



NEWS RELEASE

Winpak Reports 2019 Second Quarter Results

Winnipeg, Manitoba, July 25, 2019 - Winpak Ltd. (WPK) today reports consolidated results in US dollars for the second quarter of 2019, which ended on June 30, 2019.

	Quarter Ended		Year-To-Date Ended	
	June 30 2019	July 1 2018 *	June 30 2019	July 1 2018 *
<i>(thousands of US dollars, except per share amounts)</i>				
Revenue	219,618	225,191	443,653	446,856
Net income	31,893	28,818	61,081	55,685
Income tax expense	11,247	10,791	21,782	19,926
Net finance income	(1,304)	(130)	(2,441)	(79)
Depreciation and amortization	10,205	9,896	20,363	19,775
EBITDA (1)	52,041	49,375	100,785	95,307
Net income attributable to equity holders of the Company	31,086	28,042	59,515	54,403
Net income attributable to non-controlling interests	807	776	1,566	1,282
Net income	31,893	28,818	61,081	55,685
Basic and diluted earnings per share (cents)	48	43	92	84

Winpak Ltd. manufactures and distributes high-quality packaging materials and related packaging machines. The Company's products are used primarily for the packaging of perishable foods, beverages and in healthcare applications.

For further information: L.A. Warelis, Vice President and CFO, (204) 831-2254; O.Y. Muggli, President and CEO, (204) 831-2214

¹ EBITDA is not a recognized measure under International Financial Reporting Standards (IFRS). Management believes that in addition to net income, this measure provides useful supplemental information to investors including an indication of cash available for distribution prior to debt service, capital expenditures and income taxes. Investors should be cautioned, however, that this measure should not be construed as an alternative to net income, determined in accordance with IFRS, as an indicator of the Company's performance. The Company's method of calculating this measure may differ from other companies and, accordingly, the results may not be comparable.

*The Company has initially applied IFRS 16 "Leases" at December 31, 2018. Under the transition method chosen by the Company, comparative information has not been restated.



Management's Discussion and Analysis

(presented in US dollars)

Forward-looking statements: Certain statements made in the following Management's Discussion and Analysis contain forward-looking statements including, but not limited to, statements concerning possible or assumed future results of operations of the Company. Forward-looking statements represent the Company's intentions, plans, expectations and beliefs, and are not guarantees of future performance. Such forward-looking statements represent Winpak's current views based on information as at the date of this report. They involve risks, uncertainties and assumptions and the Company's actual results could differ, which in some cases may be material, from those anticipated in these forward-looking statements. Factors that could cause results to differ from those expected include, but are not limited to: the terms, availability and costs of acquiring raw materials and the ability to pass on price increases to customers; ability to negotiate contracts with new customers or renew existing customer contracts with less favorable terms; timely response to changes in customer product needs and market acceptance of our products; the potential loss of business or increased costs due to customer or vendor consolidation; competitive pressures, including new product development; industry capacity, and changes in competitors' pricing; ability to maintain or increase productivity levels; contain or reduce costs; foreign currency exchange rate fluctuations; changes in governmental regulations, including environmental, health and safety; changes in Canadian and foreign income tax rates, income tax laws and regulations. Unless otherwise required by applicable securities law, Winpak disclaims any intention or obligation to publicly update or revise this information, whether as a result of new information, future events or otherwise. The Company cautions investors not to place undue reliance upon forward-looking statements.

Financial Performance

Net income attributable to equity holders of the Company for the second quarter of 2019 of \$31.1 million or 48 cents in earnings per share (EPS) compared to \$28.0 million or 43 cents per share in the corresponding quarter in 2018, an increase of 10.9 percent. The expansion in gross profit margins contributed 2.5 cents to EPS while foreign exchange elevated EPS by 2.0 cents. Furthermore, net finance income and lower income taxes raised EPS by 1.0 cent and 0.5 cents respectively. Conversely, higher operating expenses reduced EPS by 1.0 cent.

For the six months ended June 30, 2019, net income attributable to equity holders of the Company amounted to \$59.5 million or 92 cents per share which surpassed the 2018 first half result of \$54.4 million or 84 cents per share by 9.4 percent. Enhanced gross profit margins propelled EPS forward by 6.0 cents while foreign exchange and net finance income each augmented EPS by 2.5 cents. Higher operating expenses and a greater proportion of earnings attributable to non-controlling interests had the opposite effect by decreasing EPS by 2.5 cents and 0.5 cents accordingly.

Operating Segments and Product Groups

The Company provides three distinct types of packaging technologies: a) rigid packaging and flexible lidding, b) flexible packaging and c) packaging machinery. Each of the three are deemed to be a separate operating segment.

The rigid packaging and flexible lidding segment includes the rigid containers and lidding product groups. Rigid containers includes portion control and single-serve containers, as well as plastic sheet, custom and retort trays, which are used for applications such as food, pet food, beverage, dairy, industrial, and healthcare. Lidding products are available in die-cut, daisy chain and rollstock formats and are used for applications such as food, dairy, beverage, industrial and healthcare.

The flexible packaging segment includes the modified atmosphere packaging, specialty films and biaxially oriented nylon product groups. Modified atmosphere packaging extends the shelf life of perishable foods, while at the same time maintains or improves the quality of the product. The packaging is used for a wide range of markets and applications, including fresh and processed meats, poultry, cheese, medical device packaging, high performance pouch applications and high-barrier films for converting applications. Specialty films includes a full line of barrier and non-barrier films which are ideal for converting applications such as printing, laminating, and bag making, including shrink bags. Biaxially oriented nylon film is stretched by length and width to add stability for further conversion using printing, metalizing or laminating processes and are ideal for food packaging applications such as cheese, fluid and viscous liquids, and industrial applications such as book covers and balloons.

Packaging machinery includes a full line of horizontal fill/seal machines for preformed containers and vertical form/fill/seal pouch machines for pumpable liquid and semi-liquid products and certain dry products.

Revenue

Revenue in the second quarter of 2019 reached \$219.6 million versus \$225.2 million in the same quarter of 2018, a decrease of 2.5 percent. Volumes contracted by 1.0 percent. Within the rigid packaging and flexible lidding operating segment, volumes receded by 4 percent in the quarter. The lidding product group benefitted from gains in rollstock applications. However, a modest volume reduction within the rigid containers product group was experienced due to the loss of retort tray business and timing of customer orders. The flexible packaging operating segment achieved volume growth of 2 percent in the quarter. The modified atmosphere packaging product group secured additional processed meat business. Following the exceptional results of the first quarter, biaxially oriented nylon volumes were solid again in the second quarter. Competitive pressures with respect to less sophisticated non-barrier films, in combination with the timing of orders, caused specialty



films volumes to retreat. For the packaging machinery operating segment, sales were respectable, progressing by 6 percent. Selling price and mix changes had a negative impact of 1.1 percent on second quarter revenues while foreign exchange lowered revenues by a further 0.4 percent.

For the first half of 2019, revenue fell by \$3.2 million to \$443.7 million from \$446.9 million recorded in the first six months of 2018. Volumes were essentially unchanged, declining by less than 0.5 percent. The rigid packaging and flexible lidding operating segment recorded a decline in volumes of 6 percent. For the lidding product group, healthy first half volumes were driven by inroads made with rollstock applications. A reduction in retort and specialty beverage container volumes contributed to a contraction in volumes for the rigid containers product group. The flexible packaging operating segment attained volume growth of 5 percent. Biaxially oriented nylon volumes were robust, reflecting the organic growth at key accounts. Modified atmosphere packaging volumes advanced by over 3 percent, mostly with protein customers. Within the packaging machinery operating segment, growth was 6 percent. Foreign exchange was responsible for a decrease in revenues of 0.5 percent compared to 2018. Selling prices and changes in product mix had a limited impact on revenue in relation to the corresponding prior year period.

Gross Profit Margins

Gross profit margins for the second quarter of 2019 rose to 32.4 percent of revenue versus 30.9 percent of revenue in the comparable 2018 quarter, an improvement of 1.5 percentage points. Raw material costs fell to a greater extent than the corresponding selling price adjustments. The inherent timing delay in passing along price modifications to customers on formal price indexing programs contributed to this gross profit margin enhancement. In addition, the Company's sustained focus on reducing production waste and optimizing the utilization of its manufacturing workforce generated positive results.

For the first six months of 2019, gross profit margins of 31.6 percent of revenue exceeded the 2018 year-to-date level of 30.3 percent by 1.3 percentage points. This translated into an increase in EPS of 6.0 cents. Lower raw materials costs was the greatest contributor as the related selling price adjustments put forth to customers on formal price indexing arrangements did not become effective until the latter part of the second quarter. This was augmented by cost savings achievements made in new material science, material waste and labor cost curtailment.

The raw material purchase price index declined by 2.1 percent compared to the first quarter of 2019. However, in the last 12 months, the decrease in the index was more pronounced at 10.8 percent. During the second quarter, polyethylene and polypropylene resin prices declined while all other major raw materials were relatively unchanged.

Expenses and Other

Operating expenses in the current quarter, exclusive of foreign exchange impacts, advanced by 2.6 percent relative to the corresponding slight decrease in sales volumes, thereby having a negative 1.0 cent impact on EPS. Foreign exchange had a favorable effect on EPS of 2.0 cents as the weaker Canadian dollar had a positive influence on earnings as expenses exceeded revenues in that currency. Furthermore, translation differences, which arise when Canadian dollar monetary assets and liabilities are translated at rates that change over time, were positive. Higher rates of interest were obtained on cash and cash equivalents, uplifting net finance income and raising EPS by 1.0 cent. Additionally, the effective income tax rate declined in the current quarter, adding 0.5 cents to EPS.

On a year-to-date basis, operating expenses, adjusted for foreign exchange, increased at a rate of 3.5 percent in contrast to the small contraction in sales volumes, resulting in a reduction in EPS of 2.5 cents. During the first half of 2019, one-time personnel costs were incurred for a group of employees due to the closure and relocation of an administration office. In addition, higher research and technical expenses reflected key new product initiatives that were undertaken. Foreign exchange had a positive influence on EPS of 2.5 cents primarily due to the conversion of the Company's net Canadian dollar expenses into US funds at a lower average rate. Net finance income also elevated EPS by 2.5 cents and was the outcome of advancements in both the level of cash and cash equivalents on hand and the rate of interest earned thereon. The magnitude of income attributable to non-controlling interests subtracted 0.5 cents from EPS.

Capital Resources, Cash Flow and Liquidity

The Company's cash and cash equivalents balance ended the second quarter of 2019 at \$395.4 million, an increase of \$32.8 million from the end of the prior quarter. Winpak generated strong cash flows from operating activities before changes in working capital of \$52.5 million. Working capital provided \$4.8 million in cash. Trade payables and other liabilities advanced by \$4.0 million, reflecting the magnitude of raw material purchases and the timing of supplier payments. Trade and other receivables declined by \$3.5 million due to the quantity of extended term accounts receivable that were sold without recourse to financial institutions in exchange for cash. Conversely, inventory levels climbed by \$2.9 million as a result of the planned build-up of finished goods inventories in advance of equipment maintenance activities scheduled for the third quarter. Cash was used for income tax payments of \$12.7 million, plant and equipment additions of \$11.5 million, dividends of \$1.5 million and other items totaling \$0.1 million while net finance income provided cash of \$1.3 million.



For the first half of 2019, the cash and cash equivalents balance advanced by \$51.1 million as a result of the significant cash flow provided by operating activities before changes in working capital of \$101.4 million. Working capital generated \$2.2 million in cash. Other cash flows included \$28.9 million in plant and equipment additions, income tax payments of \$20.9 million, dividend payments of \$2.9 million, employee defined benefit plan contributions of \$2.1 million and other outflows amounting to \$0.3 million. Net finance income had a positive impact of \$2.6 million.

Summary of Quarterly Results

	Thousands of US dollars, except per share amounts (US cents)							
	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017*	Q3 2017
Revenue	219,618	224,035	222,138	220,647	225,191	221,665	222,323	218,348
Net income attributable to equity holders of the Company	31,086	28,429	26,683	27,835	28,042	26,361	39,633	25,368
EPS	48	44	41	43	43	41	61	39

The Company has initially applied IFRS 16 “Leases” at December 31, 2018 and IFRS 15 “Revenue From Contracts With Customers” and IFRS 9 “Financial Instruments” at January 1, 2018. Under the transition methods chosen by the Company, comparative information has not been restated.

*Includes the one-time income tax recovery of 17 cents per share due to the revaluation of deferred tax asset and liability balances within the US operations as a result of US tax reform enacted in December 2017.

Looking Forward Business Outlook

The Company remains optimistic on earnings performance for the balance of 2019. Enhanced gross profit margins in the second quarter were a result of the continued decline in certain raw material resin costs and notable productivity gains across the manufacturing operations. Sales volumes were essentially flat in the first six months of the year and expectations for the second half are for improved volumes albeit with similar variability amongst the Company’s product groups. Winpak continues to develop new revenue prospects with existing and new customers and the timing for commercialization of these opportunities remains uncertain as customers’ protocols control the process. Raw material costs for the Company’s main resins experienced slight declines in the second quarter due to high supplier inventory levels and new capacity. Since 70 percent of the Company’s revenues are indexed to the price of raw materials, with a 90 to 120-day time lag, selling prices will be moving downwards in the third quarter. Current market forecasts are for resin costs in the second half of 2019 to remain relatively stable except for polyethylene which may see further easing. During the second quarter, the Canadian dollar strengthened in relation to the US dollar, which will more than likely have a negative impact on earnings for the last six months of 2019.

Capital spending is expected to accelerate in the second half of 2019 and finish in the \$60 - \$70 million range. During the second quarter, new extrusion capacity was added at the rigid container facility in Sauk Village, Illinois. The Mexican facility became fully operational, providing new capabilities in printing technology for flexible packaging products. The building expansion and new state-of-the art biaxially oriented polyamide (BOPA) line in Winnipeg, Manitoba is moving forward with an expected commercial start-up in the latter part of 2020. Winpak continues to invest in organic revenue growth opportunities with new processes, technologies and material sciences to enhance its product portfolio including new recycle-ready offerings which are becoming an important focal point in the North American plastic packaging market. The Company continues to evaluate acquisition candidates that align strategically with Winpak’s fundamental competencies in sophisticated packaging for food, beverage and health care applications all being focused on adding long-term shareholder returns.

Accounting Changes - Accounting Standards Implemented in 2019

a) Uncertainty over Income Tax Treatments

In June 2017, IFRIC Interpretation 23 “Uncertainty over Income Tax Treatments” was issued and aims to reduce diversity in how companies recognize and measure a tax liability or tax asset when there is uncertainty over income tax treatments. The Interpretation was implemented with retrospective application, effective December 31, 2018, and had no impact on the Company’s unaudited interim condensed consolidated financial statements.



b) Employee Benefit Plan Amendment, Curtailment or Settlement

In February 2018, amendments to IAS 19 “Employee Benefits” were issued to specify how an entity determines pension expenses when changes to a defined benefit plan occur. When a change to a plan takes place, including an amendment, curtailment or settlement, IAS 19 requires an entity to remeasure its employee benefit plan liability or asset. The amendments require an entity to use the updated assumptions from this remeasurement to determine current service cost and the net finance cost for the remainder of the reporting period after the change to the plan. The amendments were implemented with prospective application, effective December 31, 2018, and had no impact on the Company’s unaudited interim condensed consolidated financial statements.

c) Leases

The Company has adopted IFRS 16 with a date of initial application of December 31, 2018. The new standard introduces a balance sheet recognition and measurement model for lessees, eliminating the distinction between operating and finance leases. As a result, most leases are recognized on the balance sheet. Certain exemptions apply for short-term leases and leases for low-value assets. Lessors continue to classify leases as operating and finance leases. IFRS 16 replaces IAS 17 “Leases” and the related interpretations.

As a result of the adoption of IFRS 16, the Company’s accounting policies have been updated. See notes 3 and 4 to the unaudited interim condensed consolidated financial statements for the accounting policy changes, the consequential financial impact as well as the new disclosure requirements.

The Company has applied IFRS 16 using the modified retrospective approach and therefore the comparative information has not been restated and continues to be reported under IAS 17. On initial application, the Company has elected to record right-of-use assets based on the corresponding lease liability. Right-of-use assets and lease liabilities of \$568 were recorded as of December 31, 2018, with no net impact on retained earnings. When measuring lease liabilities, the Company discounted lease payments using its incremental borrowing rate at December 31, 2018. The weighted-average rate applied was 4.5%. For leases with a lease term ending within 12 months of the date of initial application, the Company has elected to apply the practical expedient to account for them as short-term leases.

Controls and Procedures

Disclosure Controls

Management is responsible for establishing and maintaining disclosure controls and procedures in order to provide reasonable assurance that material information relating to the Company is made known to them in a timely manner and that information required to be disclosed is reported within time periods prescribed by applicable securities legislation. There are inherent limitations to the effectiveness of any system of disclosure controls and procedures, including the possibility of human error and the circumvention or overriding of the controls and procedures. Accordingly, even effective disclosure controls and procedures can only provide reasonable assurance of achieving their control objectives. Based on management’s evaluation of the design of the Company’s disclosure controls and procedures, the Company’s Chief Executive Officer and Chief Financial Officer have concluded that these controls and procedures are designed as of June 30, 2019 to provide reasonable assurance that the information being disclosed is recorded, summarized and reported as required.

Internal Controls Over Financial Reporting

Management is responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Internal control systems, no matter how well designed, have inherent limitations and therefore can only provide reasonable assurance as to the effectiveness of internal controls over financial reporting, including the possibility of human error and the circumvention or overriding of the controls and procedures. Management used the Internal Control – Integrated Framework published by the Committee of Sponsoring Organizations of the Treadway Commission (COSO 2013) as the control framework in designing its internal controls over financial reporting. Based on management’s design of the Company’s internal controls over financial reporting, the Company’s Chief Executive Officer and Chief Financial Officer have concluded that these controls and procedures are designed as of June 30, 2019 to provide reasonable assurance that the financial information being reported is materially accurate. During the second quarter ended June 30, 2019, there have been no changes to the design of the Company’s internal controls over financial reporting that have materially affected, or are reasonably likely to materially affect, its internal controls over financial reporting.



Winpak Ltd.
Interim Condensed Consolidated Financial Statements
Second Quarter Ended: June 30, 2019

These interim condensed consolidated financial statements have not been audited or reviewed by the Company's independent external auditors, KPMG LLP.



Winpak Ltd.
Condensed Consolidated Balance Sheets
(thousands of US dollars) (unaudited)

	Note	June 30 2019	December 30 2018*
Assets			
Current assets:			
Cash and cash equivalents		395,445	344,322
Trade and other receivables	13	130,129	131,851
Income taxes receivable		553	1,294
Inventories	8	131,608	132,318
Prepaid expenses		4,144	2,761
Derivative financial instruments		524	-
		<u>662,403</u>	<u>612,546</u>
Non-current assets:			
Property, plant and equipment	9	462,589	453,867
Intangible assets	9	14,114	14,311
Employee benefit plan assets		8,912	7,507
Deferred tax assets		697	707
		<u>486,312</u>	<u>476,392</u>
Total assets		<u>1,148,715</u>	<u>1,088,938</u>
Equity and Liabilities			
Current liabilities:			
Trade payables and other liabilities		66,851	63,687
Contract liabilities		1,467	3,031
Provisions		660	-
Income taxes payable		2,280	3,753
Derivative financial instruments		80	2,697
		<u>71,338</u>	<u>73,168</u>
Non-current liabilities:			
Employee benefit plan liabilities		11,908	11,108
Deferred income		14,258	14,786
Provisions and other long-term liabilities		-	660
Deferred tax liabilities		42,604	41,313
		<u>68,770</u>	<u>67,867</u>
Total liabilities		<u>140,108</u>	<u>141,035</u>
Equity:			
Share capital		29,195	29,195
Reserves		307	(2,264)
Retained earnings		949,846	893,279
Total equity attributable to equity holders of the Company		<u>979,348</u>	<u>920,210</u>
Non-controlling interests		<u>29,259</u>	<u>27,693</u>
Total equity		<u>1,008,607</u>	<u>947,903</u>
Total equity and liabilities		<u>1,148,715</u>	<u>1,088,938</u>

*The Company has initially applied IFRS 16 "Leases" at December 31, 2018. Under the transition method chosen by the Company, comparative information has not been restated. See note 3.

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

Condensed Consolidated Statements of Income

(thousands of US dollars, except per share amounts) (unaudited)

	Note	Quarter Ended		Year-To-Date Ended	
		June 30 2019	July 1 2018*	June 30 2019	July 1 2018*
Revenue	5	219,618	225,191	443,653	446,856
Cost of sales		(148,359)	(155,550)	(303,264)	(311,573)
Gross profit		71,259	69,641	140,389	135,283
Sales, marketing and distribution expenses		(17,230)	(17,672)	(34,919)	(35,317)
General and administrative expenses		(7,985)	(7,702)	(16,619)	(15,675)
Research and technical expenses		(4,381)	(4,030)	(8,458)	(8,102)
Pre-production expenses		(160)	-	(160)	(115)
Other income (expenses)	7	333	(758)	189	(542)
Income from operations		41,836	39,479	80,422	75,532
Finance income		2,285	1,186	4,391	2,015
Finance expense		(981)	(1,056)	(1,950)	(1,936)
Income before income taxes		43,140	39,609	82,863	75,611
Income tax expense		(11,247)	(10,791)	(21,782)	(19,926)
Net income for the period		31,893	28,818	61,081	55,685
Attributable to:					
Equity holders of the Company		31,086	28,042	59,515	54,403
Non-controlling interests		807	776	1,566	1,282
		31,893	28,818	61,081	55,685
Basic and diluted earnings per share - cents	11	48	43	92	84

Condensed Consolidated Statements of Comprehensive Income

(thousands of US dollars) (unaudited)

	Note	Quarter Ended		Year-To-Date Ended	
		June 30 2019	July 1 2018*	June 30 2019	July 1 2018*
Net income for the period		31,893	28,818	61,081	55,685
<u>Items that will not be reclassified to the statements of income:</u>					
Cash flow hedge gains recognized		43	-	502	101
Cash flow hedge losses (gains) transferred to property, plant and equipment		413	-	508	(235)
Income tax effect		-	-	-	-
		456	-	1,010	(134)
<u>Items that are or may be reclassified subsequently to the statements of income:</u>					
Cash flow hedge gains (losses) recognized		585	(813)	1,276	(1,320)
Cash flow hedge losses (gains) transferred to the statements of income	7	309	299	855	(237)
Income tax effect		(239)	138	(570)	417
		655	(376)	1,561	(1,140)
Other comprehensive income (loss) for the period - net of income tax		1,111	(376)	2,571	(1,274)
Comprehensive income for the period		33,004	28,442	63,652	54,411
Attributable to:					
Equity holders of the Company		32,197	27,666	62,086	53,129
Non-controlling interests		807	776	1,566	1,282
		33,004	28,442	63,652	54,411

*The Company has initially applied IFRS 16 "Leases" at December 31, 2018. Under the transition method chosen by the Company, comparative information has not been restated. See note 3.

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.
Condensed Consolidated Statements of Changes in Equity
(thousands of US dollars) (unaudited)

	Attributable to equity holders of the Company						
	Note	Share capital	Reserves	Retained earnings	Total	Non-controlling interests	Total equity
Balance at January 1, 2018*		29,195	596	788,636	818,427	25,037	843,464
Comprehensive (loss) income for the period							
Cash flow hedge losses, net of tax		-	(866)	-	(866)	-	(866)
Cash flow hedge gains transferred to the statements of income, net of tax		-	(173)	-	(173)	-	(173)
Cash flow hedge gains transferred to property, plant and equipment		-	(235)	-	(235)	-	(235)
Other comprehensive loss		-	(1,274)	-	(1,274)	-	(1,274)
Net income for the period		-	-	54,403	54,403	1,282	55,685
Comprehensive (loss) income for the period		-	(1,274)	54,403	53,129	1,282	54,411
Dividends	10	-	-	(2,997)	(2,997)	-	(2,997)
Balance at July 1, 2018*		29,195	(678)	840,042	868,559	26,319	894,878
Balance at December 31, 2018		29,195	(2,264)	893,279	920,210	27,693	947,903
Comprehensive income for the period							
Cash flow hedge gains, net of tax		-	1,437	-	1,437	-	1,437
Cash flow hedge losses transferred to the statements of income, net of tax		-	626	-	626	-	626
Cash flow hedge losses transferred to property, plant and equipment		-	508	-	508	-	508
Other comprehensive income		-	2,571	-	2,571	-	2,571
Net income for the period		-	-	59,515	59,515	1,566	61,081
Comprehensive income for the period		-	2,571	59,515	62,086	1,566	63,652
Dividends	10	-	-	(2,948)	(2,948)	-	(2,948)
Balance at June 30, 2019		29,195	307	949,846	979,348	29,259	1,008,607

*The Company has initially applied IFRS 16 "Leases" at December 31, 2018. Under the transition method chosen by the Company, comparative information has not been restated. See note 3.

See accompanying notes to condensed consolidated financial statements.



Winpak Ltd.

Condensed Consolidated Statements of Cash Flows

(thousands of US dollars) (unaudited)

	Note	Quarter Ended		Year-To-Date Ended	
		June 30 2019	July 1 2018*	June 30 2019	July 1 2018*
Cash provided by (used in):					
Operating activities:					
Net income for the period		31,893	28,818	61,081	55,685
Items not involving cash:					
Depreciation		10,468	10,155	20,886	20,278
Amortization - deferred income		(383)	(394)	(755)	(782)
Amortization - intangible assets		120	135	232	279
Employee defined benefit plan expenses		908	938	1,764	1,870
Net finance income		(1,304)	(130)	(2,441)	(79)
Income tax expense		11,247	10,791	21,782	19,926
Other		(444)	(373)	(1,183)	(787)
Cash flow from operating activities before the following		52,505	49,940	101,366	96,390
Change in working capital:					
Trade and other receivables		3,532	666	1,722	(8,772)
Inventories		(2,909)	(7,946)	710	(9,285)
Prepaid expenses		(170)	304	(1,383)	(1,223)
Trade payables and other liabilities		3,995	8,589	2,671	9,128
Contract liabilities		394	(224)	(1,564)	1,091
Employee defined benefit plan contributions		(107)	(122)	(2,091)	(1,831)
Income tax paid		(12,652)	(13,280)	(20,903)	(21,634)
Interest received		2,227	1,151	4,359	1,961
Interest paid		(880)	(1,007)	(1,769)	(1,782)
Net cash from operating activities		45,935	38,071	83,118	64,043
Investing activities:					
Acquisition of property, plant and equipment - net		(11,547)	(20,554)	(28,862)	(33,014)
Acquisition of intangible assets		(17)	(84)	(35)	(115)
		(11,564)	(20,638)	(28,897)	(33,129)
Financing activities:					
Payment of lease liabilities		(105)	-	(209)	-
Dividends paid	10	(1,460)	(1,513)	(2,889)	(3,063)
		(1,565)	(1,513)	(3,098)	(3,063)
Change in cash and cash equivalents		32,806	15,920	51,123	27,851
Cash and cash equivalents, beginning of period		362,639	303,890	344,322	291,959
Cash and cash equivalents, end of period		395,445	319,810	395,445	319,810

*The Company has initially applied IFRS 16 "Leases" at December 31, 2018. Under the transition method chosen by the Company, comparative information has not been restated. See note 3.

See accompanying notes to condensed consolidated financial statements.

1. General

Winpak Ltd. is incorporated under the Canada Business Corporations Act. The Company manufactures and distributes high-quality packaging materials and related packaging machines. The Company's products are used primarily for the packaging of perishable foods, beverages and in healthcare applications. The address of the Company's registered office is 100 Saulteaux Crescent, Winnipeg, Manitoba, Canada R3J 3T3.

2. Basis of Presentation

The unaudited interim condensed consolidated financial statements were prepared in accordance with International Financial Reporting Standards (IFRS). The unaudited interim condensed consolidated financial statements are in compliance with IAS 34. Accordingly, certain information and note disclosures normally included in annual consolidated financial statements prepared in accordance with IFRS as issued by the International Accounting Standards Board (IASB) have been omitted or condensed. These unaudited interim condensed consolidated financial statements should be read in conjunction with the Company's consolidated financial statements for the year ended December 30, 2018, which are included in the Company's 2018 Annual Report.

Since the first quarter of 2019, the Company's consolidated financial statements have applied IFRS 16 "Leases". The changes in accounting policies from those used in the Company's consolidated financial statements for the year ended December 30, 2018 are described in notes 3 and 4.

The fiscal year of the Company ends on the last Sunday of the calendar year. As a result, the Company's fiscal year is usually 52 weeks in duration, but includes a 53rd week every five to six years. The 2019 and 2018 fiscal years are both comprised of 52 weeks and each quarter of 2019 and 2018 are comprised of 13 weeks.

The unaudited interim condensed consolidated financial statements were approved by the Audit Committee on behalf of the Board of Directors on July 25, 2019.

3. Accounting Standards Implemented in 2019

The following accounting standards came into effect commencing in the Company's 2019 fiscal year:

(a) Uncertainty over Income Tax Treatments:

In June 2017, IFRIC Interpretation 23 "Uncertainty over Income Tax Treatments" was issued and aims to reduce diversity in how companies recognize and measure a tax liability or tax asset when there is uncertainty over income tax treatments. The Interpretation was implemented with retrospective application, effective December 31, 2018, and had no impact on the Company's unaudited interim condensed consolidated financial statements.

(b) Employee Benefit Plan Amendment, Curtailment or Settlement:

In February 2018, amendments to IAS 19 "Employee Benefits" were issued to specify how an entity determines pension expenses when changes to a defined benefit plan occur. When a change to a plan takes place, including an amendment, curtailment or settlement, IAS 19 requires an entity to remeasure its employee benefit plan liability or asset. The amendments require an entity to use the updated assumptions from this remeasurement to determine current service cost and the net finance cost for the remainder of the reporting period after the change to the plan. The amendments were implemented with prospective application, effective December 31, 2018, and had no impact on the Company's unaudited interim condensed consolidated financial statements.

(c) Leases:

The Company has adopted IFRS 16 with a date of initial application of December 31, 2018. The new standard introduces a balance sheet recognition and measurement model for lessees, eliminating the distinction between operating and finance leases. As a result, most leases are recognized on the balance sheet. Certain exemptions apply for short-term leases and leases for low-value assets. Lessors continue to classify leases as operating and finance leases. IFRS 16 replaces IAS 17 "Leases" and the related interpretations.

As a result of the adoption of IFRS 16, the Company's accounting policies have been updated. See note 4 for these changes in accounting policies, as well as the new disclosure requirements. The changes in accounting policies will also be reflected in the Company's consolidated financial statements as at and for the year ending December 29, 2019.

The Company has applied IFRS 16 using the modified retrospective approach and therefore the comparative information has not been restated and continues to be reported under IAS 17.

Impact on the 2019 Interim Condensed Consolidated Financial Statements

On initial application, the Company has elected to record right-of-use assets based on the corresponding lease liability. Right-of-use assets and lease liabilities of \$568 were recorded as of December 31, 2018, with no net impact on retained earnings. When measuring lease liabilities, the Company discounted lease payments using its incremental borrowing rate at December 31, 2018. The weighted-average rate applied was 4.5%.

For leases with a lease term ending within 12 months of the date of initial application, the Company has elected to apply the practical expedient to account for them as short-term leases. The Company recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

The following table reconciles the Company's operating lease commitments at December 30, 2018, as previously disclosed in the Company's consolidated financial statements, to the lease liabilities recognized on initial application of IFRS 16 at December 31, 2018:

Operating lease commitments at December 30, 2018	(835)
Discounted using the incremental borrowing rate at December 31, 2018	(812)
Recognition exemption for short-term leases and leases of low-value assets	244
Lease liabilities recognized at December 31, 2018	(568)
Of which are:	
Current	(429)
Non-current	(139)
Lease liabilities recognized at December 31, 2018	(568)

The following table summarizes the impact of adopting IFRS 16 on the Company's condensed consolidated balance sheet as at June 30, 2019:

	Amount Without IFRS 16	IFRS 16 Adjustment	As Reported
Property, plant and equipment	462,234	355	462,589
Trade payables and other liabilities	(66,477)	(374)	(66,851)
Deferred tax liabilities	(42,609)	5	(42,604)
Retained earnings	(949,860)	14	(949,846)

There was no material impact on the Company's condensed consolidated statement of income or condensed consolidated statement of cash flows for the second quarter of 2019 and the year-to-date period ended June 30, 2019.

4. Leases

The Company has adopted IFRS 16 with a date of initial application of December 31, 2018. The updated accounting policies and additional disclosures are detailed as follows.

Accounting Policies

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

The Company recognizes a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received. The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term. The estimated useful lives of right-of-use assets are determined on the same basis as those of plant and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Company's incremental borrowing rate. Generally, the Company uses its incremental borrowing rate as the discount rate. Lease payments included in the measurement of the lease liability comprise the following: a) fixed payments, including in-substance fixed payments, b) variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date, c) amounts expected to be payable under a residual value guarantee and d) the exercise price under a purchase option that the Company is reasonably certain to exercise, lease payments in an optional renewal period if the Company is reasonably certain to exercise an extension option, and penalties for early termination of a lease unless the Company is reasonably certain not to terminate early.

The lease liability is measured at amortized cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, extension or termination option. When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in the statement of income if the carrying amount of the right-of-use asset has been reduced to zero.

In the comparative periods, operating leases were not recognized in the Company's consolidated balance sheet. Payments made were recognized in the statement of income on a straight-line basis over the term of the lease, while any lease incentive received was recognized as a reduction of the total lease expense, over the term of the lease.

The Company presents right-of-use assets in 'Property, plant and equipment'. The current portion of lease liabilities is presented within 'Trade payables and other liabilities'. The non-current portion is presented within 'Provisions and other long-term liabilities'.

The Company has elected not to recognize right-of-use assets and lease liabilities for short-term leases that have a lease term of 12 months or less and leases of low-value assets. The Company recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

The adoption of IFRS 16 did not impact the Company's accounting policies for lessors.

Right-of-use assets

	June 30 2019
Opening balance, December 31, 2018	568
Additions	-
Depreciation	(213)
Closing balance, June 30, 2019	355

Lease liabilities

The Company's leases are for office and manufacturing facilities.

The following tables provide information about the timing of future lease payments:

	June 30 2019
Less than one year	(382)
One to five years	-
More than five years	-
Total contractual undiscounted lease liabilities	(382)

	June 30 2019
Current	(374)
Non-current	-
Total discounted lease liabilities	(374)

During the second quarter of 2019, the Company recorded finance expense on lease liabilities of \$5. Total cash outflow for leases was \$241, including \$129 for short-term leases. On a year-to-date basis, the Company recorded finance expense on lease liabilities of \$11. Total cash outflow for leases was \$476, including \$252 for short-term leases. Expenses for leases of low-dollar value items were not material.

Extension Options

Some leases of office and manufacturing facilities contain extension options exercisable by the Company up to one year before the end of the non-cancellable contract period. Where practicable, the Company seeks to include extension options in new leases to provide operational flexibility. The extension options held are exercisable only by the Company and not by the lessors. The Company assesses at lease commencement whether it is reasonably certain to exercise the extension options. The Company reassesses whether it is reasonably certain to exercise the options if there is a significant event or significant change in circumstances within its control. At June 30, 2019, potential future lease payments not included in lease liabilities were not material.

Lease Income

Lease contracts in which the Company acts as a lessor are classified as operating leases because they do not transfer substantially all of the risks and rewards incidental to ownership of the assets. Lease income from these lease contracts during the second quarter of 2019 totalled \$198 and on a year-to-date basis totalled \$393.

5. Revenue

Operating Segments and Product Groups

The Company provides three distinct types of packaging technologies: a) rigid packaging and flexible lidding, b) flexible packaging and c) packaging machinery. Each of the three are deemed to be a separate operating segment.

The rigid packaging and flexible lidding segment includes the rigid containers and lidding product groups. Rigid containers includes portion control and single-serve containers, as well as plastic sheet, custom and retort trays, which are used for applications such as food, pet food, beverage, dairy, industrial, and healthcare. Lidding products are available in die-cut, daisy chain and rollstock formats and are used for applications such as food, dairy, beverage, industrial and healthcare.

The flexible packaging segment includes the modified atmosphere packaging, specialty films and biaxially oriented nylon product groups. Modified atmosphere packaging extends the shelf life of perishable foods, while at the same time maintains or improves the quality of the product. The packaging is used for a wide range of markets and applications, including fresh and processed meats, poultry, cheese, medical device packaging, high performance pouch applications and high-barrier films for converting applications. Specialty films includes a full line of barrier and non-barrier films which are ideal for converting applications such as printing, laminating, and bag making, including shrink bags. Biaxially oriented nylon film is stretched by length and width to add stability for further conversion using printing, metalizing or laminating processes and are ideal for food packaging applications such as cheese, fluid and viscous liquids, and industrial applications such as book covers and balloons.

Packaging machinery includes a full line of horizontal fill/seal machines for preformed containers and vertical form/fill/seal pouch machines for pumpable liquid and semi-liquid products and certain dry products.

Most of the Company's contracts have a single performance obligation as the promise to transfer the individual goods. Revenue for each of the three operating segments is recognized at a point in time when the customer obtains control of a product, which typically takes place when legal title and physical possession of the product is transferred to the customer. These conditions are usually fulfilled upon shipment, however, in some instances, upon delivery. Invoices are generated when control has transferred and are usually payable within 30 to 60 days.

Disaggregation of Revenue

	Quarter Ended		Year-To-Date Ended	
	June 30 2019	July 1 2018	June 30 2019	July 1 2018
Operating segment				
Rigid packaging and flexible lidding	101,186	107,877	205,483	217,980
Flexible packaging	112,667	111,070	224,199	214,752
Packaging machinery	5,765	6,244	13,971	14,124
	219,618	225,191	443,653	446,856
Geographic segment				
United States	179,540	184,070	367,417	367,228
Canada	27,646	28,718	52,629	58,089
Mexico and other	12,432	12,403	23,607	21,539
	219,618	225,191	443,653	446,856

The Company's products are primarily used for the packaging of perishable foods and beverages, which accounted for more than 90 percent of sales during the year-to-date periods ended June 30, 2019 and July 1, 2018. Other markets include medical, pharmaceutical, personal care, industrial, and other consumer goods.

6. Segment Reporting

The Company operates in three operating segments: a) rigid packaging and flexible lidding, b) flexible packaging and c) packaging machinery. Due to similar economic characteristics, including long-term sales volumes growth and long-term average gross profit margins, and having similar products, production processes, types of customers and distribution methods, the rigid packaging and flexible lidding and flexible packaging operating segments have been aggregated as one reportable segment. In addition, the packaging machinery operating segment has been aggregated with these two segments as the segment's revenue and assets represents less than 4 percent of total Company revenues and assets.

The Company operates principally in the United States, Canada and Mexico. See note 5 for a breakdown of revenue by operating and geographic segment. The following summary presents property, plant and equipment and intangible assets information by geographic segment:

	June 30 2019	July 1 2018
United States	223,513	218,324
Canada	233,632	221,122
Mexico	19,558	10,702
	<u>476,703</u>	<u>450,148</u>

7. Other Income (Expenses)

	Quarter Ended		Year-To-Date Ended	
	June 30 2019	July 1 2018	June 30 2019	July 1 2018
Amounts shown on a net basis				
Foreign exchange gains (losses)	642	(459)	1,044	(779)
Cash flow hedge (losses) gains transferred from other comprehensive income	(309)	(299)	(855)	237
	<u>333</u>	<u>(758)</u>	<u>189</u>	<u>(542)</u>

8. Inventories

	June 30 2019	December 30 2018
Raw materials	37,448	44,179
Work-in-process	24,071	22,365
Finished goods	58,878	55,329
Spare parts	11,211	10,445
	<u>131,608</u>	<u>132,318</u>

During the second quarter of 2019, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$1,066 (2018 - \$1,592) and reversals of previously written-down items of \$326 (2018 - \$433). On a year-to-date basis, the Company recorded, within cost of sales, inventory write-downs for slow-moving and obsolete inventory of \$3,538 (2018 - \$3,966) and reversals of previously written-down items of \$1,869 (2018 - \$1,701).

9. Property, Plant and Equipment and Intangible Assets

Property, plant and equipment comprise owned and leased assets.

	June 30 2019
Property, plant and equipment owned	462,234
Right-of-use assets	355
	<u>462,589</u>

At June 30, 2019, the Company has commitments to purchase plant and equipment of \$22,699 (December 30, 2018 - \$31,157). No impairment losses or impairment reversals were recognized during the year-to-date periods ended June 30, 2019 or July 1, 2018.

10. Dividends

During the second quarter of 2019, dividends in Canadian dollars of 3 cents per common share were declared (2018 - 3 cents) and on a year-to-date basis, 6 cents per common share were declared (2018 - 6 cents).

11. Earnings Per Share

	Quarter Ended		Year-To-Date Ended	
	June 30 2019	July 1 2018	June 30 2019	July 1 2018
Net income attributable to equity holders of the Company	31,086	28,042	59,515	54,403
Weighted average shares outstanding (000's)	65,000	65,000	65,000	65,000
Basic and diluted earnings per share - cents	48	43	92	84

12. Financial Instruments

The Company measures assets and liabilities under the following fair value hierarchy in accordance with IFRS. The inputs used for fair value measurements, including their classification within the required three levels of the fair value hierarchy that prioritizes the inputs used for fair value measurement, are as follows:

Level 1 - unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 - inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and

Level 3 - inputs that are not based on observable market data.

The fair value of cash and cash equivalents, trade and other receivables, including trade and other receivables subject to factoring arrangements and classified as measured at FVOCI, trade payables and other liabilities approximate their carrying value because of the short-term maturity of these instruments. The fair value of foreign currency forward contracts, designated as cash flow hedges, has been determined by valuing those contracts to market against prevailing forward foreign exchange rates as at the reporting date.

The following table presents the classification of financial instruments within the fair value hierarchy:

Financial Assets (Liabilities)	Level 1	Level 2	Level 3	Total
<u>At June 30, 2019</u>				
Foreign currency forward contracts - net	-	444	-	444
<u>At December 30, 2018</u>				
Foreign currency forward contracts - net	-	(2,697)	-	(2,697)

When the Company has a legally enforceable right to set off supplier rebates receivable against supplier trade payables and intends to settle the amount on a net basis or simultaneously, the balance is presented as an offset within 'Trade payables and other liabilities' on the consolidated balance sheet. At June 30, 2019, the supplier rebate receivable balance that was offset was \$4,720 (December 30, 2018 - \$5,166).

13. Financial Risk Management

In the normal course of business, the Company has risk exposures consisting primarily of foreign exchange risk, interest rate risk, commodity price risk, liquidity risk, and credit risk. The Company manages its risks and risk exposures through a combination of derivative financial instruments, insurance, a system of internal and disclosure controls and sound business practices. The Company does not purchase any derivative financial instruments for speculative purposes.

Financial risk management is primarily the responsibility of the Company's corporate finance function. Significant risks are regularly monitored and actions are taken, when appropriate, according to the Company's approved policies, established for that purpose. In addition, as required, these risks are reviewed with the Company's Board of Directors.

Foreign Exchange Risk

Translation differences arise when foreign currency monetary assets and liabilities are translated at foreign exchange rates that change over time. These foreign exchange gains and losses are recorded in other income (expenses). As a result of the Company's CDN dollar net asset monetary position as at June 30, 2019, a one-cent change in the period-end foreign exchange rate from 0.7633 to 0.7533 (CDN to US dollars) would have decreased net income by \$233 for the second quarter of 2019. Conversely, a one-cent change in the period-end foreign exchange rate from 0.7633 to 0.7733 (CDN to US dollars) would have increased net income by \$233 for the second quarter of 2019.

The Company's Foreign Exchange Policy requires that between 50 and 80 percent of the Company's net requirement of CDN dollars for the ensuing 9 to 15 months will be hedged at all times with a combination of cash and cash equivalents and forward or zero-cost option foreign currency contracts. The Company may also enter into forward foreign currency contracts when equipment purchases and special dividend payments will be settled in foreign currencies. Transactions are only conducted with certain approved Schedule I Canadian financial institutions. All foreign currency contracts are designated as cash flow hedges of the highly probable CDN dollar expenditures. These derivatives meet the hedge effectiveness criteria as a result of the following factors:

- a) An economic relationship exists between the hedged item and the hedging instrument as notional amounts match and both the hedged item and hedging instrument fair values move in response to the same risk - foreign exchange rates. There are no significant reasons or causes for the designated hedged item and hedging instrument to be mismatched since the hedging instrument matures during the same month as the expected hedged expenditures are incurred. The correlation between the foreign exchange rate of the hedged item and the hedging instrument should be highly correlated and closely aligned as the maturity and the notional amount are the same.
- b) The hedge ratio is one to one for this hedging relationship as the hedged item is foreign currency risk that is hedged with a foreign currency hedging instrument.
- c) Credit risk is not material in the fair value of the hedging instrument.

The Company has identified two sources of potential ineffectiveness: a) the timing of cash flow differences between the expenditure and the related derivative and b) the inclusion of credit risk in the fair value of the derivative not replicated in the hedged item. The Company expects the impact of these sources of hedge ineffectiveness to be minimal. The timing of hedge settlements and incurred expenditures are closely aligned as they are expected to occur within 30 days of each other. Credit risk is not a material component of the fair value of the Company's hedging instruments as all counterparties are Schedule 1 Canadian financial institutions, which are highly rated.

Certain foreign currency contracts matured during the second quarter of 2019 and the Company realized pre-tax foreign exchange losses of \$722 (year-to-date losses - \$1,363). Of these foreign exchange differences, losses of \$309 were recorded in other income (expenses) (year-to-date losses - \$855) and losses of \$413 were recorded in property, plant and equipment (year-to-date losses - \$508). During the second quarter of 2018 the Company realized pre-tax foreign exchange losses of \$299 (year-to-date - realized foreign exchange gains of \$472). Of these foreign exchange differences, losses of \$299 were recorded in other income (expenses) (year-to-date gains - \$237) and \$0 was recorded in property, plant and equipment (year-to-date gains - \$235).

As at June 30, 2019, the Company had US to CDN dollar foreign currency forward contracts outstanding with a notional amount of US \$44.0 million at an average exchange rate of 1.3199 maturing between July 2019 and June 2020. The fair value of these financial instruments was \$444 US and the corresponding unrealized gain has been recorded in other comprehensive income. The Company did not recognize any ineffectiveness on the hedging instruments for the year-to-date periods ended June 30, 2019 and July 1, 2018.

Interest Rate Risk

The Company's interest rate risk arises from interest rate fluctuations on the finance income that it earns on its cash invested in money market accounts and short-term deposits. The Company developed and implemented an investment policy, which was approved by the Company's Board of Directors, with the primary objective to preserve capital, minimize risk and provide liquidity. Regarding the June 30, 2019 cash and cash equivalents balance of \$395.4 million, a 1.0 percent increase/decrease in interest rate fluctuations would increase/decrease income before income taxes by \$3,954 annually.

Commodity Price Risk

The Company's manufacturing costs are affected by the price of raw materials, namely petroleum-based and natural gas-based plastic resins and aluminum. In order to manage its risk, the Company has entered into selling price-indexing programs with certain customers. Changes in raw material prices for these customers are reflected in selling price adjustments but there is a slight time lag. For the year-to-date period ended June 30, 2019, 70 percent of revenue was generated from customers with selling price-indexing programs. For all other customers, the Company's preferred practice is to match raw material cost changes with selling price adjustments, albeit with a slight time lag. This matching is not always possible, as customers react to selling price pressures related to raw material cost fluctuations according to conditions pertaining to their markets.

Liquidity Risk

Liquidity risk is the risk that the Company would not be able to meet its financial obligations as they come due. Management believes that the liquidity risk is low due to the strong financial condition of the Company. This risk assessment is based on the following: (a) cash and cash equivalents amounts of \$395.4 million, (b) no outstanding bank loans, (c) unused credit facilities comprised of unsecured operating lines of \$38 million, (d) the ability to obtain term-loan financing to fund an acquisition, if needed, (e) an informal investment grade credit rating and (f) the Company's ability to generate positive cash flows from ongoing operations. Management believes that the Company's cash flows are more than sufficient to cover its operating costs, working capital requirements, capital expenditures, payment of lease liabilities and dividend payments in the next twelve months. The Company's trade payables and other liabilities and derivative financial instrument liabilities are all due within twelve months.

Credit Risk

The Company is exposed to credit risk from its cash and cash equivalents held with banks and financial institutions, derivative financial instruments (foreign currency forward contracts), as well as credit exposure to customers, including outstanding trade and other receivable balances.

The following table details the maximum exposure to the Company's counterparty credit risk which represents the carrying value of the financial asset:

	June 30 2019	December 30 2018
Cash and cash equivalents	395,445	344,322
Trade and other receivables	130,129	131,851
Foreign currency forward contracts	524	-
	<u>526,098</u>	<u>476,173</u>

Credit risk on cash and cash equivalents and other financial instruments arises in the event of non-performance by the counterparties when the Company is entitled to receive payment from the counterparty who fails to perform. The Company has established an investment policy to manage its cash. The policy requires that the Company manage its risk by investing its excess cash on hand on a short-term basis, up to a maximum of six months, with several financial institutions and/or governmental bodies that must be rated 'AA' or higher for CDN financial institutions and 'A-1' or higher for US financial institutions by recognized international credit rating agencies or insured 100 percent by the US government or a 'AAA' rated CDN federal or provincial government. The Company manages its counterparty risk on its financial instruments by only dealing with Schedule I Canadian financial institutions.

In the normal course of business, the Company is exposed to credit risk on its trade and other receivables from customers. To mitigate such risk, the Company performs ongoing customer credit evaluations and assesses their credit quality by taking into account their financial position, past experience and other pertinent factors. Management regularly monitors customer credit limits, performs credit reviews and, in certain cases insures trade and other receivables against credit losses.

During the second quarter of 2019, the Company incurred costs on the sale of trade receivables of \$1,263 (2018 - \$1,396). Of these costs, \$876 was recorded in finance expense (2018 - \$1,008) and \$387 was recorded in general and administrative expenses (2018 - \$388). On a year-to-date basis, the Company incurred costs on the sale of trade receivables of \$2,491 (2018 - \$2,477). Of these costs, \$1,757 was recorded in finance expense (2018 - \$1,763) and \$734 was recorded in general and administrative expenses (2018 - \$714).

As at June 30, 2019, the Company believes that the credit risk for trade and other receivables is mitigated due to the following: a) a broad customer base which is dispersed across varying market sectors and geographic locations, b) 98 percent of the gross trade and other receivables balance is within 30 days of the agreed upon payment terms with customers, c) the sale of certain extended term trade receivables without recourse and d) 40 percent of the trade and other receivables balance is insured against credit losses. The Company's exposure to the ten largest customer balances, on aggregate, accounted for 40 percent of the total trade and other receivables balance.

The carrying amount of trade and other receivables is reduced through the use of an allowance for expected credit losses and the amount of the loss is recognized in the statement of income within general and administrative expenses. When a receivable balance is considered uncollectible, it is written off against the allowance for expected credit losses. Subsequent recoveries of amounts previously written off are credited against general and administrative expenses in the statement of income. During the second quarter of 2019, the Company recorded impairment losses on trade and other receivables of \$48 (2018 - \$67). On a year-to-date basis, the Company recorded impairment losses on trade and other receivables of \$124 (2018 - \$183).

The following table sets out the aging details of the Company's trade and other receivables balances outstanding based on when the receivable was due and payable and related allowance for expected credit losses:

	June 30 2019	December 30 2018
Current (not past due)	114,739	112,953
1 - 30 days past due	14,137	16,636
31 - 60 days past due	1,150	2,022
More than 60 days past due	1,140	1,196
	<u>131,166</u>	<u>132,807</u>
Less: Allowance for expected credit losses	<u>(1,037)</u>	<u>(956)</u>
Total trade and other receivables, net	<u>130,129</u>	<u>131,851</u>

14. Seasonality

The Company experiences seasonal variation in revenue, with revenue typically being the highest in the second and fourth quarters, and lowest in the first quarter.