# Q2 quarterly report

## **Richards Packaging Income Fund**

Quarter ended June 30, 2016

## **Report Contents**

CEO's report to unitholders	1
Management's discussion and analysis	2
Financial statements	11
Notes to financial statements	15



## **CEO'S REPORT TO UNITHOLDERS**

July 28, 2016

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.

Second quarter performance was in line with our 2016 outlook as total revenue increased 20.3% due to the Healthmark acquisition and organic revenue growth and a U.S./Cdn.  $3.7\phi$  weakening of the dollar to  $78\phi$ , up from  $73\phi$  in the first quarter. Gross profit and EBITDA<sup>1</sup> as a percent of sales were consistent with the first quarter at 17.2% and 13.2% respectively. EBITDA was up \$2.5 million, or 34.5%, due to higher sales and the translation impact of Richards US. Net income decreased \$4.5 million, or 42.0 $\phi$ , with higher EBITDA offset by a \$4 million contingent consideration revaluation for the Healthmark acquisition, higher mark-to-market loss on the exchangeable shares and higher income taxes.

First half results reflect strong total revenue growth (up 23.8%) on the Healthmark acquisition and organic revenue growth, in addition to the positive impact associated with the U.S./Cdn.  $6\phi$  weakening of the dollar. EBITDA<sup>1</sup> was up \$5.4 million, or 39.3%, due to higher sales volumes and the translation impact of Richards US. Net income was down \$2.1 million when compared to the previous year as the higher EBITDA was offset by a contingent consideration revaluation for the Healthmark acquisition, higher mark-to-market loss on the exchangeable shares and increased amortization and income taxes.

The \$2.9 million of free cash flow<sup>2</sup> generated in the second quarter increased the cash on hand by \$2.4 million to \$3.2 million after paying \$2.1 million of income tax payable from the first quarter. The remaining cash, together with the \$1.1 million working capital reduction, was utilized to pay \$2.0 million of term debt and invest in \$0.1 million of expansion capital. We are building up cash balances to fund the \$6.0 million contingent consideration for the Healthmark acquisition due in the first quarter of 2017. The Fund's leverage remained at 1.4x, same as at March 31, 2016.

The Fund paid monthly distributions of  $9.35\phi$  per Unit during the second quarter, which represented an annualized yield of 4.7% on the June 30<sup>th</sup> closing price of \$24.00 per Unit. The payout ratio<sup>3</sup> for the second quarter was 54% up 9% from the first quarter to reflect a 27% increase in the monthly distribution rate to 9.35¢ per Unit.

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. 6095 Ordan Drive Mississauga, Ontario L4T 2M7 July 28, 2016

#### July 28, 2016

This management's discussion and analysis ("MD&A") of Richards Packaging Income Fund for the second quarter should be read in conjunction with the attached condensed interim financial statements dated June 30, 2016, the first quarter report dated May 6, 2016, the 2015 Annual Report and the 2015 Annual Information Form dated March 3, 2016 respectively. Results are reported in Canadian dollars and have been prepared in accordance with International Financial Reporting Standards ("IFRS") on a consistent basis with the 2015 annual financial statements.

#### Fund Profile and Description of the Business

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, to facilitate the acquisition of Richards Packaging Inc. Units are listed on the Toronto Stock Exchange under the symbol RPI.UN.

Richards Packaging serves a wide customer base that is comprised of approximately 13,300 regional food, beverage, cosmetic, specialty chemical, pharmaceutical and other companies. 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 approximately 10% of the total revenues of Richards Packaging (2015 – 13%). 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.

#### **Highlights and Selected Financial Information**

Highlights of the overall performance for the second quarter include:

- Revenue up \$12.2 mil., or 20.3%, due to the Healthmark acquisition and organic growth and 3.2% foreign exchange due to a 3.7¢ U.S./Cdn. drop to 78¢,
- EBITDA<sup>1</sup> up \$2.5 mil., or 34.5%, at 13.2% of revenue similar to the first quarter,
- Current income taxes up \$0.6 mil. due to higher EBITDA,
- Net loss was \$1.1 mil. due primarily to the \$4 mil. revaluation of consideration owing on the Healthmark acquisition and higher mark-to-market loss on exchangeable shares partially offset by higher EBITDA,
- Non-cash working capital decreased \$1.1 mil. mainly due to decreases in inventory of \$4 mil., partially reflecting a \$1.7 mil. increase in prepaid expenses, and receivables of \$1.3 mil. offset by decreases of \$2.6 mil. in payables,
- Free cash flow<sup>2</sup> of \$2.9 mil. was utilized to repay \$2.0 mil. in term debt and build cash. Cash on hand at June 30<sup>th</sup> of \$3 mil. will be utilized to settle the additional consideration owing on the acquisition,
- Leverage ratio reduced to 1.4x from 1.5x at December 31, 2015,
- Distributable cash flow<sup>2</sup> up \$1.8 mil., or 15.3¢ per Unit, resulting in a 54% payout ratio<sup>3</sup>,
- Monthly distributions of 9.35¢ per Unit paid representing a 4.7% annualized return on the June 30<sup>th</sup> closing price of \$24.00 per Unit.

#### July 28, 2016

This MD&A covers the three and six months ended June 30, 2016 generally referred to in this MD&A as the "second quarter" and the "first half", respectively. The following table sets out selected consolidated financial information:

(\$ thousands)	Qtr. 2		Six months	
	2016	2015	2016	2015
Income Statement Data:				
Revenue	72,532	60,304	144,411	116,633
EBITDA <sup>1</sup>	9,606	7,143	18,962	13,610
Diluted per Unit	82.2¢	60.9¢	\$1.62	\$1.16
Net income	(1,133)	3,408	2,167	4,305
Diluted per Unit	-10.4¢	31.6¢	20.0¢	40.1¢
Financial Position Data:				
Working capital	59,298	48,735		
Net operating assets	155,136	137,425		
Bank debt	43,915	33,307		
Debt/EBITDA	1.3	1.3		
Cash Flow Statement Data:				
Distributions	3,307	2,602	5,915	5,206
Diluted per Unit	28.3¢	22.2¢	50.6¢	44.4¢
Payout ratio <sup>3</sup>	54%	59%	50%	65%
Unit purchases	—	_	289	_
Debt repayment (draw)	2,000	(866)	3,000	(866)

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, mark-to-market gains and losses on exchangeable shares and deferred income taxes. Factors considered when setting this level included the foreign exchange outlook, the current low interest rates and the cash needs of operations.

#### **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 \$12.2 million, or 20.3%, for the second quarter from the same period in 2015 due to the Healthmark acquisition and organic growth (10.2 million) along with the translation impact of Richards US, with the Canadian dollar weakening by  $3.7\phi$  to U.S./Cdn.0.78 (2.0

#### July 28, 2016

million). Revenue increased by \$27.8 million, or 23.8%, for the first half from the same period in 2015 due to the Healthmark acquisition and organic growth of \$21.6 million along with the translation impact of Richards US, with the Canadian dollar weakening by 5.8¢ to U.S./Cdn.\$0.75 (\$6.2 million).

(\$ thousands)	Qtr.	. 2	Six mo	onths
	2016	2015	2016	2015
Revenue	72,532	60,304	144,411	116,633
Cost of products sold	60,090	50,479	119,567	97,741
Gross profit	12,442	9,825	24,844	18,892
	17.2%	16.3%	17.2%	16.2%
Administrative expenses	2,824	2,648	5,840	5,186
Foreign currency loss	12	34	42	96
EBITDA <sup>1</sup>	9,606	7,143	18,962	13,610
	13.2%	11.8%	13.1%	11.7%
	968	703	1,967	1,397
Financial expenses	652	538	1,292	1,037
Exchangeable shares	2,787	750	4,670	3,431
Share of income - Vision	(35)	(27)	(42)	(54)
Contingent consideration revaluation	4,000	_	4,000	_
Income tax expense	2,367	1,771	4,908	3,494
Net Income (loss)	(1,133)	3,408	2,167	4,305

Cost of products sold (before amortization) for the second quarter and the first half increased by \$9.6 million, or 19.0%, and by \$21.8 million, or 22.3%, from the same periods in 2015, respectively. Gross profit margins for the second quarter were similar to the first quarter levels at 17.2%. Resins price volatility did not have a material impact on margins as a result of management's practice of passing through increases and decreases to customers.

Administrative expenses (before amortization) for the second quarter and first half increased \$0.2 million and \$0.7 million, respectively, with the same periods in 2015 mainly due to the Healthmark acquisition and the translation impact of expenses of Richards Packaging US.

The foreign currency loss from operations resulted from exchange rate changes applied to our U.S. dollar denominated working capital position within our Canadian operations.

EBITDA<sup>1</sup> for the second quarter and first half increased by \$2.5 million, or 34.5%, and by \$5.4 million, or 39.3%, from the same periods in 2015, respectively. As a percent of sales, EBITDA was at 13.2% for the second quarter and 13.1% for the first half, up 1.4% from the same periods in 2015. Changes were a result of the factors referred to above.

Amortization of \$1.0 million for the second quarter and \$2.0 million for the first half were mainly comprised of \$0.7 million and \$1.3 million respectively for intangibles assets amortization, which

#### July 28, 2016

represents a charge for customer relationships and patents. Depreciation for capital assets was \$0.3 million and \$0.7 million for the second quarter and the first half respectively, which annualized, is approximately Richards Packaging's normalized annual maintenance capital expenditure requirement.

Financial expenses were higher for the second quarter and the first half compared to the same periods in 2015 due to higher term debt with the Healthmark acquisition and higher credit card fees.

Exchangeable shares mark-to-market loss reflects a \$3.00 per Unit price increase during the second quarter and a unit price increase of \$4.82 for the first half to \$24.00 per Unit. Exchangeable shares monthly distributions were  $7.35\phi$  per Share in the first quarter and increased in March 2016 to  $9.35\phi$  per Share beginning with the April payment.

Contingent consideration revaluation of \$4.0 million was recognized associated with the Healthmark acquisition. The revaluation was based on the nine months performance to June 30<sup>th</sup> projected for a full year, and added to the initial assessment to bring the total contingent consideration to \$6.0 million.

Income tax expense increased \$0.6 million for the second quarter and \$1.4 million for the first half compared to the same periods in 2015, respectively, with current tax increases due to higher income.

Net loss for the second quarter was \$1.1 million and net income was \$2.2 million for the first half, which represented  $-10.4\phi$  and  $20.0\phi$  per Unit on a diluted basis, respectively. A time-weighted average of 10,846,578 Units and 846,435 Exchangeable shares, exchangeable into Units on a one-for-one basis, were outstanding for the first half.

#### **Distributable Cash Flow**<sup>2</sup>

The distributable cash flow<sup>2</sup> definition excludes changes in working capital and capital expenditures for the 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 (2015 - 0.9 million drawn) or free cash flow.

Distributable cash flow<sup>2</sup> for the second quarter and first half was \$1.8 million and \$3.8 million higher than in the same periods in 2015. Overall the increase was attributed to increased EBITDA<sup>1</sup> and lower maintenance capital offset by higher interest and taxes. Current income taxes for the second quarter increased \$0.6 million from the same period in 2015, due to the increase in earnings.

Free cash flow<sup>2</sup> of \$2.9 million for the second quarter and \$6.0 million for the first half was deployed to repay \$3.0 million in debt, purchase \$0.3 million in Units and fund \$0.6 million for expansion capital requirements for revenue growth. The remaining cash on hand will be used to help fund the additional contingent consideration owing from the Healthmark acquisition.

Monthly distributions paid of  $9.35\phi$  per Unit represent a payout ratio<sup>3</sup> of 54%. Monthly distributions were increased in April 2016 by  $2.0\phi$  to  $9.35\phi$  per Unit and represent an annual yield of 4.7% on a \$24.00 price per Unit at June 30, 2016.

### MANAGEMENT'S DISCUSSION AND ANALYSIS

#### July 28, 2016

(\$ thousands)	Qtr. 2		Six months	
	2016	2015	2016	2015
Cash provided by operating activities	6,285	2,237	14,083	4,855
Working capital changes	(1,085)	1,433	(935)	4,440
Income taxes payments	4,406	3,473	5,814	4,315
<b>EBITDA</b> <sup>1</sup>	9,606	7,143	18,962	13,610
Interest <sup>a</sup>	652	531	1,292	1,030
Current income tax	2,587	1,972	5,374	3,836
Maintenance capital	210	252	405	678
Distributable cash flow <sup>2</sup>	6,157	4,388	11,891	8,066
Diluted per Unit	52.7¢	37.4¢	101.7¢	68.8¢
Distributions	3,307	2,602	5,915	5,206
Diluted per Unit	28.3¢	22.2¢	50.6¢	44.4¢
Payout ratio <sup>3</sup>	54%	59%	50%	65%
Free cash flow <sup>2</sup>	2,850	1,786	5,976	2,860
Units outstanding (average) =				
Diluted basis 000's	11,693	11,720	11,693	11,720

## Liquidity and Financing

#### Cash flows from operating activities

Cash flow from operating activities for the second quarter was \$6.3 million, up \$4.0 million over the same period in 2015, primarily due to the decrease in working capital and higher income tax payments. For the first half, cash flow from operating activities was \$14.1 million, up \$9.2 million primarily due to the lower working capital investment and higher profit from operations offset by higher income tax payments. During the second quarter, working capital decreased by \$1.1 million mainly on lower inventory and receivables of \$4.0 million and \$1.3 million offset by lower accounts payable of \$2.6 million and higher prepaids of \$1.7 million. The increase in prepaids relates to deposits on inventory which, once shipped, will decrease the inventory reduction by 40%. For the first half, working capital decreased \$0.9 million as inventory decreased \$6.9 million offset by increases in receivables and prepaids of \$2.2 million each and a decrease of \$1.6 million in payables.

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 second quarter, including those declared for March 2016, were \$3.3 million with \$1.1 million declared for June, which was paid July 14<sup>th</sup>.

#### July 28, 2016

#### Normal Course Issuer Bid

On March 14, 2016, the Fund renewed the normal course issuer bid to purchase up to 200,000 Units prior to March 13, 2017. During the first half, 16,000 Units were purchased at an average price of 18.05 per Unit (2015 – nil).

#### Current income taxes

Current income tax expense increased \$0.6 million for the second quarter and \$1.5 million for the first half which includes \$0.1 million of withholding taxes on dividends received from Richards Packaging US (2015 - \$0.1 million).

#### Capital expenditures

Maintenance capital expenditures for the first half were 0.4 million (2015 - 0.7 million) mainly comprised of refurbishment of moulds for replacement packaging and computer equipment upgrades. Expansion capital expenditures for the first half were 0.6 million (2015 - 0.2 million) primarily for the addition of manufacturing equipment for new customer programs.

#### Financing activities and instruments

Credit facilities include a \$44.0 million term loan (2015 - \$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% or a prime rate plus a premium of 0.25% to 0.80%. During the second quarter, \$2.0 million was repaid (2015 - nil).

On October 1, 2015, the term 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 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 EBITDA<sup>1</sup>. As at June 30, 2016, our leverage ratio was 1.4 times down from 1.5 at December 31, 2015. Combined with cash flow from operations, management believes that adequate financing will be available for the foreseeable future<sup>4</sup>.

#### **Outlook**<sup>4</sup>

Management believes that the performance of Richards Packaging is on track to meet ongoing requirements for working capital, capital expenditures and to sustain monthly distributions to unitholders at the current level through 2016.

Organic revenue growth for the second quarter exceeded expectations and is expected to be at the historical 1-3% growth band for the third quarter. The impact of exchange translation is expected to be negligible at prior year's exchange rates of U.S./Cdn. 76.4¢. The sensitivity is \$0.5 million for every 1¢ movement in the exchange rate.

#### July 28, 2016

EBITDA<sup>1</sup> for the second quarter and first half was \$9.6 million and \$19.0 million, up \$2.5 million and \$5.4 million against the same periods in 2015 and is expected to track above 12% of revenue for the third quarter. The impact of exchange translation is expected to be negligible for the third quarter at prior year's exchange rates. The sensitivity is \$0.1 million for every 1¢ movement.

Current income tax is expected to increase with increased EBITDA and the impact of exchange translation is expected to be negligible.

Maintenance capital will continue to be funded by cash flow from operations and is expected to be \$1.0 million in 2016.

Distributable cash flow<sup>2</sup> sensitivity on annual basis to foreign currency fluctuations is \$0.1 million for every U.S./Cdn. 1¢ movement.

Cash on hand of \$3.2 million has been set aside to help fund the contingent consideration owing on the Healthmark acquisition.

Distributable cash flow<sup>2</sup> from Richards Packaging US and Richards Canada's current tax profile are expected to allow for a full return of capital to Unitholders.

#### **Risks and Uncertainties**

Investment in Units involves risks inherent in the ordinary course of business of Richards Packaging 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, patent and trademark challenges, inventory obsolescence, trade risks, resin price and exchange rate fluctuations, interest rate volatility, liquidity risks, 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. To management's knowledge, no significant changes to these risks and uncertainties have occurred in the first half of 2016.

#### **Critical Accounting Estimates**

The preparation of the consolidated financial statements in conformity with IFRS requires management to make estimates and assumptions which affect the reported, and disclosure of, amounts for assets and liabilities as at June 30, 2016 and revenue and expenses for the period then ended. There have not been any significant changes in the critical accounting estimates of the Fund in the first half of 2016, relative to December 31, 2015. For more information on critical accounting estimates, see the Management's Discussion and Analysis, the audited consolidated financial statements and the notes to the consolidated financial statements included in the Fund's 2015 Annual Report.

July 28, 2016

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

There have been no changes in the Fund's internal controls over financial reporting during the first half 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 <u>www.richardspackaging.com</u>, SEDAR at <u>www.sedar.com</u> or TSX at <u>www.tmx.com</u>

- 1 Management defines EBITDA as earnings before amortization, contingent consideration revaluation, financial expenses, 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 contingent consideration revaluation. 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 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 interest, cash income tax expense, and maintenance capital expenditures. Free cash flow is distributable cash flow less distributions. The objective of presenting this measure 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 liquidity and 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 declared over distributable cash flow<sup>2</sup>. The objective of presenting this measure is to calculate the percentage of distributions compared to the amount available for distribution. Payout ratio does not have a standardized meaning prescribed by IFRS. The method of calculating payout ratio may not be comparable to similar measures presented by other companies.
- <sup>4</sup> 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

## MANAGEMENT'S DISCUSSION AND ANALYSIS

July 28, 2016

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 in other reports and filings made by us with securities regulatory authorities and available at www.sedar.com. While management believes 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.

> Notice to Unitholders The attached consolidated financial statements have not been reviewed by the Fund's external auditors

## **STATEMENTS OF NET INCOME AND COMPREHENSIVE INCOME** Unaudited

For the three and six months ended June 30

		Three months		Six mo	onths
Cdn\$ thousands	Notes	2016	2015	2016	2015
Revenue		72,532	60,304	144,411	116,633
Cost of products sold		61,032	51,164	121,482	99,104
Administrative expenses		2,850	2,666	5,892	5,220
Foreign currency loss		12	34	42	96
Contingent consideration revaluation	3	4,000		4,000	
Profit from operations		4,638	6,440	12,995	12,213
Financial expenses		652	538	1,292	1,037
Exchangeable shares				-	
Mark-to-market loss		2,522	533	4,173	2,969
Distributions		265	217	497	462
Share of income - Vision		(35)	(27)	(42)	(54)
Profit before income taxes		1,234	5,179	7,075	7,799
Income tax expense (income)					
Current taxes	4	2,587	1,972	5,374	3,836
Deferred taxes	4	(220)	(201)	(466)	(342
		2,367	1,771	4,908	3,494
Net income (loss) for the period		(1,133)	3,408	2,167	4,305
Basic and diluted income per Unit	5	-10.4¢	31.6¢	20.0¢	40.1¢
<b>Other comprehensive income (loss)</b> (subsequently recyclable to Net income) Richards Packaging US					
Currency translation adjustment		352	(1,212)	(5,392)	5,441
Comprehensive income (loss) for the p	eriod	(781)	2,196	(3,225)	9,746

See accompanying notes

*"Wayne McLeod"* Chair – Audit Committee *"Gerry Glynn"* CEO – Richards Packaging Inc. *"Enzio Di Gennaro"* CFO – Richards Packaging Inc.

[Consolidated]

## STATEMENTS OF FINANCIAL POSITION

Unaudited

As at June 30 and December 31

		June 30		<b>Dec. 31</b>	
Cdn\$ thousands	Notes	2016	2015	2015	2014
Current Assets					
Cash	3	3,213		794	1,127
Accounts receivable		31,538	25,807	30,281	23,262
Inventory		50,493	48,545	59,439	42,892
Prepaid expenses and deposits		4,388	2,760	2,267	2,211
		89,632	77,112	92,781	69,492
Current Liabilities (excluding debt)					
Accounts payable and accruals		(27,906)	(25,664)	(30,278)	(23,383
Income tax payable	4	(300)	(862)	(740)	(1,341
Distributions payable		(1,103)	(868)	(870)	(865
Due to previous shareholder		(1,025)	(983)	(1,091)	(914
<u> </u>		(30,334)	(28,377)	(32,979)	(26,503
WORKING CAPITAL		59,298	48,735	59,802	42,989
Long-term Assets					
Plant and equipment		4,011	3,518	3,743	3,190
Investment - Vision		754	682	712	628
Intangible assets		18,462	10,654	20,376	10,688
Goodwill		85,024	78,234	87,613	75,514
		108,251	93,088	112,444	90,020
Long-term Liabilities (excluding debt)					
Contingent consideration	3	(6,000)		(2,000)	_
Deferred income taxes	4	(6,413)	(4,398)	(7,149)	(4,435
NET OPERATING ASSETS		155,136	137,425	163,097	128,574
Debt					
Revolving debt			866	_	
Term debt		43,915	32,441	46,883	32,428
Exchangeable shares - current	5	20,235	13,777	16,062	13,593
	-	64,150	47,084	62,945	46,021
Equity	E	A1 007	50 020	17 000	54 700
Unitholders' capital	5	41,887	52,832	47,828	54,790
Retained earnings	`	37,137	28,770	34,970 17 254	24,465
Accumulated other comprehensive income (loss	5)	<u>11,962</u> 90,986	8,739 90,341	<u>17,354</u> 100,152	3,298 82,553
			,		,
CAPITAL		155,136	137,425	163,097	128,574

See accompanying notes

[Consolidated]

## STATEMENTS OF CHANGES IN EQUITY

Unaudited

For the three and six months ended June 30

[Consolidated]

Cdn\$ thousands	Notes	Unitholders' capital	Retained earnings	AOCI <sup>a)</sup>	Equity
March 31, 2015		52,431	25,362	9,951	87,744
Comprehensive income Distributions Share conversion		(2,385) 2,786	3,408	(1,212)	2,196 (2,385) 2,786
June 30, 2015		52,832	28,770	8,739	90,341
March 31, 2016		44,930	38,270	11,610	94,810
Comprehensive income Distributions		(3,043)	(1,133)	352	(781) (3,043)
June 30, 2016		41,887	37,137	11,962	90,986
December 31, 2014		54,790	24,465	3,298	82,553
Comprehensive income Distributions Share conversion		(4,744) 2,786	4,305	5,441	9,746 (4,744) 2,786

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

4

52,832

47,828

(289)

(5,652)

41,887

28,770

34,970

2,167

37,137

8,739

17,354

(5,392)

11,962

90,341

100,152

(3,225)

(5,652)

90,986

(289)

See accompanying notes

June 30, 2015

Distributions

June 30, 2016

December 31, 2015

Comprehensive income

Purchased for cancellation, net

# STATEMENTS OF CASH FLOWS Unaudited

For the three and six months ended June 30

		Three m	onths	Six mo	nths
Cdn\$ thousands	Notes	2016	2015	2016	2015
OPERATING ACTIVITIES					
Profit from operations		4,638	6,440	12,995	12,213
Add items not involving cash					
Plant and equipment depreciation		325	330	648	642
Intangible assets amortization		643	373	1,319	755
Contingent consideration revaluation	3	4,000	—	4,000	_
Income taxes payments	4	(4,406)	(3,473)	(5,814)	(4,315)
Changes in non-cash working capital	6	1,085	(1,433)	935	(4,440)
Cash provided by operating activities		6,285	2,237	14,083	4,855
INVESTING ACTIVITIES Additions to plant and equipment		(210)	(338)	(1,002)	(884)
Cash used in investing activities		(210)	(338)	(1,002)	(884)
FINANCING ACTIVITIES					
Draw of revolving debt			866		866
Repayment of term debt		(2,000)	_	(3,000)	
Financial expenses paid		(649)	(526)	(1,290)	(1,012)
Purchase of Fund units for cancellation	5	_	_	(289)	
Distributions to Exchangeable Shareholders		(265)	(217)	(497)	(462)
Distributions to Unitholders		(3,042)	(2,385)	(5,418)	(4,744)
Cash used in financing activities		(5,956)	(2,262)	(10,494)	(5,352)
Net cash flow for the period		119	(363)	2,587	(1,381)
Cash, beginning of period		2,982	266	794	1,127
Foreign exchange effect		112	97	(168)	254
Cash, end of period		3,213	_	3,213	_

See accompanying notes

[Consolidated]

#### NOTES TO INTERIM FINANCIAL STATEMENTS Unaudited

June 30, 2016

[Cdn\$ thousands]

## **1. FORMATION OF THE FUND**

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. BASIS OF PRESENTATION

These condensed interim financial statements of the Fund have been prepared in accordance with International Financial Reporting Standard ["IFRS"] IAS 34 *Interim Financial Reporting*. As such these statements do not contain all the explanatory notes, descriptions or accounting policies or other disclosures that can be found in the Fund's 2015 audited annual financial statements. The accounting policies used in the preparation of these condensed interim financial statements are consistent with the 2015 audited annual financial statements.

## **3. ACQUISITION**

Contingent consideration of \$2,000 was recognized associated with the acquisition of Healthmark Services Ltd. as at December 31, 2015, subject to adjustments based on future earnings for 2016 or 2017. Based on the nine months performance to June 30<sup>th</sup> projected for a full year the contingent consideration has been revalued to \$6,000. Therefore the Statement of Net Income and the Statements of Financial Position include a contingent consideration revaluation of \$4,000.

## **4. INCOME TAXES**

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

	Three months		Six months	
	2016	2015	2016	2015
Profit from operations Financial expenses Contingent consideration revaluation	4,638 (652) 4,000	6,440 (538) —	12,995 (1,292) 4,000	12,213 (1,037) —
Income subject to income taxes	7,986	5,902	15,703	11,176
Statutory tax rate Income tax expense at statutory tax rate	26.7% <b>2,132</b>	26.5% 1,564	26.7% <b>4,193</b>	26.5% 2,962
Deferred income taxes	220	201	466	342
Current period adjustments Foreign tax differential Foreign rate differential Withholding tax Other items	(203) 372  66	(207) 397 — 17	(437) 1,044 113 (5)	(415) 881 110 (44)
Current income taxes	2,587	1,972	5,374	3,836

#### NOTES TO INTERIM FINANCIAL STATEMENTS Unaudited

June 30, 2016

[Cdn\$ thousands]

#### 5. UNITS AND EXCHANGEABLE SHARES

Number outstanding	Units basic	Weighted average	Exchangeable Shares	Units diluted	Weighted average
December 31, 2015	10,862,578	10,807,570	846,435	11,709,013	11,719,353
Units purchased	(16,000)			(16,000)	
March 31, 2016	10,846,578	10,846,578	846,435	11,693,013	11,693,013
Units purchased	_			_	
June 30, 2016	10,846,578	10,846,578	846,435	11,693,013	11,693,013
six months		10,846,578	846,435		11,693,013

Exchangeable shares mark-to-market loss reflects a unit price increase during the six months ended June 30, 2016 of \$4.82 to \$24.00 per Unit.

The impact on income per Unit of the mark-to-market loss and distributions to shareholders is antidilutive which reverts back to basic income per Unit. The calculation of the diluted income per Unit would yield 14.1¢ for the three month period of 2016 [2015 – 35.5¢] and 58.5¢ for the six month period of 2016 [2015 – 66.0¢].

## 6. ADDITIONAL CASH FLOW INFORMATION

The net change in working capital consists of the following:

	Three months		Six mo	nths
	2016	2015	2016	2015
Accounts receivable	1,329	272	(2,224)	(1,643)
Inventory	4,046	(5,106)	6,893	(3,871)
Prepaid expenses and deposits	(1,737)	211	(2,203)	(447)
Accounts payable and accruals	(2,553)	3,190	(1,531)	1,521
	1,085	(1,433)	935	(4,440)

For the three and six month periods the total foreign exchange translation excluded from the above values was 106 gain [2015 - 552 loss] and 22,271 loss [2015 - 22,044 gain] respectively.