This management’s discussion and analysis of Richards Packaging Income Fund (“MD&A”) for the year should be read in conjunction with the attached audited financial statements for the year ended December 31, 2015, the quarterly reports for the periods ended March 31, June 30 and September 30, 2015 and the Annual Information Form dated March 3, 2016. Results are reported in Canadian dollars and have been prepared in accordance with International Financial Reporting Standards on a consistent basis with the annual financial statements.

North American Packaging Industry

Packaging is pervasive, as almost all products are delivered in some form of packaging. The properties of packaging fulfils not only the practical, transportability, protection functions and shelf life, but also serves to differentiate products and communicate branding messages such as quality, safety and consumer satisfaction. The latest ergonomically complex packaging components’ design reflects significant investment in market research and product development. To meet the needs of this changing marketplace, the packaging industry has segmented into different product types outlined in the adjacent chart. Markets flat in 2015 as GDP expansion was offset by US dollar strengthening.



Revenue growth



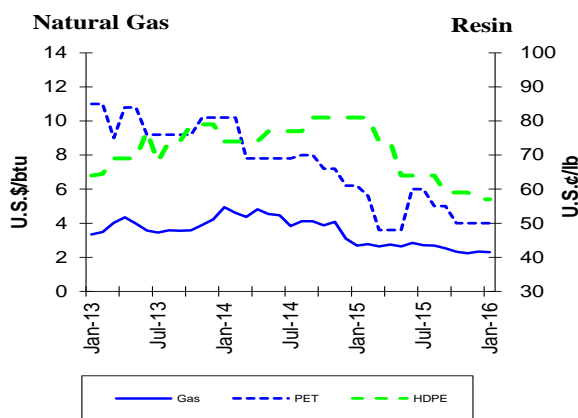
As large product marketers have consolidated, packaging companies have embarked on a parallel industry consolidation strategy to meet their needs. Concentration is high in the glass, metal and paper segments with two to five companies controlling approximately 90% of their market and concentration is medium in the rigid plastic, flexible plastic and closure segments with 10 to 15 companies controlling 50% to 60% of their market. In 2015, there were over 190 acquisitions in the global packaging industry, up slightly over 2014, with an average value of U.S.\$184 million (2014 – U.S.\$128 million) at a median multiple of 8.5 times EBITDA¹ (2014 – 8.2). During 2015, the top 20 companies continued to spend on capital at the cautious rate of 5% of revenue. At the same time, excess capacity is continually being addressed with divestitures by conglomerates.

Richards Packaging Income Fund

MANAGEMENT'S DISCUSSION AND ANALYSIS

March 3, 2016

Energy prices continue to be a major factor for the industry affecting glass furnace economics, resin costs and freight costs. In 2015, HDPE and PET resin prices began to converge with natural gas, their main feedstock with prices dropping in line. Financing structures in place at most packaging companies are similar to that of an income trust, with significant use of debt priced anywhere from 3% to 7% and free cash flow as defined within the industry at 4%, which ensures that a disciplined approach to passing cost increases through will remain in place. Clear evidence is that for the top 20 companies, their EBITDA as defined within the industry as a percent of sales has remained at a healthy 15% overall for 2015.



PET – Polyethylene terephthalate; HDPE – High Density Polyethylene

Description of the Business and Fund Profile

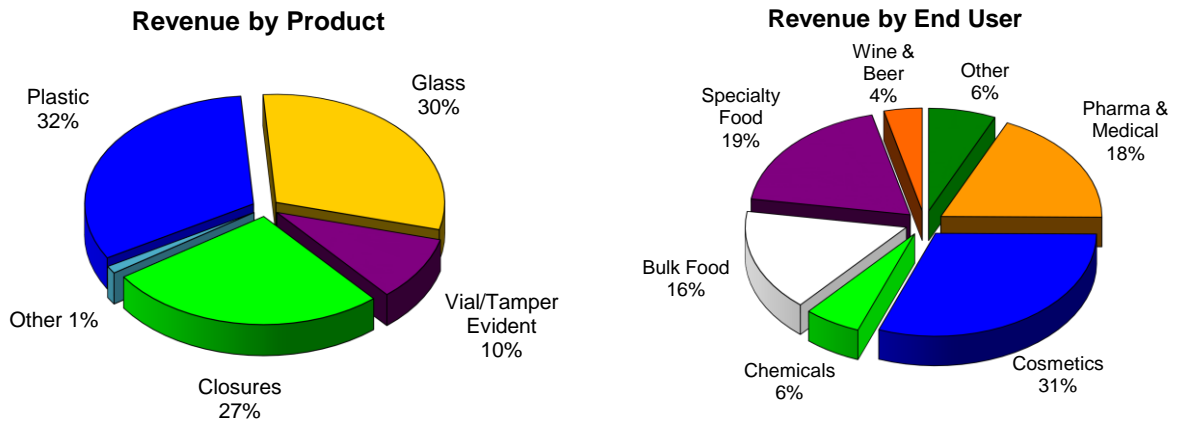
Within the North American Packaging Industry a \$3 billion distributor-based market for rigid packaging exists to serve regional small- to medium-sized premium product marketers. Approximately 50 distributors provide marketing and package design expertise, source multiple packaging components from around the world, aggregate orders ensuring access to large manufacturers and provide inventory and logistics support to deliver a complete packaging solution. Concentration in this segment is growing with the top five companies now controlling over 60% of their market. Richards Packaging Inc. and its subsidiaries (“Richards Packaging”) are the largest packaging distributor in Canada and the third largest in North America. Other distributors consist mainly of local or regional family-owned companies who specialize to meet the unique needs of their customers.

Richards Packaging Income Fund (the “Fund”) is a limited purpose, open-ended trust created on February 26, 2004 to invest in packaging distribution businesses throughout North America. The Fund commenced operations on April 7, 2004 when the Fund completed an initial public offering of 8,569,913 trust units of the Fund (“Units”) at a price of \$10 per Unit and indirectly purchased 96% of the securities of Richards Packaging Inc. The remaining 4% represented the exchangeable shareholder ownership which has subsequently been re-characterized as debt.

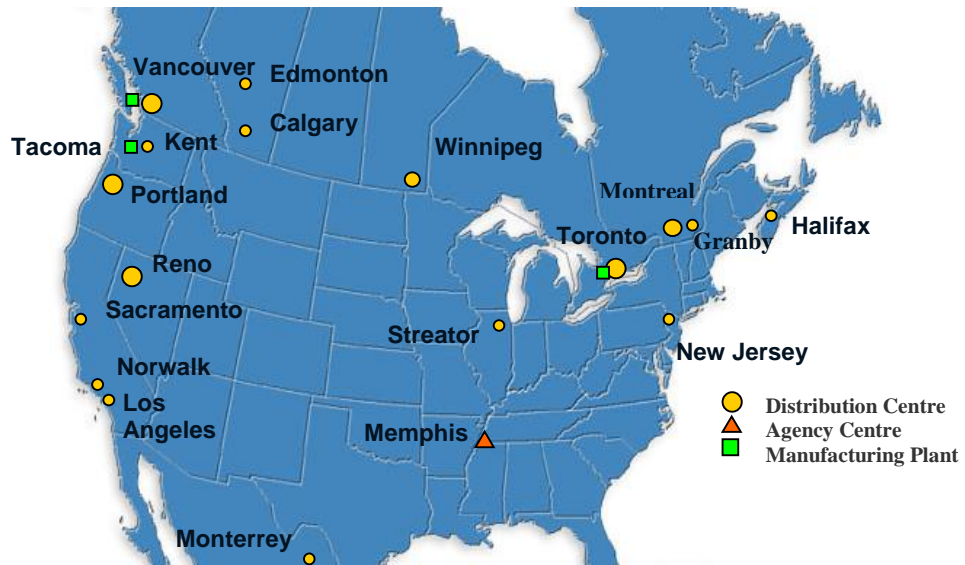
Richards Packaging serves a wide customer base that is comprised of approximately 13,300 regional food, beverage, cosmetic, specialty chemical, pharmaceutical and other companies (2014 – 12,500). The primary source of revenue is from the distribution of over 5,000 different types of packaging containers and related components sourced from over 600 suppliers and its three dedicated manufacturing facilities. Sales from these manufacturing facilities represent 13% of the total revenues (2014 – 14%). In addition to providing its customers with a wide range of packaging solutions, Richards Packaging provides design and development services and comprehensive logistics management through 17 sales offices and one agency location.

MANAGEMENT'S DISCUSSION AND ANALYSIS

March 3, 2016



Richards Packaging Locations



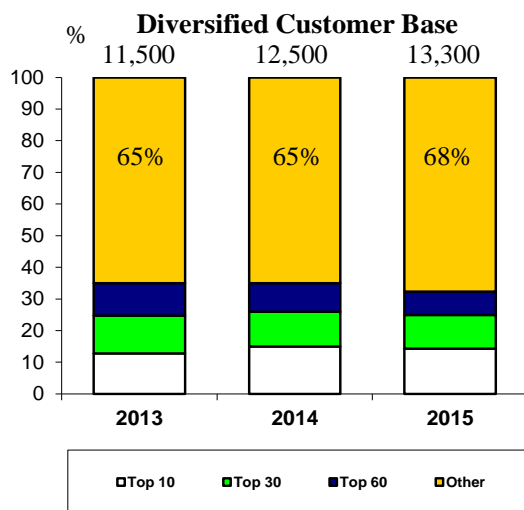
Richards Packaging Income Fund

MANAGEMENT'S DISCUSSION AND ANALYSIS

March 3, 2016

The cornerstones of Richards Packaging's strategy include:

- Focusing on a diversified customer base dominated by small regional premium product marketers,
- Providing a complete one-stop source of packaging solutions,
- Being one of the largest distributors of European and Asian glass for the specialty food, wine and beer markets,
- Being the leading supplier of sterile IV, chemo and oral drug packaging and dispensing systems to health care service providers in Canada,
- Being the largest distributor of surplus packaging, and
- Being the only major distributor with dedicated in-house plastics manufacturing capability.



During 2015, management continued to strategically reposition Richards Packaging in the marketplace to optimize the concentration of large customers and focus on customers with the highest value for the unique product offering and services we provide. The concentration of our top 60 customers increased in 2015 by \$6 million (2014 – \$5 million) in addition to the \$24 million growth in small customers (2014 – \$9 million) as they experienced a growth rate of 18% per annum (2014 – 7%).

Impact of Changes in Financial Markets

Precarious global economic markets reflect struggling GDP growth, collapsing commodity prices, currency wars and divergent United States monetary policy from the rest of the first world. Policy shifts from austerity to government deficit spending and tax rate increases will also impact currency valuations and GDP growth.

Credit Markets and Interest rates

Short term borrowing rates were lowered ahead of an increase in the United States creating an unprecedented tightening of the spread to 0.3%. Rates decreased with short term BA's down at 0.8% (2014 – 1.2%).

Foreign Exchange

Exchange rates averaged U.S./Cdn. \$0.78 leading to an impact on both revenue and EBITDA of \$19.8 million and \$3.2 million, respectively in the year. Volatility continued with plunging oil prices in 2015 with exchange rates dropping to U.S./Cdn. \$0.72 as we face a lackluster Canadian economy as opposed to the more robust US economy.

(\$ millions)	2013	2014	2015
INTEREST RATES	1.2%	1.2%	0.8%
Impact on Interest	—	—	0.1
F/X - U.S./Cdn.\$	0.97	0.91	0.78
Impact on:			
Revenue	3.1	8.0	19.8
EBITDA	0.5	1.7	3.2

Richards Packaging Income Fund

MANAGEMENT'S DISCUSSION AND ANALYSIS

March 3, 2016

Gross Domestic Product

After experiencing consecutive quarters of negative growth in 2009, the gross domestic product growth rates in the United States and Canada remained mainly in positive territory for 2010 through 2015. In Canada, the year began with recessionary rates at -0.2% and -0.1% in the first and second quarters with a rebound of 0.6% in the third and 0.8% for the fourth quarter while the United States grew 0.6%, 3.9%, 2.0% and 0.7% in each of the respective quarters. These patterns of growth were not reflected in our operations where growth was prevalent in both our US and Canadian operations.

Highlights and Selected Financial Information

The MD&A covers the three and 12 months ended December 31, 2015 and 2014 (generally referred to in this MD&A as the “fourth quarter” and the “year” respectively).

Highlights of the overall performance for the year include:

- Revenue up 4.9% organically excluding Healthmark, and 9.3% from a 12.4¢ U.S./Cdn. drop,
- EBITDA¹ up \$6.1 mil. representing 12% of sales or an 18.3% return on net operating assets; foreign currency contributing \$3.2 mil.
- Healthmark acquisition on Oct. 1st, at a purchase price of \$18.8 mil. financed by \$16.8 mil. bank borrowing and \$2.0 mil. contingent consideration,
- Current income taxes up \$1.8 mil. in line with higher taxable income,
- Net income up \$2.5 mil. due primarily to higher EBITDA and the completion of amortization of customer relationships, partially offset by the mark-to-market losses on exchangeable shares and income taxes,
- Non-cash working capital increase of \$5.9 mil. – \$8.8 mil. increase in inventory offset by \$4.0 mil. increase in payables for growth,
- Revolving and term debt repayments of \$1.8 mil. and \$0.5 mil. respectively (2014 – \$3.0 mil.),
- Monthly distributions 7.35¢ per Unit to yield a 4.6% return (@\$19.18/Unit – Dec 31st),
- Buy back of \$0.2 mil., or 11,300 Units (@ \$18.50/Unit), under the normal course issuer bid, and
- Distributable cash flow² increased by 29¢ to \$1.52 per Unit yielding a payout ratio³ of 58%.

Distribution policy is set by the Trustees after giving careful consideration to the projected cash flows of the Fund, the long-term sustainability of the distribution level and the balance of risks and future prospects of the investments of the Fund. This policy is not set based upon net income due to various non-cash accounting charges that depress net income such as amortization, gains and losses on financial instruments and deferred income taxes. Factors considered when setting this level included the funding needed for potential acquisitions, the current low interest and foreign exchange rates and the cash needs of operations.

Richards Packaging Income Fund

MANAGEMENT'S DISCUSSION AND ANALYSIS

March 3, 2016

(\$ thousands)	Qtr. 1		Qtr. 2		Qtr. 3		Qtr. 4		Calendar Year		
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2013
Income Statement Data:											
Revenue.....	56,329	50,993	60,304	53,444	64,174	52,942	68,623	54,906	249,430	212,285	198,528
EBITDA ¹	6,467	5,708	7,143	6,193	7,737	5,617	8,535	6,279	29,882	23,797	21,611
<i>Diluted per Unit</i>	<i>55.2¢</i>	<i>48.7¢</i>	<i>60.9¢</i>	<i>52.8¢</i>	<i>66.0¢</i>	<i>47.9¢</i>	<i>72.8¢</i>	<i>53.6¢</i>	<i>\$2.55</i>	<i>\$2.03</i>	<i>\$1.84</i>
Net income.....	897	392	3,408	2,199	4,847	2,695	1,353	2,736	10,505	8,022	4,957
<i>Diluted per Unit</i> ^{c)}	<i>8.4¢</i>	<i>3.7¢</i>	<i>31.6¢</i>	<i>20.5¢</i>	<i>38.1¢</i>	<i>25.2¢</i>	<i>12.4¢</i>	<i>25.6¢</i>	<i>\$0.97</i>	<i>\$0.75</i>	<i>\$0.46</i>
Financial Position Data:											
Working capital.....	46,550	41,318	48,735	40,379	52,196	42,187	59,802	42,989	59,802	42,989	39,858
Net operating assets.....	136,208	126,091	137,425	123,502	144,099	126,724	163,097	128,574	163,097	128,574	123,957
<i>EBITDA/Assets</i>									<i>18.3%</i>	<i>18.5%</i>	<i>17.4%</i>
Bank debt.....	32,435	35,000	33,307	34,000	32,448	33,500	46,883	32,428	46,883	32,428	35,500
<i>Debt/EBITDA</i>	<i>1.3</i>	<i>1.5</i>	<i>1.3</i>	<i>1.5</i>	<i>1.1</i>	<i>1.4</i>	<i>1.5</i>	<i>1.3</i>	<i>1.5</i>	<i>1.3</i>	<i>1.6</i>
<i>Gearing ratio</i> ^{b)}									<i>40.3%</i>	<i>33.7%</i>	<i>40.1%</i>
Cash Flow Statement Data:											
Distributions ^{a)}	2,604	2,406	2,602	2,592	2,609	2,597	2,609	2,580	10,424	10,175	9,235
<i>Diluted per Unit</i>	<i>22.3¢</i>	<i>20.6¢</i>	<i>22.2¢</i>	<i>22.1¢</i>	<i>22.3¢</i>	<i>22.1¢</i>	<i>22.3¢</i>	<i>22.0¢</i>	<i>\$0.89</i>	<i>\$0.87</i>	<i>\$0.79</i>
<i>Payout ratio</i> ³	<i>71%</i>	<i>68%</i>	<i>59%</i>	<i>68%</i>	<i>56%</i>	<i>73%</i>	<i>51%</i>	<i>72%</i>	<i>58%</i>	<i>71%</i>	<i>72%</i>
Free cash flow.....	1,074	1,110	1,785	1,193	2,040	965	2,523	979	7,422	4,247	3,521
<i>Diluted per Unit</i>	<i>9.2¢</i>	<i>9.5¢</i>	<i>15.2¢</i>	<i>10.2¢</i>	<i>17.4¢</i>	<i>8.2¢</i>	<i>21.5¢</i>	<i>8.4¢</i>	<i>\$0.63</i>	<i>\$0.36</i>	<i>\$0.30</i>
Unit purchases.....	—	—	—	—	—	—	209	88	209	88	426
Debt repayments.....	—	500	(866)	1,000	866	500	2,257	1,000	2,257	3,000	6,000

a) presented on a declared basis;

b) calculated as the percentage of bank debt to net operating assets less bank debt which excludes exchangeable shares

c) anti-dilutive result reverts back to basic income per Unit

Review of Operations

Operations were approximately 45% in Canada and 55% in the United States (“Richards Packaging US”). Approximately one-third of sales are concentrated in Toronto, Montreal, Winnipeg and Vancouver and 40% in Los Angeles, Reno and Portland.

Revenue increased by \$6.8 million, or 12.3% for the fourth quarter (2014 – \$6.8 million, or 14.2%), and by \$30.2 million, or 14.2% for the year, excluding \$6.9 million of revenue from Healthmark, (2014 – \$13.8 million, or 6.9%), from the same periods in 2014, respectively. During the fourth quarter, revenue increased on organic growth of \$1.4 million, or 2.5%, (2014 – \$4.5 million, or 9.7%) back down to industry norms. The translation impact of Richards Packaging US, with the Canadian dollar weakening 13.2¢ to U.S./Cdn. \$0.75, contributed \$5.4 million (2014 – \$2.3 million). For the year, the revenue increase was due to organic growth of \$10.4 million, or 4.9%, (2014 – \$5.8 million, or 3.0%) and the

Richards Packaging Income Fund

MANAGEMENT'S DISCUSSION AND ANALYSIS

March 3, 2016

translation impact of Richards Packaging US of \$19.8 million due to a U.S./Cdn. 12.4¢ weakening to U.S./Cdn. \$0.78 (2014 – \$8.0 million).

(\$ thousands)	Qtr. 1		Qtr. 2		Qtr. 3		Qtr. 4		Calendar Year		
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2013
Revenue	56,329	50,993	60,304	53,444	64,174	52,942	68,623	54,906	249,430	212,285	198,528
Cost of products sold.....	47,262	42,914	50,479	44,908	53,326	44,795	57,041	46,317	208,108	178,934	167,837
Gross profit.....	9,067	8,079	9,825	8,536	10,848	8,147	11,582	8,589	41,322	33,351	30,691
	16.1%	15.8%	16.3%	16.0%	16.9%	15.4%	16.9%	15.6%	16.6%	15.7%	15.5%
Administrative expenses.....	2,538	2,342	2,648	2,395	3,022	2,434	3,054	2,358	11,262	9,529	9,010
Foreign currency loss (gain)....	62	29	34	(52)	89	96	(7)	(48)	178	25	70
EBITDA ¹	6,467	5,708	7,143	6,193	7,737	5,617	8,535	6,279	29,882	23,797	21,611
	11.5%	11.2%	11.8%	11.6%	12.1%	10.6%	12.4%	11.4%	12.0%	11.2%	10.9%
Amortization.....	694	1,641	703	729	689	733	1,046	883	3,132	3,986	7,788
Disputed duties.....	—	—	—	—	—	—	—	—	—	—	(436)
Patent defense legal costs.....	—	—	—	—	—	—	—	—	—	—	1,290
Financial expenses.....	499	471	538	589	525	542	652	440	2,214	2,042	2,079
Exchangeable shares.....	2,681	2,106	750	1,154	(382)	305	3,091	432	6,140	3,997	2,757
Share of income - Vision.....	(27)	(20)	(27)	(19)	(52)	(28)	(28)	(31)	(134)	(98)	(251)
Income tax expense.....	1,723	1,118	1,771	1,541	2,110	1,370	2,421	1,819	8,025	5,848	3,427
Net Income (loss)	897	392	3,408	2,199	4,847	2,695	1,353	2,736	10,505	8,022	4,957

Cost of products sold (before amortization) increased \$10.7 million for the fourth quarter or 23.2% (2014 – \$5.5 million, or 13.5%) and increased by \$29.2 million for the year, or 16.3% (2014 – \$11.1 million, or 6.6%) from the same periods in 2014, respectively. During the fourth quarter gross profit margins were up 1.3% (2014 – 0.5%) from the same period in 2014, primarily due to the increased volumes. For the year gross profit margins were up 0.9% (2014 – 0.2%) as higher volumes absorbed the impact of \$2.4 million of inventory write-downs. The volatility in the price of resins continues to not have a material impact on margins as a result of management's practice of immediately passing through increases and decreases to customers.

Administrative expenses (before amortization) increased \$0.7 million, or 0.2% of sales, for the fourth quarter (2014 – \$0.1 million, or 0.2% of sales) and increased \$1.7 million for the year (2014 – \$0.5 million), over the same periods in 2014, respectively mainly due to the translation impact of expenses of Richards Packaging US.

The foreign currency loss (gain) resulted from exchange rate changes applied to our U.S. denominated working capital position within our Canadian operations. The net liability position, which dropped in the fourth quarter lead to a gain with the weakening of the Canadian dollar.

EBITDA¹ increased \$2.3 million for the fourth quarter (2014 – \$1.3 million) and increased \$6.1 million for the year (2014 – \$2.2 million), over the same periods in 2014, respectively. For the year the impact of the U.S./Cdn. 12.4¢ weakening resulted in an increase to EBITDA of \$3.2 million (2014 – \$1.2 million). As a percent of sales, EBITDA was at 12.4% for the fourth quarter and 12.0% for the year (2014 – 11.2%). Changes were due to the factors outlined above.

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Amortization of \$1.0 million for the fourth quarter and \$3.1 million for the year was mainly comprised of \$0.7 million for the quarter and \$1.8 million for the year for intangible assets, which represents a charge for customer relationships and patents. The remaining amortization amounts consisted of plant and equipment depreciation of \$0.4 million for the fourth quarter and \$1.3 million for the year, which approximates the annual capital expenditure spending requirement.

Disputed duties in 2013 resulted from the reversal of additional duties accrued in 2012 for product imported into Mexico. Patent defense legal costs in 2013 were incurred to establish infringement on our Dispill patent, trademark and copyright.

Financial expenses increased \$0.2 million for the fourth quarter and the year from the same periods in 2014, with higher term debt and credit card fees partially offset by a 0.4% decrease in variable interest rates.

Exchangeable shares include the mark-to-market loss and the dividends paid on the exchangeable shares. The mark-to-market loss for the year reflects a unit price increase during the year of \$5.89 to \$19.18 per Unit (\$5.3 million) in addition to the monthly dividend on the exchangeable shares (\$0.9 million) which was increased in March 2014 by 0.8¢ per Unit to 7.35¢ per Unit.

For the year, taxes increased \$2.2 million as current taxes increased \$1.8 million and lower deferred tax income of \$0.4 million reflecting decreased intangible amortization. Net deferred tax liabilities are \$7.1 million, which include \$6.6 million of customer relationships, patents and trademarks, \$0.8 million of plant and equipment net of \$0.5 million of working capital.

Net income for the fourth quarter was \$1.4 million, and for the year was \$10.5 million, which represented 12.4¢ and \$0.97 per Unit on a diluted basis, respectively. A time-weighted average total of 10,807,570 Units and 846,435 exchangeable shares, exchangeable into Units on a one-for-one basis, were outstanding in 2015.

Distributable Cash Flow

The distributable cash flow² definition excludes changes in working capital and capital expenditures for expansion of the business, as they are necessary to drive organic growth and are expected to be financed by a \$5.0 million revolving facility currently undrawn (2014 – nil drawn).

Distributable cash flow² for the fourth quarter at \$5.1 million increased \$1.6 million in comparison to the same period in 2014 as higher EBITDA¹ was offset by higher interest and income taxes due to the increase in earnings. For the year distributable cash flow increased \$3.4 million with higher EBITDA of \$6.1 million partially offset by \$1.8 million of higher taxes, \$0.6 million of higher maintenance capital and higher interest of \$0.2 million.

The monthly distribution of 7.35¢ per Unit represents an annual yield of 4.6% on a \$19.18 price per Unit at December 31, 2015 and a payout ratio³ of 58% (2014 – 71%). Based upon the year, 100% of the distributions will represent return of capital to Unitholders while the exchangeable shareholders' dividends will be fully taxable.

Richards Packaging Income Fund

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(\$ thousands)	Qtr. 1		Qtr. 2		Qtr. 3		Qtr. 4		Calendar Year		
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2013
Cash provided by											
operating activities.....	2,618	1,699	2,237	3,649	5,292	4,540	4,623	4,772	14,770	14,660	20,410
Dividends - Vision.....	—	—	—	—	(50)	(189)	—	(15)	(50)	(204)	(189)
Working capital changes.....	3,007	2,897	1,433	(191)	(154)	231	1,519	185	5,806	3,122	(3,656)
Income taxes payments.....	842	1,112	3,473	2,735	2,649	1,035	2,392	1,337	9,356	6,219	4,192
Disputed duties.....	—	—	—	—	—	—	—	—	—	—	(436)
Patent defense legal costs.....	—	—	—	—	—	—	—	—	—	—	1,290
EBITDA¹	6,467	5,708	7,143	6,193	7,737	5,617	8,535	6,279	29,882	23,797	21,611
Patent defense legal costs.....	—	—	—	—	—	—	—	—	—	—	1,290
Interest ^{a)}	499	471	531	521	525	542	628	495	2,183	2,029	2,079
Dividends - Vision.....	—	—	—	—	(50)	(189)	—	(15)	(50)	(204)	(189)
Current income tax.....	1,864	1,567	1,972	1,721	2,212	1,538	2,560	1,996	8,608	6,822	4,995
Maintenance capital.....	426	154	253	166	401	164	215	244	1,295	728	680
Distributable cash flow²	3,678	3,516	4,387	3,785	4,649	3,562	5,132	3,559	17,846	14,422	12,756
<i>Diluted per Unit</i>	<i>31.4¢</i>	<i>30.0¢</i>	<i>37.4¢</i>	<i>32.3¢</i>	<i>39.7¢</i>	<i>30.4¢</i>	<i>43.8¢</i>	<i>30.4¢</i>	<i>\$1.52</i>	<i>\$1.23</i>	<i>\$1.09</i>
Distributions	2,604	2,406	2,602	2,592	2,609	2,597	2,609	2,580	10,424	10,175	9,235
<i>Diluted per Unit</i>	<i>22.3¢</i>	<i>20.6¢</i>	<i>22.2¢</i>	<i>22.1¢</i>	<i>22.3¢</i>	<i>22.1¢</i>	<i>22.3¢</i>	<i>22.0¢</i>	<i>\$0.89</i>	<i>\$0.87</i>	<i>\$0.79</i>
<i>Payout ratio³</i>	<i>71%</i>	<i>68%</i>	<i>59%</i>	<i>68%</i>	<i>56%</i>	<i>73%</i>	<i>51%</i>	<i>72%</i>	<i>58%</i>	<i>71%</i>	<i>72%</i>
Free cash flow²	1,074	1,110	1,785	1,193	2,040	965	2,523	979	7,422	4,247	3,521
Units outstanding (average)											
<i>Diluted basis 000's</i>	11,720	11,727	11,720	11,727	11,720	11,727	11,717	11,720	11,719	11,725	11,734

a) financial expenses less bank refinancing fees

Liquidity and Financing

Cash flows from operating activities

Cash flows from operating activities decreased \$0.1 million for the fourth quarter and increased \$0.2 million for the year, over the same periods in 2014. The changes were due primarily to higher EBITDA¹ and working capital over the same periods in 2014 driven by higher inventory levels to fund growth and by higher cash outflows for income taxes.

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Free Cash Flow Deployment

The financial structure of the Fund allows for maximum distributions of cash flow from operations to the Unitholders and exchangeable shareholders as outlined above in the distributable cash discussion. Actual distributions paid during the year were \$10.4 million with an additional \$0.9 million declared for December, which was paid January 14th.

<i>(\$ millions)</i>	2013	2014	2015
Free Cash Flow	3.5	4.2	7.4
Patent Defence Costs	1.3	—	—
Working Capital	(4.6)	0.8	6.3
Expansion Capex	0.4	0.3	0.4
Unit Buyback	0.4	0.1	0.2
Debt Repayment	6.0	3.0	0.5

Normal Course Issuer Bid

On March 13, 2015, the Fund initiated a normal course issuer bid to purchase up to 200,000 Units prior to March 12, 2015. During the year 11,300 units were purchased at an average price of \$18.50 per Unit and subsequent to year end 16,000 at \$18.05 per Unit. On March 14, 2016, the Fund will reinstate a normal course issuer bid to purchase up to 200,000 Units prior to March 13, 2017.

Current income taxes

The current income tax expense for the year was \$8.6 million (2014 – \$6.8 million) and includes \$0.5 million of withholding taxes on dividends received from Richards Packaging US (2014 – \$0.3 million).

Capital expenditures

Capital expenditures for the year were \$1.7 million (2014 – \$1.0 million), of which \$0.4 million (2014 – \$0.3 million) was on account of expansion capital and \$1.3 million on account of maintenance capital (2014 – \$0.7 million) which includes \$0.4 million of computer equipment and computer software. Expenditures classified as maintenance capital are mainly comprised of the refurbishment of moulds for replacement packaging driven by customer marketing programs. Expansion capital expenditures were mainly incurred on new equipment and moulds for new customer programs.

Acquisition

On October 1, 2015 Richards Packaging acquired all the outstanding shares of Healthmark Services Ltd., a leading Canadian provider of sterile IV, chemo and oral drug packaging and dispensing systems to the health care industry, for an aggregate purchase price of \$18.8 million, subject to adjustment depending on future earnings. Financing was by way of a draw of \$16.8 million on the debt facilities and the recognition of the contingent liability. The revolver was paid down on close with cash acquired of \$1.3 million. Contingent consideration is estimated at \$2.0 million and will be based on future earnings for 2016 or 2017 without limitation, at the seller's option, and is payable 90 days after the year then ended.

Financing activities and instruments

Free cash flow for the year was deployed to invest in working capital, pay down debt and purchase Units under the normal course issuer bid. The lower leverage continues to keep bank margining down and future debt reductions will provide financing flexibility for our ongoing acquisition program. The remaining free cash flow is more permanent in nature due to our distribution policy and is used to fund working capital for organic growth.

Richards Packaging Income Fund

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Credit facilities include a \$47.0 million term loan (2014 – \$32.5 million) with maturity on September 30, 2017 and up to \$5.0 million in revolving debt to fund working capital expansion. The term loan facility bears interest at BA's plus a premium of 1.25% to 1.80% (2014 – 1.3% to 1.8%) or at the prime rate plus a premium of 0.25% to 0.80% (2014 – 0.3% to 0.8%). During the year, the revolver was drawn by \$2.3 million for working capital needs and by \$1.8 million for the Healthmark acquisition and was fully repaid by year end. Term debt of \$0.5 million was repaid (2014 – \$3.0 million).

On June 30, 2014, Richards Packaging extended the term and revolving credit facilities to September 30, 2017 and expensed \$0.1 million of associated fees. On October 1, 2015, the term debt credit facility was increased by \$15 million to fund the acquisition of Healthmark at a cost of \$0.1 million and \$1.8 million was drawn on the revolving debt credit facility under the same terms and conditions. The credit facilities are subject to a number of covenants including the leverage ratio which was to maintain debt less than 2.75 times the trailing twelve months EBITDA¹. As at December 31, 2015, our pro forma leverage ratio was 1.5 (2014 – 1.3). Combined with cash flow from operations, management believes that adequate financing will be available for the foreseeable future⁴.

<i>Commitments and contractual obligations</i>	<i>(\$ millions)</i>	Total	< 1 yr.	< 3 yrs.	< 5 yrs.	Beyond
In 2015, two property leases were renewed for three to ten years which increased operating lease commitments by \$3.0 million over 2014. Although the obligation to previous shareholder is on demand, the timing of the payment remains uncertain.	Bank debt	47.0		47.0		
	Previous shareholder	1.1	1.1			
	Contingent consideration	2.0		2.0		
	Annual bonus plans	1.2	1.2			
	Operating leases	23.7	4.7	7.4	6.4	5.2
		<u>75.0</u>	<u>7.0</u>	<u>56.4</u>	<u>6.4</u>	<u>5.2</u>

Outlook⁴

Management believes that financial performance is on track to meet ongoing requirements for working capital, capital expenditures and to sustain monthly distributions to Unitholders at the newly established level through 2016.

Management expects revenue growth to return to the industry growth average of 1-3%. Based on fourth quarter results, the acquisition of Healthmark should add \$21 million in 2016. The impact of exchange translation for 2016 is expected to be \$10 million based on current exchange rates at U.S./Cdn.\$0.73.

EBITDA¹ for the fourth quarter was \$8.5 million and \$29.9 million for the year, and is expected to be maintained at levels of 12% of revenue. For the 2016 year, translation is expected to impact EBITDA by \$1 million at current exchange rates.

Interest rates are expected to remain at historically low levels for 2016.

The current income tax expense is expected to increase by \$0.4 million in 2016 at current exchange rates.

Distributable cash flow² sensitivity to foreign currency fluctuations is \$0.1 million for every U.S./Cdn. 1¢ movement.

Maintenance capital will continue to be funded by cash flow from operations and is expected to be \$1.0 million in 2016. Expansion capital is expected to be in the order of \$1 to \$2 million cumulatively over the next few years to support the launch of new marketing programs by our customers. These expenditures will be funded by free cash flow².

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Cash on hand of \$0.8 million at year end along with free cash flow² will be deployed to pay taxes payable of \$0.7 million.

Distributable cash flow from Richards Packaging US and the current tax profile of Richards Canada are expected to allow for a full return of capital to Unitholders. For 2016, surplus distributable cash is expected to be deployed to pay down debt, purchase units opportunistically under the normal course issuer bid and/or fund acquisitions.

Risks and Uncertainties

Business risks

Investment in Units involves risks inherent in the ordinary course of business including: sustainability of customer and supplier relationships, financial stability of customers, lack of written customer and supplier agreements, competition from other packaging companies, the extent and duration of an economic downturn, inventory obsolescence, trade risks, resin price and exchange rate fluctuations, interest rate volatility, income taxes and reliance on key personnel. For a detailed description of these and other risks and uncertainties facing investors in the Fund please refer to the 2015 Annual Information Form dated March 3, 2016.

Liquidity Risk

The ability to make scheduled payments of interest or to refinance will depend on leverage and future cash flow, which is subject to operational performance, prevailing economic conditions, exchange rate fluctuations, interest rate levels, and financial, competitive and other factors, many of which are beyond Richards Packaging's control. These factors might inhibit refinancing the debt at all, or on favourable terms. In addition, the credit facilities contain restrictive covenants that limit the discretion of management with respect to certain business matters and financial covenants that require Richards Packaging to meet certain financial ratios and financial condition tests. Failure to comply with obligations in the credit facilities could result in an event of default which, if not cured or waived, could permit acceleration of the relevant indebtedness. If the borrowings under the credit facilities were to be accelerated, there can be no assurance that assets on hand would be sufficient to repay in full that indebtedness. Richards Packaging's approach is to ensure sufficient liquidity to meet its liabilities when due. Cash levels are monitored daily to ensure sufficient continuity of funding.

Transactions with Related Parties

Three facilities were leased in 2015 from officers of Richards Packaging. Richards Packaging utilizes all of the production capability of Vision Plastics Inc., of which 50% is owned by the plant manager and 50% by Richards Packaging. All related party transactions are at rates that would be charged by arms-length parties.

Outstanding Share Data

At March 3, 2016, the Fund had 10,846,578 Units and Holdings had 846,435 exchangeable shares outstanding, respectively. See note 16 of the attached consolidated financial statements for further discussion on the terms of the Units and exchangeable shares.

Richards Packaging Income Fund

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March 3, 2016

Critical Accounting Estimates

Preparation of the consolidated financial statements in conformity with IFRS requires management to make estimates and assumptions which affect the amounts reported and disclosure of contingent amounts for assets and liabilities as at December 31, 2015 and revenue and expenses for the year then ended. Critical accounting estimates used in preparation of the consolidated financial statements are outlined below.

Allowance for doubtful accounts

An allowance for doubtful accounts is reviewed periodically on an account-by-account basis with a focus on the creditworthiness, aging and historical collection experience. Based on this review, management believes the allowance as at December 31, 2015 is sufficient to cover risks inherent in outstanding receivables.

Inventory obsolescence

Management monitors future demand for its inventory on a product-by-product basis, inventory aging and prevailing demand in local markets to record an allowance for obsolescence. Management's analysis resulted in a \$2.4 million recognition of expense through inventory write down for the year (2014 – \$1.4 million). Based upon this review, management believes the obsolescence provision is adequate to cover risks inherent in inventory on hand as at December 31, 2015.

Intangible assets

Intangible assets have been recognized in connection with various acquisitions valued at \$15.2 million as of December 31, 2015 pertaining to the future customer relationships. The basis of valuation assumed that the margin percent would remain constant and the duration of these relationships would be impacted by a retention rate of approximately 90% per year. The customer relationship intangible and associated \$4.8 million future income tax liability as at December 31, 2015 will be amortized to income over 10-15 years from the date of acquisition. In addition, patent and trademark intangible assets of \$4.8 million and an associated \$1.8 million future income tax liability have been recorded. Although previously recognized patent and customer relationship intangible assets affect net income, they do not impact distributable cash flow².

Goodwill

Goodwill represents the excess purchase price of acquired businesses over the estimated fair value of the net assets acquired. Goodwill is not amortized but is reviewed for impairment annually or more frequently if impairment indicators arise. Although the Unit price was \$19.18 as at December 31, 2015 (2014 – \$13.29), management believes that this is still not indicative of the fair value of the Fund. To determine fair value, management relies upon a valuation method based on a discounted cash flow model that assumes revenue growth of 1.6% and inflation of 2% per annum respectively. Overall the carrying value of goodwill continues to be supported by the fair value of the Fund.

Contingent consideration

Contingent consideration represents the additional purchase price payable to the sellers of Healthmark and is estimated at \$2.0 million. The actual amount will be based on future earnings for 2016 or 2017 without limitation, at the seller's option, and is payable 90 days after the year then ended. Based on the fourth quarter earnings, management believes the estimated accrual is adequate to settle the liability.

Richards Packaging Income Fund

MANAGEMENT'S DISCUSSION AND ANALYSIS

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New Accounting Pronouncements

The Fund will adopt IFRS 15, *Revenue from Contracts with Customers* for the annual period beginning on January 1, 2018 and IFRS 16, *Leases* for the annual period beginning on January 1, 2019. The revenue standard requires us to evaluate the timing of revenue recognition for customers with contracts and custom moulds. The leases standard requires us to capitalize and amortize the fair market value of most operating leases over the term of the leases. The impact of the adoption of these standards is not expected to have a material impact on the future financial statements of net income. The likely future impact of the adoption of the leases standard is expected to increase long term assets and long term liabilities on the statements of financial position. See *Commitments and contractual obligations* above for a summary of operating leases.

Disclosure Controls and Internal Controls over Financial Reporting

The Fund has established and maintains disclosure controls and procedures as well as internal controls over financial reporting. Richards Packaging's Chief Executive Officer and Chief Financial Officer have evaluated the effectiveness of the disclosure controls and procedures as well as the design and operating effectiveness of internal controls over financial reporting as of December 31, 2015 and have concluded that such controls and procedures are adequate and effective. Management determined that there were no material weaknesses in the Fund's internal controls over financial reporting as of December 31, 2015 and there have been no changes in the internal controls over financial reporting during the year ended December 31, 2015 that have materially affected, or are reasonably likely to materially affect, its internal controls over financial reporting.

Additional Information

Additional information relating to the Fund is available on Richards Packaging's website at www.richardspackaging.com, SEDAR at www.sedar.com or TSX at www.tmx.com.

- 1 Management defines EBITDA as earnings before amortization, financial expenses, exceptional items (disputed duties and patent defense costs), unrealized losses and dividends on exchangeable shares, share of income - Vision and taxes. EBITDA is the same as profit from operations as outlined in the annual financial statements after adding back amortization and patent defense costs. The definition was changed in 2013 to exclude disputed duties and as a result, relevant comparative amounts have been recalculated to conform to the presentation. Management believes that in addition to net income, EBITDA is a useful supplemental measure for investors of earnings available for distribution prior to debt service, capital expenditures and taxes. Management uses this measure as a starting point in the determination of earnings available for distribution to Unitholders and exchangeable shareholders. In addition, EBITDA is intended to provide additional information on the operating performance. This earnings measure should not be construed as an alternative to net income or as an alternative to cash flows from operating, investing and financing activities as a measure of liquidity and cash flows. EBITDA does not have a standardized meaning prescribed by IFRS and therefore the method of calculating EBITDA may not be comparable to similar measures presented by other companies.*
- 2 Management defines distributable cash flow, in accordance with Richards Packaging's credit agreement, as EBITDA less extraordinary items, interest, cash income tax expense and maintenance capital expenditures. Free cash flow is distributable cash flow less distributions. The objective of presenting these measures is to calculate the amount which is available for distribution to Unitholders or exchangeable shareholders and to determine the amount available to fund increases in working capital or expansion capital. Investors are cautioned that distributable cash flow should not be construed as an alternative to cash flow from operating, investing and financing activities as a measure of the liquidity and*

Richards Packaging Income Fund

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cash flows. Distributable cash flow does not have a standardized meaning prescribed by IFRS and therefore the method of calculating distributable cash flow may not be comparable to similar measures presented by other companies.

- 3 Management defines payout ratio as distributions and dividends declared over distributable cash flow². The objective of presenting this measure is to calculate the percentage of actual distributions in comparison to the amount available for distribution. Payout ratio does not have a standardized meaning prescribed by IFRS. The method of calculating the payout ratio may not be comparable to similar measures presented by other companies.*

- 4 The Report to Unitholders and this MD&A contains forward-looking information within the meaning of applicable securities laws. The forward-looking information reflects management's current beliefs and expectations regarding the future growth, results of operations, performance and business prospects and opportunities of the Fund and Richards Packaging. We use words such as "may", "will", "should", "anticipate", "plan", "expect", "believe", "predict", "estimate" and similar terminology to identify forward-looking information. It is based on assumptions, estimates and analysis made by us in light of our experience and our perception of trends, current conditions and expected developments, as well as other factors we believe to be reasonable and relevant in the circumstances. Forward-looking information involves significant known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from those predicted, expressed or implied by the forward-looking information. Readers should not place undue reliance on forward-looking information as a number of factors could cause actual events, results and prospects to differ materially from those expressed in or implied by the forward-looking information. The risks and uncertainties include, among other things, changes in customer and supplier relationships, the extent and duration of the worldwide recession and the impact on order volumes and pricing, competition in the industry, inventory obsolescence, trade risks in respect of foreign suppliers, the ability to finance additional acquisitions and to successfully integrate the acquired businesses, fluctuations in raw material prices, fluctuations in foreign exchange and interest rates, liability claims, reliance on key personnel, compliance with environmental, trade and other laws, changes to applicable tax laws, as well as other risks and uncertainties, as more fully described herein under "Risks and Uncertainties" and in other reports and filings made by us with securities regulatory authorities and available at www.sedar.com. While management believes that the expectations expressed and the assumptions underlying same are reasonable, there can be no assurance that such expectations and assumptions will prove to be correct. In evaluating forward-looking information, readers should carefully consider the foregoing factors and various other factors which could cause actual results or events to differ materially from those indicated in the forward-looking information. Neither the Fund nor Richards Packaging assumes any obligation to publicly update or revise any such assumptions or any of the forward-looking information contained herein to reflect subsequent information, events, developments or changes in risk factors.*

Richards Packaging Income Fund

MANAGEMENT'S REPORT TO UNITHOLDERS

The accompanying financial statements of Richards Packaging Income Fund (the "Fund") and Management's Discussion and Analysis included in this Annual Report have been prepared by management and approved by the Board of Trustees of the Fund. The financial statements were prepared in accordance with International Financial Reporting Standards and, where appropriate, reflect management's best estimates and judgments. Management is responsible for the accuracy, integrity and objectivity of the consolidated financial statements within reasonable limits of materiality and for the consistency of financial data included in the text of the Annual Report dated March 3, 2016.

Management, in discharging these responsibilities, maintains a system of internal controls designed to provide reasonable assurance that its assets are safeguarded, only valid and authorized transactions are executed and accurate, timely and comprehensive financial information is prepared.

The Fund's Audit Committee is comprised of trustees who are neither employees nor officers of the Fund. The Audit Committee meets with management as well as with the external auditors to satisfy itself that management is properly discharging its financial reporting responsibilities and to review the consolidated financial statements and the Auditors' Report. The external auditors have direct access to the Audit Committee of the Board of Trustees.

The financial statements have been independently audited by PricewaterhouseCoopers LLP on behalf of the Unitholders, in accordance with Canadian generally accepted auditing standards. The Auditor's Report outlines the nature of their audit and expresses their opinion on the financial statements of the Fund.

"Wayne McLeod"

Chair
Audit Committee

"Gerry Glynn"

Chief Executive Officer
Richards Packaging Inc.

"Enzio Di Gennaro"

Chief Financial Officer
Richards Packaging Inc

Toronto, Ontario
March 3, 2016

March 3, 2016

INDEPENDENT AUDITOR'S REPORT

To the Unitholders of Richards Packaging Income Fund

We have audited the accompanying consolidated financial statements of Richards Packaging Income Fund and its subsidiaries, which comprise the consolidated statements of financial position as at December 31, 2015 and December 31, 2014 and the consolidated statements of net income and comprehensive income, changes in equity and cash flows for the years then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

Management's responsibility for the consolidated financial statements

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

Auditor's responsibility

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

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

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

Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Richards Packaging Income Fund and its subsidiaries as at December 31, 2015 and December 31, 2014 and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

(Signed) "PricewaterhouseCoopers LLP"

**Chartered Professional Accountants, Licensed Public Accountants
Toronto, Canada**

Richards Packaging Income Fund

STATEMENTS OF NET INCOME AND COMPREHENSIVE INCOME

For the years ended December 31

[Consolidated]

<i>Cdn.\$ thousands, unless otherwise noted</i>	Notes	2015	2014
Revenue	5	249,430	212,285
Cost of products sold	6	211,103	182,807
Administrative expenses	6	11,399	9,642
Foreign currency loss	19	178	25
Profit from operations		26,750	19,811
Financial expenses	15	2,214	2,042
Exchangeable shares			
Mark-to-market loss	16	5,255	3,078
Distributions	16	885	919
Share of income - Vision	18	(134)	(98)
Profit before income taxes		18,530	13,870
Income tax expense (income)			
Current taxes	7	8,608	6,822
Deferred taxes	7	(583)	(974)
		8,025	5,848
Net income for the year		10,505	8,022
Basic and diluted income per Unit	16	\$0.97	\$0.75
Other comprehensive income			
<i>(subsequently recyclable to Net income)</i>			
Currency translation adjustment - Richards Packaging US	2	14,056	5,943
Comprehensive income for the year		24,561	13,965

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

Richards Packaging Income Fund

STATEMENTS OF FINANCIAL POSITION

As at December 31

[Consolidated]

<i>Cdn.\$ thousands</i>	Notes	2015	2014
Current Assets			
Cash	8	794	1,127
Accounts receivable	9	30,281	23,262
Inventory	10	59,439	42,892
Prepaid expenses and deposits	11	2,267	2,211
		92,781	69,492
Current Liabilities (excluding debt)			
Accounts payable and accruals	12	(30,278)	(23,383)
Income taxes payable	7	(740)	(1,341)
Distributions payable	16	(870)	(865)
Due to previous shareholder	12	(1,091)	(914)
		(32,979)	(26,503)
WORKING CAPITAL	19	59,802	42,989
Long-term Assets			
Plant and equipment	13	3,743	3,190
Investment - Vision	18	712	628
Intangible assets	14	20,376	10,688
Goodwill	4,14	87,613	75,514
	5	112,444	90,020
Long-term Liabilities (excluding debt)			
Contingent consideration	4	(2,000)	—
Deferred income taxes	7	(7,149)	(4,435)
		NET OPERATING ASSETS	163,097
			128,574
Debt			
Term debt	15	46,883	32,428
Exchangeable shares - current	16	16,062	13,593
		62,945	46,021
Equity			
Unitholders' capital	16	47,828	54,790
Retained earnings		34,970	24,465
Accumulated other comprehensive income	2	17,354	3,298
		100,152	82,553
CAPITAL			
	17,19	163,097	128,574
Commitments and contingencies	20		

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

Richards Packaging Income Fund

STATEMENTS OF CHANGES IN EQUITY

For the years ended December 31

[Consolidated]

<i>Cdn\$ thousands</i>	Notes	Unitholders' capital	Retained earnings	AOCT^{a)}	Equity
December 31, 2013		64,144	16,443	(2,645)	77,942
Comprehensive income			8,022	5,943	13,965
Distributions		(9,266)			(9,266)
Purchased for cancellation, net		(88)			(88)
December 31, 2014		54,790	24,465	3,298	82,553
Comprehensive income			10,505	14,056	24,561
Distributions	16	(9,539)			(9,539)
Share conversion	16	2,786			2,786
Purchased for cancellation, net	16	(209)			(209)
December 31, 2015		47,828	34,970	17,354	100,152

a) AOCI - Accumulated other comprehensive income (loss) reflects the foreign currency translation of the net investment in Richards Packaging US.

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

Richards Packaging Income Fund

STATEMENTS OF CASH FLOWS

For the years ended December 31

[Consolidated]

<i>Cdn\$ thousands</i>	Notes	2015	2014
OPERATING ACTIVITIES			
Profit from operations		26,750	19,811
Add items not involving cash			
Plant and equipment depreciation	<i>13</i>	1,338	1,358
Intangible assets amortization	<i>14</i>	1,793	2,628
Income taxes payments	<i>7</i>	(9,356)	(6,219)
Dividends - Vision	<i>18</i>	50	204
Changes in non-cash working capital	<i>21</i>	(5,805)	(3,122)
Cash provided by operating activities		14,770	14,660
INVESTING ACTIVITIES			
Additions to plant and equipment	<i>13</i>	(1,528)	(1,018)
Additions to computer software	<i>14</i>	(215)	—
Acquisition, net of contingent consideration	<i>4</i>	(15,471)	—
Cash used in investing activities		(17,214)	(1,018)
FINANCING ACTIVITIES			
Proceeds from debt for acquisition	<i>4,15</i>	16,757	—
Repayment of revolving and term debt	<i>15</i>	(2,257)	(3,000)
Financial expenses paid	<i>15</i>	(2,259)	(2,155)
Purchase of Fund units for cancellation	<i>16</i>	(209)	(88)
Distributions paid to Exchangeable Shareholders	<i>16</i>	(893)	(908)
Distributions paid to Unitholders	<i>16</i>	(9,539)	(9,182)
Cash used in financing activities		1,601	(15,333)
Net cash flow for the year		(843)	(1,691)
Cash, beginning of year	<i>8</i>	1,127	2,649
Foreign exchange effect		510	169
Cash, end of year	<i>8</i>	794	1,127

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

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

1. FORMATION OF THE FUND AND AQUISITION

Richards Packaging Income Fund [the “Fund”] is an open-ended, limited purpose trust established under the laws of the Province of Ontario, Canada by a Declaration of Trust dated February 26, 2004. The Fund completed an initial public offering of trust Units [the “Units”] on April 7, 2004, through the Toronto Stock Exchange, to facilitate the acquisition of Richards Packaging Inc.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Financial statements of the Fund have been prepared in compliance with International Financial Reporting Standards [“IFRS”]. The measurement basis used was the historic cost convention, except for exchangeable shares which are measured at fair value. Working capital is defined as current assets less current liabilities (excluding debt) and Net operating assets is defined as working capital plus long-term assets less long-term liabilities (excluding debt). Accounting policies utilized under IFRS are consistent with those previously applied. Significant accounting policies are summarized as follows:

Principles of consolidation

The financial statements include the accounts of the Fund, Richards Packaging Holdings Inc. [“Holdings”] and its subsidiaries: Richards Packaging Inc. [“Richards Canada”], Healthmark Services Ltd. (‘‘Healthmark’’), effective October 1, 2015, Richards Packaging Holdings (US) Inc., 071907 Inc., Richards Packaging, Inc., The E.J. McKernan Company and McKernan Packaging - Richards de Mexico, S.A. de c.v. [collectively ‘‘Richards Packaging US’’]. Vision Plastics Inc. [‘‘Vision’’], which is jointly controlled and accounted for under the equity method, is a plastic container manufacturing plant located in Vancouver, British Columbia, Canada. Holdings and its subsidiaries are referred to as ‘‘Richards Packaging’’.

Foreign currency translation

The Canadian dollar is the functional currency for the Fund and its investments, except for Richards Packaging US, and therefore accounts in foreign currencies have been translated into Canadian dollars. Monetary items are recorded at exchange rates in effect at the statement of financial position dates and non-monetary items are recorded at the exchange rates in effect on the date of the transactions. Revenue and expenses are recorded at average exchange rates prevailing during the year. Gains and losses arising from foreign currency translations are included in profit from operations.

Richards Packaging US has a US dollar functional currency. Assets and liabilities are translated at exchange rates in effect on the statement of financial position dates. Revenue and expenses are translated at average exchange rates prevailing during the year. Effects of translation are included in equity as accumulated other comprehensive income (loss). Upon any future sale of Richards Packaging US, the cumulative translation gain (loss) will be recycled to the Statement of Net Income to form part of the overall gain or loss on disposal.

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

Use of estimates

Preparation of financial statements required management to make estimates and assumptions which affect the reported amounts of assets, liabilities, revenue and expenses. By their nature, these estimates are subject to measurement uncertainty and are reviewed periodically. Any adjustments deemed necessary are made prospectively in the period in which they are identified. Management believes that the allowances for doubtful accounts, inventory obsolescence, the testing for impairment of assets and contingent consideration associated with the Healthmark acquisition are critical accounting estimates that involve a high degree of judgment and complexity.

Revenue recognition

Revenue is recognized when significant risks and rewards of ownership are transferred to the customer and the amount of revenue can be reliably measured. Significant risks and rewards of ownership are normally transferred in accordance with shipping terms agreed to with the customer. Management estimates and records an allowance for product returns and discounts for each reporting period.

Operating leases

Rental payments and lease inducements are expensed on a straight line basis over the term of the leases.

Income taxes

The liability method to account for income taxes is utilized, with current taxes reflecting the expected income tax payable for the year and any adjustments in respect of amounts owing from previous years. Deferred tax assets and liabilities are determined based on temporary differences between the carrying values and the tax bases of assets and liabilities at substantively enacted tax rates that will be in effect when these differences are expected to reverse. Deferred tax assets are recognized only to the extent that it is probable that the assets will be realized.

Inventory

Inventory is valued at the lower of cost and net realizable value. Cost of inventory includes purchase price plus inbound freight for distributed products and direct variable costs and related production overheads for manufactured products, determined on a first-in, first-out basis. If the carrying value exceeds the net realizable value a write-down is recognized.

Plant and equipment

Plant and equipment are initially recorded at cost. Repairs and maintenance are charged to income as incurred. Depreciation is computed over the remaining estimated useful lives as outlined below:

Manufacturing equipment	straight-line over 7 years
Moulds	straight-line over 4 years
Computer equipment	30% diminishing balance
Warehouse and office equipment	20% diminishing balance

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

Leasehold improvements

straight-line over lease term

Intangible assets

Intangible assets with a finite life are recorded at cost and are amortized on a straight-line basis over the period of expected future benefit. Customer relationships and contracts are amortized over 10 to 15 years, patents are amortized over 12 years and computer systems software is amortized over 5 years. Trademarks have indefinite lives and therefore are not amortized.

Goodwill

At the acquisition date, goodwill is recorded at the excess of the purchase price of an acquired business over fair value of the net assets acquired. Management monitors goodwill for the entire organization, a group of cash-generating units, and performs an impairment test on its goodwill annually, or more frequently if circumstances indicate a possible impairment. Goodwill includes contingent consideration for Healthmark which reflects management's estimate of future earnings. Actual consideration may differ and will be reflected in the Statement of Income.

Impairment testing of long-term assets

Non-current assets are reviewed for impairment when events or changes in circumstances indicate that their carrying value may not be recoverable. For purposes of evaluating the recoverability, a test is performed using discounted future net cash flows. Should impairment exist, the loss would be measured as the difference between the carrying value and the recoverable amount and recognized by way of an additional current period charge. Management has not identified any such impairment losses to date.

Exchangeable shares

Exchangeable shares are classified as debt and carried at fair value based upon the year end trading price of Units into which they are convertible [note 16]. Mark-to-market changes in value along with distributions are expensed during the period.

3. NEW ACCOUNTING PRONOUNCEMENTS

There are no new IFRS that became effective after January 1, 2015 other than the following:

The Fund will adopt IFRS 15, *Revenue from Contracts with Customers* for the annual period beginning on January 1, 2018 and IFRS 16, *Leases* for the annual period beginning on January 1, 2019. The revenue standard requires us to evaluate the timing of revenue recognition for customers with contracts and custom moulds. The leases standard requires us to capitalize and amortize the fair market value of most operating leases over the term of the leases. The impact of the adoption of these standards is not expected to have a material impact on the future financial statements of net income. The likely future impact of the adoption of the leases standard is expected to increase long term assets and long term liabilities on the statements of financial position.

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

4. ACQUISITION

On October 1, 2015 Richards Packaging acquired all the outstanding shares of Healthmark Services Ltd., a leading Canadian provider of sterile IV, chemo and oral drug packaging and dispensing systems to the health care industry, for an aggregate purchase price of \$18,757, subject to adjustment depending on future earnings. Financing was by way of a draw of \$1,757 revolving and \$15,000 term debt. The revolver was paid down on close with cash acquired of \$1,286. Contingent consideration is estimated at \$2,000 and will be based on future earnings for 2016 or 2017 without limitation, at the seller's option, and is payable 90 days after the year then ended. This estimate was derived using fourth quarter results projected for a full year. The Statement of Net Income includes revenue of \$6,945 and net income of \$648 for the year ending December 31, 2015. Due to the lack of availability of reliable financial information for Healthmark prior to the acquisition, providing pro forma information for the full year is impractical.

	\$		\$
Current assets	7,264	Current liabilities	670
Plant and equipment	83	Deferred income taxes	2,543
Customer relationships	9,500		
Total assets acquired	16,847	Total liabilities assumed	3,213
Fair value of net assets acquired			13,634
Goodwill			5,123
Aggregate purchase price			18,757
Cash acquired			(1,286)
Contingent consideration			(2,000)
Acquisition, net of contingent consideration			15,471

5. SEGMENTED INFORMATION

Richards Packaging's operations consist of one reporting segment, principally the distribution of plastic and glass containers and associated closures. Geographic information is provided below and is determined based on the country of sales origination. No customer represents greater than 5% of total revenue.

	Canada		United States	
	2015	2014	2015	2014
Revenue	109,436	96,489	139,994	115,796
Long-term assets	54,874	37,204	57,571	52,816

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

6. EXPENSES BY NATURE

	2015	2014
Salaries and wages	19,815	17,202
Benefits	4,199	2,901
Bonuses	1,465	1,001
Long-term incentive plan	109	128
Employee compensation	25,588	21,232
Inventory sold	164,512	141,164
Inventory provisions	2,405	1,448
Selling, distribution and other costs	21,972	20,265
Depreciation and amortization	3,131	3,986
Lease expenses	4,894	4,354
Cost of products sold and administrative expenses	222,502	192,449

Management is eligible to participate in the long-term incentive plan [the “LTIP”]. Awards for the cash reimbursement of Units purchased under the LTIP will vest over a three-year period, with one-third of the award vesting each year. The Trustees committed to annual funding of \$250 for three years starting in 2014. Total salaries and benefits for executive officers was \$1,908 [2014 – \$1,680].

7. INCOME TAXES

Significant components of deferred income taxes are as follows:

	2015	expense/ (income)	additions/ f/x ^{b)}	2014	expense/ (income)	f/x ^{b)}	2013
Deferred tax liabilities							
Plant and equipment	779	33	86	660	(38)	36	662
Customer relationships ^{a)}	4,804	(450)	2,949	2,305	(692)	205	2,792
Computer system software	49	(56)	13	92	(54)	10	136
Patents and trademarks ^{a)}	1,796	(85)	262	1,619	(86)	113	1,592
Other	237	12	66	159	(31)	23	167
Deferred tax assets							
Working capital	(516)	(37)	(79)	(400)	(73)	(30)	(297)
	7,149	(583)	3,297	4,435	(974)	357	5,052

a) Reversal of patents and customer relationships and contracts accounts will not give rise to income taxes.

b) f/x = foreign exchange differences; 2015 customer relationships includes \$2,442 for Healthmark

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

Income tax expense differs from the amount computed at statutory rates due to the various adjustments outlined below:

	2015	2014
Profit from operations	26,750	19,811
Financial expenses	(2,214)	(2,042)
Income subject to income taxes	24,536	17,769
Statutory tax rate	26.6%	26.5%
Income tax expense at statutory tax rate	6,527	4,709
Deferred income taxes	583	974
Current period adjustments		
Foreign tax differential	(859)	(873)
Foreign rate differential	1,815	1,573
Withholding tax on Richards Packaging US dividends (@5%)	525	342
Other items	600	97
Current income taxes	8,608	6,822

8. CASH

	2015	2014
Cash at bank	2,857	2,376
Issued and outstanding cheques	(2,063)	(1,249)
	794	1,127

Cash at bank represents cash clearing accounts at various branches which are netted on an overall basis. At December 31, 2015, cash at bank was net of \$1,427 of credit balances [2014 – \$1,630].

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

9. ACCOUNTS RECEIVABLE

	2015	2014
Current	20,281	16,315
Up to 60 days past due	8,574	6,415
61 – 90 days past due	652	237
Over 90 days past due	1,001	526
Trade receivables	30,508	23,493
Allowance for doubtful accounts ^{a)}	(852)	(635)
Supplier rebates	626	404
	30,281	23,262

a) Management recorded new provisions of \$222 [2014 – \$332] and wrote off \$22 [2014 – \$8]. The remaining non-cash change in the accounts receivable reflects foreign exchange differences.

10. INVENTORY

	2015	2014
Goods purchased for resale	57,862	38,616
Goods in transit	5,507	5,889
Manufacturing raw materials	827	853
Manufactured finished goods	1,766	1,792
Reserve for slow moving inventory ^{a)}	(6,523)	(4,258)
	59,439	42,892

a) Management recorded a provision of \$2,405 [2014 – \$1,448] and recognized write-offs of \$263 [2014 – \$533]. The remaining non-cash change in inventory reflects foreign exchange differences.

11. PREPAID EXPENSES AND DEPOSITS

	2015	2014
Deposits for commitment to purchase goods	490	554
Rent and deposits	1,042	1,150
Insurance	117	32
Bank interest	86	85
Property taxes	9	8
Other deposits	523	382
	2,267	2,211

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

12. ACCOUNTS PAYABLE AND ACCRUALS

	2015	2014
Trade payables	24,360	18,247
Rebates	507	348
Staffing expenses ^{a)}	2,318	1,738
Professional fees	419	379
Leases	901	724
Sales tax	575	510
Other payables	1,199	1,437
	30,279	23,383

a) Management bonuses included in staffing expenses have been fully paid subsequent to year end.

Included in Trade payables is \$469 associated with payables to Vision.

Included in Due to previous shareholder is a U.S.\$788 non-interest bearing demand loan owing to a previous shareholder associated with a previous acquisition.

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

13. PLANT AND EQUIPMENT

	Manufacturing Equipment	Moulds	Warehouse & office	Computer equipment	Leaseholds	Total
December 31, 2013						
Carrying value	5,364	7,045	1,430	1,480	1,345	16,664
Accumulated Depreciation	(4,360)	(5,631)	(918)	(1,255)	(1,079)	(13,243)
Net book value	1,004	1,414	512	225	266	3,421
Additions	125	619	196	69	9	1,018
Depreciation	(373)	(728)	(93)	(104)	(60)	(1,358)
Foreign exchange differences	5	70	0	33	1	109
December 31, 2014						
Carrying value	5,494	7,734	1,626	1,582	1,355	17,791
Accumulated Depreciation	(4,733)	(6,359)	(1,011)	(1,359)	(1,139)	(14,601)
Net book value	761	1,375	615	223	216	3,190
Additions/Acquisition	374	476	405	225	91	1,571
Fully depreciated assets	(2,312)	(4,244)	(660)	(936)	(507)	(8,659)
Depreciation	(260)	(752)	(110)	(137)	(79)	(1,338)
Foreign exchange differences	89	136	(2)	99	(2)	320
December 31, 2015						
Carrying value	3,645	4,102	1,369	970	937	11,023
Accumulated Depreciation	(2,681)	(2,867)	(461)	(560)	(711)	(7,280)
Net book value	964	1,235	908	410	226	3,743

14. INTANGIBLE ASSETS AND GOODWILL

Intangible assets and Goodwill are not deductible for tax purposes. Goodwill has been assessed by calculating the recoverable amount determined based on the value in use. Five year cash flow budgets, prepared using growth rates experienced in the industry and approved by the Board, were used with the application of a pre-tax discount rate of 12% [2014 – 13%]. For periods beyond the budget period, cash flows were extrapolated using long term average growth rates of 1.6% [2014 – 1.4%]. Reasonably possible changes in key assumptions would not cause the recoverable amount to fall below the carrying value.

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

	Customer relationships	Patents	Trade- marks	Computer software	Intangible assets	Goodwill
December 31, 2013						
Carrying value	63,511	3,830	3,388	2,382	73,111	72,507
Accumulated amortization	(55,906)	(2,720)		(1,996)	(60,622)	
Net book value	7,605	1,110	3,388	386	12,489	72,507
Additions	—	—	—	—	—	—
Amortization	(2,200)	(323)		(105)	(2,628)	
Foreign exchange differences	545	182	107	(7)	827	3,007
December 31, 2014						
Carrying value	64,437	4,012	3,495	2,375	74,319	75,514
Accumulated amortization	(58,487)	(3,043)		(2,101)	(63,631)	
Net book value	5,950	969	3,495	274	10,688	75,514
Additions/Acquisition	9,500	—	—	215	9,715	5,123
Fully amortized intangibles	(47,700)				(47,700)	
Amortization	(1,377)	(323)		(93)	(1,793)	
Foreign exchange differences	1,123	424	249	(29)	1,766	6,976
December 31, 2015						
Carrying value	28,386	4,436	3,744	2,561	39,127	87,613
Accumulated amortization	(13,191)	(3,366)		(2,194)	(18,751)	
	15,196	1,070	3,744	367	20,376	87,613

15. REVOLVING AND TERM DEBT

Richards Packaging has available both revolving and term debt credit facilities. On June 30, 2014, the revolving and term debt credit facilities' maturities were extended by 2 1/3rd years to September 30, 2017 at a cost of \$85. On October 1, 2015, the term debt credit facility was increased by \$15,000 to fund the acquisition of Healthmark at a cost of \$75 and \$1,757 was drawn on the revolving debt credit facility. Costs of \$117 remain to be amortized to over the term of the debt. The revolving credit facility availability of \$5,000 [2014 – \$5,000] bears interest at the prime rate plus a premium of 0.3% to 0.8%. The effective interest rate at December 31, 2015 was 3.4% [2014 – 3.6%]. During the year, the revolver was drawn by \$2,322 million for working capital needs and by \$1,757 million for the Healthmark acquisition and was fully repaid by year end. The term facility of \$47,000 [2014 – \$32,500] bears interest at the bankers' acceptance borrowing rate plus a premium of 1.25% to 1.8%. The effective interest rate at December 31, 2015 was 2.3% [2014 – 2.8%]. Voluntary repayments of term debt of \$500 [2014 – \$3,000] were made during the year ended December 31, 2015.

Richards Packaging Income Fund

NOTES TO FINANCIAL STATEMENTS

December 31, 2015 and 2014

[Cdn\$ thousands, unless otherwise noted]

Financial expenses for the years ended December 31 were as follows:

	2015	2014
Interest expense	878	1,031
Credit card fees	1,129	874
Bank refinancing fees	31	13
Credit facility charges	176	124
	2,214	2,042

The banking syndicate has a first charge over all of Richards Packaging's assets as collateral for the revolving and term credit facilities. Richards Packaging is in compliance with all covenants [note 17].

16. UNITS AND EXCHANGEABLE SHARES

<i>Number outstanding</i>	Units basic	Weighted average	Exchangeable shares	Units diluted	Weighted average
December 31, 2013	10,702,778	10,676,491	1,024,435	11,727,213	11,733,828
Units purchased	(6,900)			(6,900)	
December 31, 2014	10,695,878	10,700,972	1,024,435	11,720,313	11,725,407
Share conversion	178,000		(178,000)		
Units purchased	(11,300)			(11,300)	
December 31, 2015	10,862,578	10,807,570	846,435	11,709,013	11,719,353

Exchangeable shares mark-to-market loss reflects a unit price increase during the year ended December 31, 2015 of \$5.89 [2014 - \$2.77] to \$19.18 per Unit. The impact on income per Unit of the mark-to-market loss and distributions to exchangeable shareholders is anti-dilutive which reverts back to basic income per Unit [2013 – anti-dilutive].

Fund Units

The Declaration of Trust provides that an unlimited number of Units may be issued. Each Unit is transferable and represents an equal undivided beneficial interest in any distributions of the Fund and in the net assets of the Fund. All Units have equal rights and privileges. Each Unit entitles the holder thereof to participate equally in allocations and distributions and to one vote at all meetings of Unitholders for each whole Unit held. The Units issued are not subject to future calls or assessments. Units are redeemable at any time at the option of the holder at amounts related to market prices at the time, subject to a maximum of \$50 in cash redemptions by the Fund in any particular month. The Fund is utilizing the puttable instrument exemption using the criteria in IAS 32, *Financial Instruments, Presentation*, to classify the Units as equity.

Richards Packaging Income Fund

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[Cdn\$ thousands, unless otherwise noted]

The Fund initiated a normal course issuer bid on March 13, 2015 to purchase up to 200,000 Units prior to March 12, 2016. During the year, 11,300 Units were purchased [2014 – 6,900 Units] at an average price of \$18.50/Unit [2014 – \$12.74/Unit] and 178,000 exchangeable shares were converted to Units at an average price of \$15.65/Unit.

Contributed surplus

The components of Unitholders' capital include unit capital and contributed surplus. The Fund's purchase of 11,300 Units [2014 – 6,900] resulted in a reduction of \$152 [2014 - \$47] to \$550 [2014 – \$703].

Exchangeable shares

Exchangeable shares were issued by Richards Packaging to officers on the initial public offering and in connection with two business acquisitions. The exchangeable shares issued by Holdings and Richards Packaging Holdings (US) Inc. are redeemable on February 28, 2017 and are retractable by the shareholders at any time. A retraction or redemption of exchangeable shares will be paid in Units on a one-for-one basis. The Fund has the option to settle the redemption of Exchangeable shares issued by Richards Packaging Holdings (US) Inc. in cash. Exchangeable shares carry the right to vote at any meeting that Unitholders are entitled to vote on the same basis.

Distributions

Distributions are made monthly to Unitholders of record on the last business day of each month and paid on the 14th day of the following month. Distributions in 2015 began at \$786 and ended at \$798, or 7.35¢ per Unit, reflecting a 178,000 exchangeable share conversion and unit buyback activity by the Fund. The Board of Trustees approved a reduction in the capital account for distributions made for 2015.

Distributions paid to exchangeable shareholders are not subordinated to distributions to Unitholders and are declared on the same basis net of applicable taxes. Distributions are made monthly to shareholders of record on the last business day of each month and paid on the 14th day of the following month.

17. CAPITAL STRUCTURE

Capital consists of Unitholders' equity, exchangeable shares and secured credit facilities. Capital levels are maintained to meet the following objectives: optimizing the cost of capital at acceptable risk levels while providing an appropriate return to its Unitholders and shareholders; balancing the interests of equity shareholders, exchangeable shareholders and debt holders; maintaining compliance with financial covenants; and preserving financial flexibility to benefit from potential opportunities as they arise. The leverage ratio covenant was not to exceed 2.75 and the ratio at December 31, 2015 was 1.53 [2014 – 1.30]. In addition, the fixed charge coverage ratio covenant was greater than 2.0 times and the ratio was 3.54 [2014 – 3.28] and the minimum net worth covenant was \$70,000 and the net worth was \$116,313 [2014 – \$96,092].

Management continually assesses the adequacy of its capital structure and makes adjustments in light of changes in economic conditions and the risk characteristics of underlying assets. Adjustments may include changes in distributions, purchases of units for cancellation pursuant to normal course issuer bids, issues of

Richards Packaging Income Fund

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new shares and/or Units, repayments or borrowings under the credit facilities and refinancing the debt to replace existing debt with different characteristics.

18. RELATED PARTY TRANSACTIONS AND INVESTMENT

Richards Packaging entered into the following related party transactions, which were measured at fair value:

	2015	2014
Leases of facilities from entities related to certain officers	881	709
Product purchases from Vision	6,770	6,898

Richards Canada owns a 50% interest in a joint venture, Vision. The information below reflects the amounts presented in the financial statements of Vision:

	2015	2014		2015	2014
Statement of financial position					
Assets			Liabilities		
Current assets	1,616	1,370	Current liabilities	471	447
Plant and equipment	276	329			
Total assets	1,892	1,699	Net assets	1,421	1,252
Statement of net income					
Revenue				6,770	6,898
Expenses				6,501	6,702
Net income				269	196

The increase of \$84 in Investment – Vision represents share of net income of \$134 [2014 – \$98] less dividends of \$50 [2014 – 204].

19. FINANCIAL INSTRUMENTS

Fair value

Cash, accounts receivable, accounts payable and accruals, distributions payable and due to previous shareholder are all short-term in nature and, as such, their carrying values approximate fair values. All financial liabilities excluding exchangeable shares are classified as other financial liabilities measured at amortized cost.

The fair value of term debt approximates the carrying value as it bears interest at rates comparable to current market rates that would be used to calculate fair value. Exchangeable shares are recorded at fair value, based on the year end trading price of Units into which they are convertible, with changes in value recorded through net income [note 16].

Richards Packaging Income Fund

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[Cdn\$ thousands, unless otherwise noted]

Credit risk

Financial assets exposed to credit risk consist primarily of trade receivables arising from the sale of goods. Concentration of credit risk is limited due to the large number of customers and geographical dispersion. As at December 31, 2015, no customer represented 5% or more of accounts receivable or sales.

Credit quality is assessed prior to establishing customer accounts. Management continuously monitors the collection of overdue accounts. For customers with overdue accounts, internal collection staff takes appropriate action, including the placement of accounts on hold, with third party collection or legal action taken. On a quarterly basis, the allowance for doubtful accounts is reviewed by management. The allowance for doubtful accounts as at December 31, 2015 is sufficient to cover impaired accounts [note 9].

Inventory obsolescence risk

Richards Packaging is exposed to inventory obsolescence due to customer insolvency when they have unique packaging, maturing product life cycles for stock items and large purchases due to economic order quantities. The inventory provision is assessed on a specific item-by-item basis considering a number of factors including aging, recent sales and market demand. Management continually monitors over-aged inventory with a focus to realize value before obsolescence occurs. On a quarterly basis, the reserve for inventory obsolescence is reviewed by management. The reserve as at December 31, 2015 is sufficient to cover losses due to inventory obsolescence [note 10].

Liquidity risk

The approach to managing liquidity risk is to ensure that sufficient funds are available to meet financial obligations as they come due [notes 12, 20]. This is achieved through a combination of cash balances [note 8], availability of credit facilities [note 15], surplus cash flow from operations, distribution policy and matching the maturities of financial assets and liabilities.

Interest rate risk

Exposure to interest rate risk arises due to variable interest rates on the revolving and term debt credit facilities. A 1.0% movement in interest rates would have impacted net income by \$347 [2014 – \$240].

Foreign currency risk

Exposure to U.S./Cdn. currency fluctuations arises on cross-border transactions and on the translation of cash flows of Richards Packaging US. A foreign currency loss of \$178 has been recorded for the year ended December 31, 2015 [2014 – \$25] relating to cross-border transactions. A 1.0% movement in foreign currency rates would have impacted net income by \$112 [2014 – \$100].

20. COMMITMENTS AND CONTINGENCIES

The minimum rental payments, exclusive of occupancy charges, required under the operating leases for premises are as follows:

Richards Packaging Income Fund

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	Related parties	Third parties	Total
2016	802	3,946	4,748
2017	780	3,139	3,919
2018	803	2,661	3,464
2019	827	2,661	3,488
2020	822	2,081	2,903
Thereafter	—	5,163	5,163

Richards Packaging committed to purchase manufacturing equipment of \$537 which was received and placed in use subsequent to year end.

In connection with the acquisition of Healthmark, Richards Packaging is committed to pay contingent consideration, currently recognized as \$2,000 [see note 4].

In the ordinary course of business, Richards Packaging is involved in litigation and other claims. It is management's opinion that the ultimate outcome of these matters will not have a material adverse effect on the financial position or operating results.

21. ADDITIONAL CASH FLOW INFORMATION

The net change in non-cash working capital consists of the following:

	2015	2014
Accounts receivable	(1,286)	(1,385)
Inventory	(8,815)	(3,570)
Prepaid expenses and deposits	254	(51)
Accounts payable and accruals	4,042	1,884
	(5,805)	(3,122)

For the year ended December 31, 2015, the foreign exchange translation gain excluded from the above was \$5,650 [2014 – \$2,362].

Richards Packaging Income Fund
UNITHOLDER INFORMATION

Trustees

Donald Wright
Chair

Wayne McLeod
Chair – audit committee

Derek Ridout
Chair – compensation and corporate
governance committee

Rami Younes
Trustee

Gerry Glynn
Trustee

Management Team

Gerry Glynn
Chief executive officer

David Prupas
President and Chief operating officer

Enzio Di Gennaro
Chief financial officer

Terry Edwards
Vice president

Timothy McKernan
President, McKernan Packaging

Corporate Information

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(905) 670-7760

Auditors

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PWC Tower
18 York Street, Suite 2600
Toronto, Ontario M5J 0B2

Transfer agent and registrar

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P.O. Box 700
Station B
Montreal, Quebec H3B 3k3
www.canstockta.com

Toronto Stock Exchange listing

Symbol: RPI.UN

Investor information

Investor information is available at
www.richardspackaging.com, SEDAR at
www.sedar.com and TSX at www.tmx.com

Annual meeting

Friday May 6, 2016 at 9:30 a.m.
Brookfield Place
181 Bay Street, Suite 4400
Toronto, Ontario M5J 2T3