

**SECOND QUARTER REPORT 2023** 



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

June 30, 2023 (in thousands of Canadian dollars)



Interim Condensed Consolidated Statements of Financial Position (Unaudited) The accompanying notes are an integral part of these consolidated financial statements.

		As at June 30,	As at December 31
(in thousands of Canadian dollars)	Notes	2023 \$	2022 \$
Assets	Notes	Ψ	Ψ
Current assets			
Cash		2,953	1,400
Trade and other receivables	4	2,333	156,140
Income taxes receivable	-	5,814	8,180
Inventories	5	340,428	374,182
Prepaid expenses and deposits	5	12,217	14,306
Frepaid expenses and deposits		655,711	554,208
Non-current assets		000,711	554,206
	0	400.400	400 744
Property, plant and equipment	6	128,169	139,741
Right-of-use assets	7	138,681	144,967
Timber	8	46,940	47,797
Deferred income tax assets		3,470	2,796
Intangible assets	9	138,201	151,893
Goodwill	10	394,983	401,802
Other assets		2,492	1,989
		852,936	890,985
Total assets		1,508,647	1,445,193
Liabilities			
Current liabilities			
Cheques issued in excess of funds on deposit		7,475	5,636
Trade and other payables		158,537	137,807
Performance bond obligations	11	6,529	10,584
Dividends payable	14	12,167	12,179
Current portion of lease liabilities	7	20,835	21,180
Income taxes payable			90
Current portion of loans and borrowings	12	-	62,131
		205,543	249,607
Non-current liabilities			210,001
Loans and borrowings	12	579,432	473,562
Lease liabilities	7	127,438	133,016
Reforestation and environmental	1	2,341	2,105
Deferred income tax liabilities		17,709	15,846
Retirement benefit obligations	13	2,302	2,569
	15	729,222	
T - 4 - 1 11 - 1- 1141			627,098
Total liabilities		934,765	876,705
Equity			
Common shares	14	584,193	584,956
Contributed surplus		11,083	11,048
Foreign currency translation		34,899	48,803
Deficit		(56,293)	(76,319)
		573,882	568,488
Total liabilities and equity		1,508,647	1,445,193
Commitments and contingencies	7,23		
Subcoquent event	1/		

Subsequent event



Interim Condensed Consolidated Statements of Earnings and Comprehensive Earnings (Unaudited) The accompanying notes are an integral part of these consolidated financial statements.

	т	hree months en		Six months en	
(in thousands of Canadian dollars except per share and share amounts)	Notes	2023 \$	2022 \$	2023 \$	2022 \$
	Notes	Ψ	Ψ	Ψ	Ψ
Revenue	19,20	710,748	870,723	1,319,867	1,722,023
Cost of sales		589,579	768,013	1,100,488	1,486,706
Gross margin from operations		121,169	102,710	219,379	235,317
Expenses					
Distribution, selling and administration		55,168	50,607	108,537	105,115
Depreciation and amortization	6,7,9	17,294	16,369	34,408	32,587
		72,462	66,976	142,945	137,702
Operating earnings		48,707	35,734	76,434	97,615
Finance costs	15	10,503	9,579	21,060	17,970
Earnings before income taxes		38,204	26,155	55,374	79,645
Provision for income tax					
Current income tax		7,360	4,993	9,948	13,372
Deferred income tax		1,652	413	1,323	3,496
		9,012	5,406	11,271	16,868
Net earnings		29,192	20,749	44,103	62,777
Other comprehensive (loss) income					
Exchange differences on translation of					
foreign operations <sup>(1)</sup>		(13,444)	17,568	(13,904)	9,363
Actuarial gain from pension and other benefit plans <sup>(2)</sup>		218	194	255	907
Comprehensive earnings		15,966	38,511	30,454	73,047
Net earnings per share					
Basic and diluted		0.34	0.24	0.51	0.72
Weighted average number of shares					
Basic		86,996,446	86,829,258	87,046,351	86,796,038
Diluted		86,996,446	86,853,661	87,046,351	86,820,441

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

2. Item that will not be reclassified to earnings.



Interim Condensed Consolidated Statements of Changes in Equity (Unaudited) The accompanying notes are an integral part of these consolidated financial statements.

			Contributed	Foreign currency		
	Common	shares	surplus	translation Deficit		Total
(in thousands of Canadian dollars						
except share amounts)	#	\$	\$	\$	\$	\$
As at December 31, 2022	86,991,660	584,956	11,048	48,803	(76,319)	568,488
Shares issued pursuant to:						
Restricted Equity Common Share Plan	20,334	128	(128)	) –	-	-
Employee Common Share Purchase Plan	127,886	625	-	-	-	625
Transaction costs on issue of shares,						
net of deferred income tax	-	(16)	-	-	-	(16)
Share-based compensation charged to						
operations	-	-	163	-	-	163
Shares cancelled	(229,008)	(1,500)	-	-	-	(1,500)
Dividends	-	-	-	-	(24,332)	(24,332)
Comprehensive earnings for the period	-	-	-	(13,904)	44,358	30,454
As at June 30, 2023	86,910,872	584,193	11,083	34,899	(56,293)	573,882
As at December 31, 2021	86,694,158	583,086	11,317	10.747	(107,441)	497,709
Shares issued pursuant to:	,,	,	,	,.	(,,	,
Restricted Equity Common Share Plan	45,000	352	(352)	) –	-	-
Employee Common Share Purchase Plan	96,034	632	()	-	-	632
Transaction costs on issue of shares,	,					
net of deferred income tax	-	(14)	-	-	-	(14)
Share-based compensation charged to		( )				( )
operations	-	-	223	-	-	223
Accrued dividends on unvested restricted						
shares	-	-	(55)	) –	55	-
Dividends	-	-	-	-	(24,308)	(24,308)
Comprehensive earnings for the period	-	-	-	9,363	63,684	73,047
As at June 30, 2022	86,835,192	584,056	11,133	20,110	(68,010)	547,289



Interim Condensed Consolidated Statements of Cash Flows (Unaudited) The accompanying notes are an integral part of these consolidated financial statements.

		Three months ended June 30,		Six months ended June 30,	
		2023	2022	2023	2022
(in thousands of Canadian dollars)	Notes	\$	\$	\$	\$
Operating activities					
Net earnings for the period		29,192	20,749	44,103	62,777
Items not affecting cash:					
Provision for income taxes		9,012	5,406	11,271	16,868
Depreciation and amortization	6,7,9	17,294	16,369	34,408	32,587
Other		576	(1,877)	590	(889)
Income taxes paid		(4,509)	(1,894)	(7,811)	(17,446)
Interest paid on loans and borrowings		(14,347)	(12,787)	(17,820)	(14,242)
Finance costs	15	10,503	9,579	21,060	17,970
Cash flows from operating activities before changes					
in non-cash working capital		47,721	35,545	85,801	97,625
Changes in non-cash working capital	18	21,885	79,569	(92,540)	(107,557)
Net cash flows provided by (used in) operating activities		69,606	115,114	(6,739)	(9,932)
					· · ·
Financing activities					
Shares issued, net of transaction costs	14	(16)	(14)	609	618
Dividends paid	14	(12,165)	(12,151)	(24,344)	(24,288)
Payments of lease liabilities, including interest	7	(6,608)	(6,059)	(13,099)	(12,151)
Redemption of senior unsecured notes	12	(60,000)	-	(60,000)	-
Repayment of non-revolving term loan	12	(14,124)	(666)	(14,791)	(1,333)
Net advances (repayments) on revolving loan facility	12	24,323	(84,007)	120,481	43,202
Other		(24)	-	(24)	(1,014)
Net cash flows (used in) provided by financing activities		(68,614)	(102,897)	8,832	5,034
Investing activities					
Purchase of property, plant and equipment	6	(1,547)	(1,745)	(2,612)	(3,964)
Proceeds from disposition of property, plant and equipmen		257	980	294	1,043
Net cash flows used in investing activities		(1,290)	(765)	(2,318)	(2,921)
		(000)	44.450	(005)	(7.040)
(Decrease) increase in cash and cash equivalents		(298)	11,452	(225)	(7,819)
Foreign exchange difference		(229)	2,541	(61)	1,860
Cash and cash equivalents - beginning of period		(3,995)	(20,653)	(4,236)	(701)
Cash and cash equivalents - end of period		(4,522)	(6,660)	(4,522)	(6,660)



### 1. NATURE OF OPERATIONS

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

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

### 2. BASIS OF PRESENTATION AND STATEMENT OF COMPLIANCE

#### a) Statement of compliance

These unaudited Interim Condensed Consolidated Financial Statements have been prepared in accordance with International Accounting Standard ("IAS") 34, *Interim Financial Reporting*, on a basis consistent with the accounting policies disclosed in the Company's audited Annual Consolidated Financial Statements for the year ended December 31, 2022.

These unaudited Interim Condensed Consolidated Financial Statements were authorized for issuance on August 3, 2023 by the Board of Directors of the Company.

#### b) Basis of presentation

These unaudited Interim Condensed Consolidated Financial Statements include the accounts of the Company and its subsidiaries. The notes presented in these unaudited Interim Condensed Consolidated Financial Statements include in general only significant changes and transactions occurring since the Company's last year-end, and are not fully inclusive of all disclosures required by International Financial Reporting Standards ("IFRS") for annual financial statements. These unaudited Interim Condensed Consolidated Financial Statements should be read in conjunction with the Company's audited Annual Consolidated Financial Statements, including the notes thereto, for the year ended December 31, 2022.

#### c) Functional and presentation currency

These unaudited Interim Condensed Consolidated Financial Statements are presented in Canadian dollars, which is the Company's functional currency. All financial information presented in Canadian dollars has been rounded to the nearest thousand, except common share volumes and per share amounts.



### 3. SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies as disclosed in the Company's audited Annual Consolidated Financial Statements for the year ended December 31, 2022 have been consistently applied to all periods in the preparation of these unaudited Interim Condensed Consolidated Financial Statements unless otherwise stated below.

#### Changes in accounting standards

Effective January 1, 2023, the Company adopted amendments to IAS 8, *Accounting policies, changes in accounting estimates and errors*. These amendments introduce a new definition for accounting estimates, clarifying that there are monetary amounts in the financial statements that are subject to measurement uncertainty. These amendments also clarify the relationship between accounting policies and accounting estimates by specifying that a company develops an accounting estimate to achieve the objective set out by an accounting policy. The adoption of these amendments did not have an impact on these consolidated financial statements.

### 4. TRADE AND OTHER RECEIVABLES

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

	June 30, 2023 \$	December 31, 2022 \$
Trade receivables	291,334	152,092
Allowance for doubtful accounts	(1,784)	(2,048)
Net trade receivables	289,550	150,044
Other receivables	4,749	6,096
Total trade and other receivables	294,299	156,140

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

	June 30, 2023	December 31, 2022	
	\$	\$	
Neither past due nor impaired	283,077	135,811	
Past due but not impaired:			
Less than 1 month	7,505	13,633	
1 to 3 months	1,814	2,806	
3 to 6 months	1,903	3,890	
Total trade and other receivables	294,299	156,140	



1,784

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three and six months ended June 30, 2023 and 2022 (*in thousands of Canadian dollars*)

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

	\$
Balance at December 31, 2022	2,048
Accruals and adjustments during the period	(36)
Accounts written off	(188)
Foreign exchange difference	(40)

### Balance at June 30, 2023

### 5. INVENTORIES

	June 30, 2023	December 31, 2022
	\$	\$
Inventories held for resale	282,403	321,575
Inventories held for processing	58,025	52,607
	340,428	374,182



### 6. PROPERTY, PLANT AND EQUIPMENT

	Land \$	Buildings, leasehold improvements and roads \$	Machinery, automotive and other equipment \$	Computer equipment and systems development \$	Total \$
Cost					
Cost at December 31, 2022	36,658	39,430	154,462	8,129	238,679
Additions	-	382	2,030	200	2,612
Disposals	-	(24)	(922)	(142)	(1,088)
Foreign exchange difference	(124)	(389)	(2,522)	(45)	(3,080)
Cost at June 30, 2023	36,534	39,399	153,048	8,142	237,123
Accumulated depreciation Accumulated depreciation at December 31, 2022 Depreciation Disposals	-	13,322 1,439 (15)	80,361 10,299 (828)	5,255 292	98,938 12,030 (843)
Foreign exchange difference	-	(70)	(1,085)	(16)	(1,171)
Accumulated depreciation at June 30, 2023	-	14,676	88,747	5,531	108,954
Net book value at December 31, 2022	36,658	26,108	74,101	2,874	139,741
Net book value at June 30, 2023	36,534	24,723	64,301	2,611	128,169



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

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

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

	Facilities <sup>(1)</sup> \$	Machinery, automotive and other equipment <sup>(2)</sup> \$	Computer equipment \$	Total \$
Balance at December 31, 2022	132,814	11,739	414	144,967
Additions	-	2,419	799	3,218
Modifications and remeasurements	4,376	94	-	4,470
Amortization	(9,148)	(2,540)	(106)	(11,794)
Disposals	-	(332)	(5)	(337)
Foreign exchange movements	(1,679)	(147)	(17)	(1,843)
Balance at June 30, 2023	126,363	11,233	1,085	138,681

#### Lease liabilities

	Facilities <sup>(1)</sup> \$	Machinery, automotive and other equipment <sup>(2)</sup> \$	Computer equipment \$	Total \$
Balance at December 31, 2022	141,396	12,389	411	154,196
Additions	-	2,419	799	3,218
Modifications and remeasurements	4,376	94	-	4,470
Disposals	-	(632)	(5)	(637)
Finance costs	1,909	182	14	2,105
Lease payments	(10,258)	(2,726)	(115)	(13,099)
Foreign exchange movements	(1,813)	(153)	(14)	(1,980)
Balance at June 30, 2023	135,610	11,573	1,090	148,273
Less: current portion	(16,031)	(4,542)	(262)	(20,835)
	119,579	7,031	828	127,438

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

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



158,484

Notes to the Interim Condensed Consolidated Financial Statements (Unaudited) for the three and six months ended June 30, 2023 and 2022 (in thousands of Canadian dollars)

#### Lease commitments

Future undiscounted payments due under the terms of all agreements, including these leases, are as follows (including certain leases with related parties, as disclosed in Note 16):

s ending December 31	\$
Remainder of 2023	14,124
2024	25,816
2025	20,331
2026	15,348
2027	14,078
Thereafter	68,787

#### TIMBER 8.

	\$
Balance at December 31, 2022	47.797
Reforestation provision on harvested land	283
Harvested timber transferred to inventory in the period	(1,006)
Change in fair value	(134)
Balance at June 30, 2023	46,940

#### Balance at June 30, 2023

The Company's private timberlands comprise an area of approximately 45,983 hectares ("ha") of land as at June 30, 2023 (2022 - 45,983 ha) with standing timber consisting of mixed-species softwood forests.



### 9. INTANGIBLE ASSETS

	US	Value-added	
	operations \$	services \$	Total \$
Cost			
Cost at December 31, 2022	203,769	9,989	213,758
Foreign exchange difference	(4,574)	-	(4,574)
Cost at June 30, 2023	199,195	9,989	209,184
Accumulated amortization			
Accumulated amortization at December 31, 2022	57,422	4,443	61,865
Amortization	10,095	489	10,584
Foreign exchange difference	(1,466)	-	(1,466)
Accumulated amortization at June 30, 2023	66,051	4,932	70,983
Net intangible assets at December 31, 2022	146,347	5,546	151,893
Net intangible assets at June 30, 2023	133,144	5,057	138,201

### 10. GOODWILL

	Canadian operations \$	US operations \$	Value-added services \$	Total \$
Balance at December 31, 2022	62,624	303,831	35,347	401,802
Foreign exchange difference	-	(6,819)	-	(6,819)
Balance at June 30, 2023	62,624	297,012	35,347	394,983



### 11. PERFORMANCE BOND OBLIGATIONS

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

	June 30, 2023 \$	December 31, 2022 \$
Funds received on bonding obligations <sup>(1)</sup>	48,971	72,116
Payments made on bonding obligations <sup>(1)</sup>	(42,759)	(61,885)
Receipts in excess of payments	6,212	10,231
Provision for loss on bonds	317	353
	6,529	10,584

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

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

	\$
Balance at December 31, 2022	10,584
Net payments on bonding obligations during the period	(3,857)
Change in provision for loss on bonds	(28)
Foreign exchange difference	(170)
Balance at June 30, 2023	6,529

Total gross bonding contracts on all outstanding projects at June 30, 2023 were \$69,100 (December 31, 2022 - \$95,889).

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



### 12. LOANS AND BORROWINGS

	June 30, 2023					December	· 31, 2022	
-	Face value	Carrying amount	Current portion	Non- current portion	Face value	Carrying amount	Current portion	Non- current portion
	\$	\$	\$	\$	\$	\$	\$	\$
2026 Unsecured notes <sup>(1)</sup>	324,500	319,978	-	319,978	324,500	319,192	-	319,192
Revolving loan facility	260,298	259,454	-	259,454	143,521	142,424	-	142,424
2023 Unsecured notes <sup>(2)</sup>	-	-	-	-	60,000	59,464	59,464	-
Non-revolving term loan	-	-	-	-	14,791	14,613	2,667	11,946
	584,798	579,432	-	579,432	542,812	535,693	62,131	473,562

1. Non-publicly listed, with a maturity date of May 15, 2026 and interest rate at 5.25%, payable semi-annually ("2026 Unsecured Notes").

Previously publicly listed on the TSX under the symbol DBM.NT.A, maturity date was October 9, 2023 with interest rate of 6.375%, payable semi-annually ("2023 Unsecured Notes").

The terms and conditions of the revolving loan facility are consistent with those disclosed in Note 16 to the 2022 audited Annual Consolidated Financial Statements unless otherwise stated below.

The Company was not in breach of any of its covenants during the period ended June 30, 2023.

During the three and six months ended June 30, 2023, certain drawings under the Revolving loan facility were designated as a hedge against the Company's investment in its US operations and an unrealized foreign exchange gain of \$4,794 was recognized in Foreign currency translation in Other comprehensive income.

#### **Redemption of 2023 Unsecured Notes**

On June 30, 2023, the Company completed the early redemption of all \$60,000 of its outstanding 2023 Unsecured Notes, in accordance with the terms of the 2023 Unsecured Notes trust indenture. Total redemption amount, including accrued interest, was \$60,859.

The terms and conditions of the 2023 Unsecured Notes were consistent with those disclosed in Note 16 of the 2022 audited Annual Consolidated Financial Statements, otherwise having a full maturity date of October 9, 2023.

#### Repayment of non-revolving term loan

On June 29, 2023, the Company completed the early repayment of the balance of its outstanding non-revolving term loan in the amount of \$14,125, in accordance with the terms of such loan agreement, otherwise having a full maturity date of December 6, 2024.



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

Total net benefit expense of the Company's pension and post-retirement benefit plans for the quarter ended June 30, 2023 was \$522 (2022 - \$526) and for the six-month period ended June 30, 2023 was \$1,034 (2022 - \$1,016). These expenses have been included in distribution, selling and administration costs and finance costs in the unaudited Interim Condensed Consolidated Statement of Earnings.

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

	June 30, 2023	December 31 2022	
	\$	\$	
Pension benefit plan	890	851	
Other benefit plans	1,412	1,718	
	2,302	2,569	

Further information about these plans is disclosed in Note 17 to the 2022 audited Annual Consolidated Financial Statements.

### 14. SHARE CAPITAL

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

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

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

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

As at June 30, 2023, there were no outstanding Restricted Share Units ("RSUs") pursuant to the RECSP (December 31, 2022 - nil). Compensation expense in respect of RSUs for the quarter ended June 30, 2023 was \$128 (2022 - \$188) and for the six-month period to date was \$163 (2022 - \$223).

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

For the quarter ended June 30, 2023, the Company issued no common shares from treasury (2022 - nil) and for the six-month period to date the Company has issued 127,886 (2022 - 96,034) common shares from treasury for gross proceeds of \$625 (2022 - \$632), pursuant to the ECSPP.

Subsequent to June 30, 2023, the Company issued 114,117 shares under the ECSPP for gross proceeds of \$634.



#### **Cancellation of shares**

On May 8, 2023, the Company cancelled 229,008 shares outstanding under a historic escrow agreement.

#### Dividends

The following quarterly dividends of \$0.14 per share were declared and paid by the Company:

		2023			2022	
	Declare	ed		Declar	red	
	Record date	Amount \$	Payment Date	Record date	Amount \$	Payment date
Quarter 1	Mar 31, 2023	12,165 (1)	Apr 14, 2023	Mar 31, 2022	12,151	Apr 14, 2022
Quarter 2	Jun 30, 2023	12,167	Jul 14, 2023	Jun 30, 2022	12,157	Jul 15, 2022
		24,332			24,308	
Quarter 3				Sep 30, 2022	12,178	Oct 14, 2022
Quarter 4				Dec 30, 2022	12,179	Jan 13, 2023
					48,665	

1. Net of \$32 dividend refund received with respect to cancelled shares under a historic escrow agreement.

The Board of the Company is routinely assessing its dividend policy in the context of overall profitability, cash flows, capital requirements, general economic conditions and other business needs.

### **15. FINANCE COSTS**

Finance costs include the following:

	Three months ended June 30,		Six months ende	ed June 30,
	2023	2022	2023	2022
	\$	\$	\$	\$
Loans and borrowings	8,522	7,760	17,456	14,397
Lease liabilities	1,043	1,078	2,105	2,186
Other	(145)	(14)	(344)	(122)
Net cash interest	9,420	8,824	19,217	16,461
Amortization of financing costs	1,050	727	1,777	1,454
Interest on net defined benefit liability	33	28	66	55
	10,503	9,579	21,060	17,970



### 16. RELATED PARTY TRANSACTIONS

#### Transactions

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

	Three months ended June 30,		Six months end	ed June 30,
	2023 2022		2023 ¢	2022 ¢
	φ	φ	φ	φ
Leased distribution <sup>(1)</sup> and treatment facilities <sup>(2)</sup>	<sup>2)</sup> <b>1,052</b>	1,047	2,111	2,093
Purchase of product <sup>(3)</sup>	709	516	1,344	1,556
Management fees and other <sup>(4)</sup>	286	415	505	669
Professional fees and other <sup>(5)</sup>	137	134	275	268

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

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

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

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

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

#### Commitments with related parties

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

Years ending December 31	\$
Remainder of 2023	2,105
2024	3,930
2025	2,455
2026	1,896
2027	1,927
Thereafter	9,973
	22,286



#### Payable to related parties

As at June 30, 2023, trade and other payables include amounts due to related parties as follows:

	• •
260	141
-	37
82	82
	-

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

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

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

### **17. FINANCIAL INSTRUMENTS**

#### Non-derivative financial instruments

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

	June 30,	December 31, 2022		
	Carrying amount \$	Fair value \$	Carrying amount \$	Fair value \$
2026 Unsecured notes <sup>(1)</sup>	319,978	295,295	319,192	290,022
Revolving loan facility	259,454	260,298	142,424	143,521
2023 Unsecured notes <sup>(2)</sup>	-	-	59,464	59,400
Non-revolving term loan	-	-	14,613	14,791

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

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

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

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



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

The three levels of the fair value hierarchy are:

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

All of the Company's financial instruments are categorized as Level 2 fair values, with the exception of the Company's publicly listed 2023 Unsecured Notes (prior to their redemption), which were categorized as Level 1.

The expenses resulting from financial assets and liabilities recorded in net earnings are as disclosed in Note 15.

#### **Derivative financial instruments**

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

The Company held no outstanding foreign exchange contracts as at June 30, 2023 and December 31, 2022. Additionally, the Company held a nominal amount of lumber futures contracts.

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

#### Hedge of investment in foreign operations

Certain drawings under the Revolving loan facility were designated as a hedge against the Company's investment in its US operations. During the three and six months ended June 30, 2023, the Company recorded an unrealized foreign exchange gain of \$4,794 (2022 - loss of \$5,223), arising on revaluation of hedged foreign currency debt in Foreign currency translation in Other comprehensive income during the period.



#### Financial risk management

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

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

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

#### Credit risk

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

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

As at June 30, 2023, trade accounts receivable, excluding other receivables, were as follows:

	\$
Current	289,196
Past due over 60 days	2,138
Trade receivables	291,334
Less: Allowance for doubtful accounts	(1,784)
	289,550

As at June 30, 2023, the maximum exposure to credit risk, including both trade and other receivables, was \$294,299 (December 31, 2022 - \$156,140), which represents the carrying value amount of financial instruments classified as trade and other receivables.

#### Interest rate risk

The majority of the Company's borrowings are issued at fixed rates, specifically, the 2026 Unsecured Notes (Note 12). Therefore, the Company is exposed to fair value interest rate risk on these borrowings, as interest rate decreases make the Company susceptible to opportunity costs.

Additionally, the Company is exposed to interest rate risk through its variable rate revolving loan facility (Note 12). Based on the Company's average variable rate borrowings during the quarter ended June 30, 2023, the sensitivity of a 1% increase in interest rates would result in an approximate decrease of \$427 in quarterly net earnings.



The Company did not have any interest rate swaps during the periods ended June 30, 2023 and 2022. However, the negative risk of rising interest rates was mitigated by financing a significant portion of the Company's borrowings through the unsecured notes at fixed rates.

#### Currency risk

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

As at June 30, 2023 the Company had US dollar drawings under its Revolving loan facility of US\$139,502 (December 31, 2022 - US\$148,991), which had been designated as a hedge against the Company's net investment in its foreign operations.

As at June 30, 2023, a quarterly increase of \$0.05 in the US dollar versus the Canadian dollar would have an insignificant impact on quarterly net earnings, and an increase in Other comprehensive earnings of approximately \$23,000.

#### Liquidity risk

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

#### Other price risk

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

#### 18. CHANGES IN NON-CASH WORKING CAPITAL

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

	Three months end	ed June 30,	Six months ended June 30,		
	2023	2022	2023	2022	
	\$	\$	\$	\$	
Trade and other receivables	(23,138)	31,053	(140,588)	(114,110)	
Inventories	39,363	57,295	29,037	(10,042)	
Prepaid expenses and deposits	(2,350)	3,087	781	915	
Trade and other payables	9,159	(10,193)	22,061	16,557	
Performance bond obligations	(1,149)	(1,673)	(3,831)	(877)	
	21,885	79,569	(92,540)	(107,557)	



### 19. REVENUE

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

	Three months	s ended Jur	ne 30, 2023	Three months	ended Jun	e 30, 2022
	Building			Building		
	Materials	Other	Total	Materials	Other	Total
	\$	\$	\$	\$	\$	\$
Geographic markets						
Canada	288,139	8,989	297,128	363,872	9,913	373,785
US	413,620	-	413,620	496,938	-	496,938
	701,759	8,989	710,748	860,810	9,913	870,723
Revenue categories						
Products	700,471	8,989	709,460	858,856	9,913	868,769
Services	1,288	-	1,288	1,954	-	1,954
	701,759	8,989	710,748	860,810	9,913	870,723
	Six months	ended June	e 30, 2023	Six months e	nded June	30, 2022
	Building			Building		
	Materials	Other	Total	Materials	Other	Total
	\$	\$	\$	\$	\$	\$
Geographic markets						
Canada	527,586	18,494	546,080	669,458	18,492	687,950
US	773,787	-	773,787	1,034,073	-	1,034,073
	1,301,373	18,494	1,319,867	1,703,531	18,492	1,722,023

**Revenue categories** 1,298,598 1,317,092 1,699,889 Products 18,494 18,492 1,718,381 Services 3,642 3,642 2,775 2,775 1,301,373 18.494 1,319,867 1,703,531 18,492 1,722,023

Certain customers elect to prepay for goods and services, for which the Company has recorded a contract liability of \$6,835 as at June 30, 2023 (December 31, 2022 - \$6,523), related to these future performance obligations (unearned revenues). These amounts are included in trade and other payables in the unaudited Interim Condensed Consolidated Statement of Financial Position.

During the quarter ended June 30, 2023, one customer individually accounted for revenue in excess of 10%, purchasing an aggregate of \$239,871 (2022 - \$260,715) and for the six-month period to date, one customer individually accounted for revenue in excess of 10%, purchasing an aggregate of \$432,209 (2023 - \$521,226).



### 20. SEGMENTED INFORMATION

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

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

Business segment revenues and specified expenses were as follows:

	Three months e	ended Jun	e 30, 2023	Three months e	e months ended June 30, 2022			
	Building Materials \$	Other \$	Total \$	Building Materials \$	Other \$	Total \$		
Revenue	701,759	8,989	710,748	860,810	9,913	870,723		
Specified expenses								
Depreciation and amortization	16,352	942	17,294	15,578	791	16,369		
Finance costs	9,946	557	10,503	9,339	240	9,579		
Net earnings	29,174	18	29,192	18,722	2,027	20,749		
Purchase of property, plant and equipment	1,306	241	1,547	1,658	87	1,745		

	Six months er	nded June	e 30, 2023	Six months er	onths ended June 30, 2022			
	Building Materials \$	Other \$	Total \$	Building Materials \$	Other \$	Total \$		
Revenue	1,301,373	18,494	1,319,867	1,703,531	18,492	1,722,023		
Specified expenses								
Depreciation and amortization	32,669	1,739	34,408	30,988	1,599	32,587		
Finance costs	20,141	919	21,060	17,522	448	17,970		
Net earnings	43,294	809	44,103	59,740	3,037	62,777		
Purchase of property, plant and equipment	2,052	560	2,612	3,706	258	3,964		

Business segment long-term assets were as follows:

	June 30, 2023					December	31, 2022	
	Building Materials \$	Other \$	Percent %	Total \$	Building Materials \$	Other \$	Percent %	Total \$
Canada	168,798	90,650	30	259,448	172,811	92,796	30	265,607
US	593,488	-	70	593,488	625,378	-	70	625,378
Long-term assets	762,286	90,650	100	852,936	798,189	92,796	100	890,985



	Three months end	Three months ended June 30,		
	2023	2022	2023	2022
	%	%	%	%
Construction materials	77	77	76	79
Specialty and allied	20	20	20	18
Other	3	3	4	3
	100	100	100	100

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

### 21. CAPITAL DISCLOSURES

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

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

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

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

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

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

### 22. SEASONALITY

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



### 23. CONTINGENCIES

#### Product liability and other claims

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

### 24. COMPARATIVE FIGURES

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



## **CORPORATE INFORMATION**

#### **Directors**

**Ian M. Baskerville** Toronto, Ontario

Amar S. Doman Vancouver, British Columbia

Kelvin Dushnisky Toronto, Ontario

Sam Fleiser Toronto, Ontario

Marie M. Graul Chicago, Illinois

Michelle M. Harrison Sacramento, California

Harry Rosenfeld Vancouver, British Columbia

Siegfried J. Thoma Portland, Oregon

#### **Auditors**

**KPMG LLP** Vancouver, British Columbia

#### **Solicitors**

**Goodmans LLP** Toronto, Ontario

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

#### Officers

Amar S. Doman Chairman and CEO

James Code Chief Financial Officer

**R.S. (Rob) Doman** Corporate Secretary

#### **Doman Building Materials**

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Stock Exchange Toronto Stock Exchange

Trading Symbol: DBM