



# 2019 ANNUAL FINANCIAL STATEMENTS



REMARKABLE SEAFOOD, RESPONSIBLE CHOICE

**Clearwater Seafoods Incorporated**  
**Management's Statement of Responsibility for Financial Reporting**

The consolidated financial statements and all related financial information contained in the annual report, including Management's Discussion and Analysis, are the responsibility of the management of Clearwater Seafoods Incorporated. The statements have been prepared in accordance with generally accepted accounting principles, using management's best estimates and judgments, where appropriate.

Management is responsible for the reliability and integrity of the consolidated financial statements, the notes to the consolidated financial statements, and other financial information contained in the annual report. In the preparation of these statements, estimates are sometimes necessary because a precise determination of certain assets and liabilities is dependent on future events. Management believes such estimates have been based on careful judgments and have been properly reflected in the accompanying consolidated financial statements.

Management is also responsible for maintaining a system of internal control designed to provide reasonable assurance that assets are safeguarded and that accounting systems provide timely, accurate and reliable financial information.

The Board of Directors of Clearwater Seafoods Incorporated ("the Board") is responsible for ensuring that management fulfills its responsibilities for financial reporting and internal control. The Board is assisted in exercising its responsibilities through the Audit Committee of the Board, which is composed of non-management directors. The Audit Committee meets periodically with management and the auditors to satisfy itself that management's responsibilities are properly discharged, to review the consolidated financial statements and to recommend approval of the consolidated financial statements to the Board.

KPMG LLP, the independent auditors appointed by the Board, have audited Clearwater Seafoods Incorporated's consolidated financial statements in accordance with generally accepted auditing standards and their report follows. The independent auditors have full and unrestricted access to the Audit Committee to discuss their audit and their related findings.

March 3, 2020



*Ian Smith*  
*Chief Executive Officer*



*Teresa Fortney*  
*Vice-President, Finance and Chief Financial Officer*



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## INDEPENDENT AUDITORS' REPORT

To Shareholders of Clearwater Seafoods Incorporated

### *Opinion*

We have audited the consolidated financial statements of Clearwater Seafoods Incorporated (the "Company"), which comprise:

- the consolidated statements of financial position as at December 31, 2019 and December 31, 2018
- the consolidated statements of earnings (loss) for the years then ended
- the consolidated statements of comprehensive income (loss) for the years then ended
- the consolidated statements of changes in equity for the years then ended
- the consolidated statements of cash flows for the years then ended
- and notes to the consolidated financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the consolidated financial position of the Company as at December 31, 2019 and December 31, 2018, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards (IFRS).

### *Basis for Opinion*

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "**Auditors' Responsibilities for the Audit of the Financial Statements**" section of our auditors' report.

We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other responsibilities in accordance with these requirements.

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



### ***Other Information***

Management is responsible for the other information. Other information comprises:

- the information included in Management's Discussion and Analysis filed with the relevant Canadian Securities Commissions.
- the information, other than the financial statements and the auditors' report thereon, included in a document likely to be entitled "Annual Report".

Our opinion on the financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, and remain alert for indications that the other information appears to be materially misstated.

We obtained the information included in Management's Discussion and Analysis filed with the relevant Canadian Securities Commissions as at the date of this auditors' report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in the auditors' report.

We have nothing to report in this regard.

The information, other than the financial statements and the auditors' report thereon, included in a document likely to be entitled "Annual Report" is expected to be made available to us after the date of this auditors' report. If, based on the work we will perform on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact to those charged with governance.

### ***Responsibilities of Management and Those Charged with Governance for the Financial Statements***

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

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.



### ***Auditors' Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.



- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
- Provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group Entity to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

A handwritten signature in black ink that reads 'KPMG LLP'. The signature is written in a cursive, stylized font and is underlined with a single horizontal stroke.

Chartered Professional Accountants

The engagement partner on the audit resulting in this auditors' report is Douglas Reid.

Halifax, Canada

March 3, 2020

**CLEARWATER SEAFOODS INCORPORATED**  
**Consolidated Statements of Financial Position**

*(In thousands of Canadian dollars)*

As at December 31

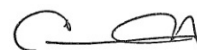
|                                                   | 2019              | 2018              |
|---------------------------------------------------|-------------------|-------------------|
| <b>ASSETS</b>                                     |                   |                   |
| Current assets                                    |                   |                   |
| Cash                                              | \$ 32,368         | \$ 35,887         |
| Trade and other receivables (Note 5)              | 89,159            | 85,244            |
| Inventories (Note 6)                              | 72,587            | 70,115            |
| Income tax receivable (Note 12)                   | 760               | -                 |
| Prepays and other                                 | 5,095             | 7,357             |
| Derivative financial instruments (Note 7(b))      | 7,005             | 1,222             |
|                                                   | <b>206,974</b>    | <b>199,825</b>    |
| Non-current assets                                |                   |                   |
| Long-term receivables (Note 8)                    | 7,106             | 4,970             |
| Derivative financial instruments (Note 7(b))      | 6,028             | 12,671            |
| Other assets                                      | 383               | 147               |
| Property, plant and equipment (Note 9)            | 239,963           | 246,117           |
| Investment in equity investee (Note 11)           | 8,664             | 9,382             |
| Deferred tax assets (Note 12(c))                  | 12,805            | 14,266            |
| Intangible assets (Note 10)                       | 187,391           | 191,422           |
| Goodwill (Note 10)                                | 48,185            | 48,623            |
|                                                   | <b>510,525</b>    | <b>527,598</b>    |
| <b>TOTAL ASSETS</b>                               | <b>\$ 717,499</b> | <b>\$ 727,423</b> |
| <b>LIABILITIES</b>                                |                   |                   |
| Current liabilities                               |                   |                   |
| Trade and other payables                          | \$ 71,390         | \$ 70,507         |
| Income taxes payable (Note 12)                    | -                 | 1,661             |
| Current portion of long-term debt (Note 13)       | 11,511            | 23,269            |
| Derivative financial instruments (Note 7(b))      | 178               | 9,966             |
|                                                   | <b>83,079</b>     | <b>105,403</b>    |
| Non-current liabilities                           |                   |                   |
| Long-term debt (Note 13)                          | 428,749           | 440,148           |
| Derivative financial instruments (Note 7(b))      | 1,080             | 497               |
| Other long-term liabilities                       | 649               | 323               |
| Deferred tax liabilities (Note 12(c))             | 16,492            | 17,832            |
|                                                   | <b>446,970</b>    | <b>458,800</b>    |
| <b>SHAREHOLDERS' EQUITY</b>                       |                   |                   |
| Share capital (Note 14)                           | \$ 216,986        | \$ 215,506        |
| Contributed surplus                               | 4,164             | 4,218             |
| Retained earnings (deficit)                       | (10,155)          | (38,848)          |
| Accumulated comprehensive loss ("ACL")            | (40,213)          | (36,053)          |
|                                                   | <b>170,782</b>    | <b>144,823</b>    |
| Non-controlling interest (Note 16)                | 16,668            | 18,397            |
|                                                   | <b>187,450</b>    | <b>163,220</b>    |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b> | <b>\$ 717,499</b> | <b>\$ 727,423</b> |

*See the accompanying notes to the consolidated financial statements*

Approved by the Board:



John Risley  
Director



Colin MacDonald  
Chairman

**CLEARWATER SEAFOODS INCORPORATED****Consolidated Statements of Earnings (Loss)***(In thousands of Canadian dollars)*

Year ended December 31

**2019****2018**

|                                                                                    |    |                 |    |          |
|------------------------------------------------------------------------------------|----|-----------------|----|----------|
| Sales (Note 15)                                                                    | \$ | <b>616,244</b>  | \$ | 592,246  |
| Cost of goods sold                                                                 |    | <b>493,991</b>  |    | 485,409  |
| Gross margin                                                                       |    | <b>122,253</b>  |    | 106,837  |
| Operating expenses (Note 17)                                                       |    |                 |    |          |
| Administrative and selling costs                                                   |    | <b>57,253</b>   |    | 53,509   |
| Restructuring costs                                                                |    | -               |    | 482      |
| Net finance costs (Note 13 (f))                                                    |    | <b>31,880</b>   |    | 31,966   |
| (Gains) losses on derivative financial instruments (Note 7 (d))                    |    | <b>(16,658)</b> |    | 15,798   |
| Foreign exchange (gains) losses on long-term debt and working capital (Note 7 (e)) |    | <b>(4,453)</b>  |    | 9,061    |
| Other (income) expense (Note 18)                                                   |    | <b>(3,014)</b>  |    | (3,737)  |
| Research and development                                                           |    | <b>713</b>      |    | 1,724    |
|                                                                                    |    | <b>65,721</b>   |    | 108,803  |
| Earnings (loss) before income taxes                                                |    | <b>56,532</b>   |    | (1,966)  |
| Income tax (recovery) expense (Note 12)                                            |    | <b>3,689</b>    |    | 1,740    |
| Earnings (loss) for the year                                                       | \$ | <b>52,843</b>   | \$ | (3,706)  |
| Earnings (loss) attributable to:                                                   |    |                 |    |          |
| Non-controlling interest (Note 16)                                                 | \$ | <b>11,151</b>   | \$ | 12,498   |
| Shareholders of Clearwater                                                         |    | <b>41,692</b>   |    | (16,204) |
|                                                                                    | \$ | <b>52,843</b>   | \$ | (3,706)  |
| Basic earnings (loss) per share (Note 20)                                          | \$ | 0.64            | \$ | (0.25)   |
| Diluted earnings (loss) per share (Note 20)                                        | \$ | 0.64            | \$ | (0.25)   |

*See the accompanying notes to the consolidated financial statements*

**CLEARWATER SEAFOODS INCORPORATED**  
**Consolidated Statements of Comprehensive Income (Loss)**

*(In thousands of Canadian dollars)*

| Year ended December 31                                                   | 2019      | 2018       |
|--------------------------------------------------------------------------|-----------|------------|
| Earnings (loss) for the year                                             | \$ 52,843 | \$ (3,706) |
| Comprehensive income (loss)                                              |           |            |
| Items that may be reclassified subsequently to income (loss):            |           |            |
| Foreign currency translation differences of foreign operations           | (2,605)   | 312        |
| Cash flow hedges - effective portion of change in fair value, net of tax | (1,723)   | 3,377      |
| Cash flow hedges - reclassified to earnings (loss), net of tax           | 94        | (169)      |
|                                                                          | (4,234)   | 3,520      |
| Comprehensive income (loss) for the year                                 | \$ 48,609 | \$ (186)   |
| Comprehensive income (loss) attributable to:                             |           |            |
| Non-controlling interest (Note 16)                                       | \$ 11,077 | \$ 12,250  |
| Shareholders of Clearwater                                               | 37,532    | (12,436)   |
|                                                                          | \$ 48,609 | \$ (186)   |

*See the accompanying notes to the consolidated financial statements*

**CLEARWATER SEAFOODS INCORPORATED**  
**Consolidated Statements of Changes in Equity**

| (In thousands of Canadian dollars)                | Common<br>shares | Contributed<br>surplus | Accumulated<br>Comprehensive Income<br>(Loss) |                                         | Retained<br>earnings<br>(deficit) | Non-<br>controlling<br>interest | Total      |
|---------------------------------------------------|------------------|------------------------|-----------------------------------------------|-----------------------------------------|-----------------------------------|---------------------------------|------------|
|                                                   |                  |                        | Cash<br>flow<br>hedge                         | Cumulative<br>translation<br>adjustment |                                   |                                 |            |
| Balance at January 1, 2018                        | \$ 210,860       | \$ 3,021               | \$ (1,189)                                    | \$ (38,541)                             | \$ (8,722)                        | \$ 17,109                       | \$ 182,538 |
| <b>Comprehensive (loss) income for the year</b>   | -                | -                      | 3,208                                         | 560                                     | (16,204)                          | 12,250                          | (186)      |
| <b>Transactions recorded directly in equity</b>   |                  |                        |                                               |                                         |                                   |                                 |            |
| Share-based compensation (Note 21)                | 98               | 1,197                  | -                                             | -                                       | -                                 | -                               | 1,295      |
| Distributions to non-controlling interest         | -                | -                      | -                                             | -                                       | -                                 | (10,816)                        | (10,816)   |
| Dividends declared on common shares (Note 14)     | -                | -                      | -                                             | -                                       | (12,847)                          | -                               | (12,847)   |
| Common shares issued under DRIP                   | 4,548            | -                      | -                                             | -                                       | -                                 | -                               | 4,548      |
| Acquisition of non-controlling interest (Note 16) | -                | -                      | -                                             | (91)                                    | (1,075)                           | (146)                           | (1,312)    |
| Total transactions with owners                    | 4,646            | 1,197                  | -                                             | (91)                                    | (13,922)                          | (10,962)                        | (19,132)   |
| Balance at December 31, 2018                      | \$ 215,506       | \$ 4,218               | \$ 2,019                                      | \$ (38,072)                             | \$ (38,848)                       | \$ 18,397                       | \$ 163,220 |
| <b>Comprehensive income (loss) for the year</b>   | -                | -                      | (1,629)                                       | (2,531)                                 | 41,692                            | 11,077                          | 48,609     |
| <b>Transactions recorded directly in equity</b>   |                  |                        |                                               |                                         |                                   |                                 |            |
| Share-based compensation (Note 21)                | 385              | (54)                   | -                                             | -                                       | -                                 | -                               | 331        |
| Distributions to non-controlling interest         | -                | -                      | -                                             | -                                       | -                                 | (12,806)                        | (12,806)   |
| Dividends declared on common shares (Note 14)     | -                | -                      | -                                             | -                                       | (12,999)                          | -                               | (12,999)   |
| Common shares issued under DRIP                   | 1,095            | -                      | -                                             | -                                       | -                                 | -                               | 1,095      |
| Total transactions with owners                    | 1,480            | (54)                   | -                                             | -                                       | (12,999)                          | (12,806)                        | (24,379)   |
| Balance at December 31, 2019                      | \$ 216,986       | \$ 4,164               | \$ 390                                        | \$ (40,603)                             | \$ (10,155)                       | \$ 16,668                       | \$ 187,450 |

*See the accompanying notes to the consolidated financial statements*

**CLEARWATER SEAFOODS INCORPORATED**  
**Consolidated Statements of Cash Flows**

(In thousands of Canadian dollars)

|                                                                                               | 2019               | 2018                   |
|-----------------------------------------------------------------------------------------------|--------------------|------------------------|
| Year ended December 31                                                                        |                    | (Restated,<br>Note 27) |
| Operating                                                                                     |                    |                        |
| Earnings (loss) for the year                                                                  | \$ 52,843          | \$ (3,706)             |
| Adjustments for:                                                                              |                    |                        |
| Depreciation and amortization                                                                 | 44,622             | 48,826                 |
| Accretion on long-term debt (Note 13 (f))                                                     | 1,129              | 1,720                  |
| Amortization of deferred financing costs (Note 13 (f))                                        | 1,769              | 1,695                  |
| Net changes in unrealized foreign exchange (gains) losses on financial assets and liabilities | (26,392)           | 30,558                 |
| Deferred tax expense (recovery) (Note 12)                                                     | 1,023              | (4,578)                |
| Share-based compensation                                                                      | 1,230              | 1,283                  |
| (Gain) loss on disposal of property, plant, and equipment and other assets                    | 467                | (254)                  |
| (Earnings) loss from equity investee (Note 11)                                                | (2,922)            | (2,923)                |
| Foreign exchange and other                                                                    | (420)              | (1,876)                |
| Cash from operating activities before changes in working capital                              | 73,349             | 70,745                 |
| Change in non-cash operating working capital (Note 26)                                        | (9,618)            | 5,742                  |
| <b>Cash from (used in) operating activities</b>                                               | <b>\$ 63,731</b>   | <b>\$ 76,487</b>       |
| Financing                                                                                     |                    |                        |
| Repayment of long-term debt (Note 13)                                                         | (23,854)           | (10,652)               |
| Net proceeds (repayment of) from revolving credit facility                                    | 6,892              | (30,248)               |
| Repayment of lease liabilities                                                                | (1,599)            | -                      |
| Distributions paid to non-controlling interest                                                | (13,406)           | (11,353)               |
| Repayments from (advances to) minority partners                                               | 636                | (65)                   |
| Dividends paid on common shares, net of dividends reinvested                                  | (11,904)           | (8,299)                |
| <b>Cash from (used in) financing activities</b>                                               | <b>\$ (43,235)</b> | <b>\$ (60,617)</b>     |
| Investing                                                                                     |                    |                        |
| Purchase of property, plant and equipment                                                     | (27,976)           | (19,124)               |
| Proceeds on disposal of property, plant and equipment                                         | 2,010              | -                      |
| Dividends received from equity investee (Note 11)                                             | 3,640              | 3,228                  |
| Acquisition of non-controlling interest (Note 16)                                             | -                  | (1,312)                |
| Net proceeds from sale (purchase) of other assets                                             | (311)              | 181                    |
| Net proceeds (advances) from long term receivables                                            | (404)              | 326                    |
| <b>Cash from (used in) investing activities</b>                                               | <b>\$ (23,041)</b> | <b>\$ (16,701)</b>     |
| Effect of foreign exchange rate changes on cash                                               | \$ (974)           | \$ 1,204               |
| <b>Increase (decrease) in cash</b>                                                            | <b>(3,519)</b>     | <b>373</b>             |
| <b>Cash, beginning of period</b>                                                              | <b>35,887</b>      | <b>35,514</b>          |
| <b>Cash, end of period</b>                                                                    | <b>\$ 32,368</b>   | <b>\$ 35,887</b>       |
| <b>Supplemental disclosure of operating cash flows</b>                                        |                    |                        |
| Cash interest paid                                                                            | (29,272)           | (28,817)               |
| Cash income taxes paid                                                                        | (5,087)            | (11,853)               |

See the accompanying notes to the consolidated financial statements

# **CLEARWATER SEAFOODS INCORPORATED**

## **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

### **1. DESCRIPTION OF THE BUSINESS**

Clearwater Seafoods Incorporated ("Clearwater" or the "Company") was incorporated on July 7, 2011 and is domiciled at 757 Bedford Highway, Bedford, Nova Scotia, Canada.

Clearwater's sole investment is the ownership of 100% of the partnership units of Clearwater Seafoods Limited Partnership ("CSLP"), which holds the underlying investments in subsidiaries and a joint venture.

The consolidated financial statements of Clearwater as at and for the years ended December 31, 2019 and 2018 comprise the Company, its subsidiaries and a joint venture (see Note 23). Clearwater's business includes the ownership and operation of assets and property in connection with the harvesting, processing, distribution and marketing of seafood.

### **2. BASIS OF PREPARATION**

#### **(a) Statement of Compliance**

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRSs").

The financial statements were authorized for issue by Clearwater's Board of Directors on March 3, 2020.

#### **(b) Basis of Measurement**

The consolidated financial statements have been prepared on the historical cost basis except for the following material items measured at fair value through profit or loss:

- Derivative financial instruments
- Earnout liability entered into as part of a business combination
- Liabilities for cash settled share-based compensation arrangements

The fair value measurements have been described in the notes.

#### **(c) Functional and presentation currency**

These consolidated financial statements are presented in Canadian dollars, which is the functional currency of Clearwater and its Canadian subsidiaries. Clearwater's subsidiary in the United Kingdom has a functional currency of Pounds Sterling and the Argentine operations have a functional currency of the US dollar. All tabular financial information presented in Canadian dollars has been rounded to the nearest thousand except per share amounts or as otherwise noted.

#### **Change in functional currency**

On July 1, 2018, Clearwater changed the functional currency of a subsidiary from the Argentinean Peso to the US dollar to reflect that the US dollar has become the predominate currency. Key factors considered in this assessment include the currency in which sales are denominated, the underlying currency in which operating costs are determined and the Company's intra-group funding arrangements. The Company has accounted for the change prospectively in accordance with *IAS 21 The Effects of Changes in Foreign Exchange Rates*.

# **CLEARWATER SEAFOODS INCORPORATED**

## **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

### **(d) Critical judgments and estimates in applying accounting policies**

The preparation of financial statements requires management to make estimates, judgments and assumptions that materially affect the amounts reported in the consolidated financial statements and accompanying notes. Management bases assumptions, estimates and judgments on historical experience, current trends and events, and all available information that management believes is relevant at the time it prepares the consolidated financial statements. Actual results may differ materially from these estimates.

The following are the accounting policies that are subject to judgments and estimates that Clearwater believes could have the most significant impact on the reported results and financial position.

#### **i. Income taxes**

##### **Key sources of estimation uncertainty**

Accounting for income taxes is based upon evaluation of income tax rules in all jurisdictions where Clearwater operates. In determining the provision for current and deferred income taxes, Clearwater makes assumptions about temporary and permanent differences between accounting and taxable income. Changes in tax law and the level and geographical mix of earnings will impact the effective tax rate. With respect to deferred taxes, Clearwater makes assumptions about when deferred tax assets are likely to reverse, the extent to which it is probable that temporary differences will reverse and whether or not there will be sufficient taxable profits available to offset the tax assets when they do reverse. Clearwater recognizes deferred tax assets only to the extent that it considers it probable that those assets will be recoverable.

##### **Judgments made in relation to accounting policies applied**

Clearwater makes judgments about whether to recognize the benefit of deferred tax assets. In making this judgment Clearwater continually evaluates the magnitude and duration of any past losses, current profitability and whether it is sustainable, and forecasted earnings.

For further discussion on deferred income taxes refer to Note 12.

#### **ii. Leases**

##### **Key sources of estimation uncertainty**

Clearwater uses estimation in determining the incremental borrowing rate used to measure the lease liability, specific to the asset, underlying currency and geographic location.

##### **Judgements made in relation to accounting policies applied**

Clearwater applies judgement in determining whether the contract contains an identified asset, whether Clearwater has the right to control the asset, and the lease term. The lease term is based on considering facts and circumstances, both qualitative and quantitative, that can create an economic incentive to exercise renewal options.

For further discussion on leases refer to Note 3(d).

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

#### iii. Goodwill and intangible assets

##### Key sources of estimation uncertainty

Clearwater conducts impairment testing on its goodwill and intangible assets annually in the fourth quarter and whenever events or changes in circumstances indicate that the carrying value may not be recoverable.

Clearwater determines the fair value of each cash-generating unit ("CGU") to which goodwill and intangible assets are allocated using the value-in-use method, which estimates fair value using a discounted five-year forecasted cash flow estimate with a terminal value. The determination of the recoverable amount involves estimates and assumptions of future sales, product margins, market conditions, allowable catch rates, and appropriate discount rates.

##### Judgments made in relation to accounting policies applied

In performing its impairment testing, Clearwater makes judgments in determining its CGUs, and the allocation of net working capital and corporate assets to these CGUs.

For further discussion on goodwill and intangible assets, refer to Note 10.

#### iv. Share-based compensation

##### Key sources of estimation uncertainty

Clearwater determines compensation expense for certain share-based compensation using market-based valuation techniques. Clearwater determines the fair value of certain performance-based, non-vested share awards at the date of grant using Black-Scholes valuation model. Certain performance-based share awards require Clearwater to make estimates of the likelihood of achieving internal performance metrics.

Clearwater makes assumptions in applying valuation techniques including estimating the future volatility of the stock price, expected dividend yield, future employee turnover rates and corporate performance.

For further discussion on share-based compensation, refer to Note 21.

#### v. Derivative financial instruments

##### Key sources of estimation uncertainty

Clearwater records the fair value of certain financial assets and liabilities using valuation techniques where the fair value cannot be observed in active markets.

The inputs used in the fair value models contain inherent uncertainties, estimates and use of judgment. Fair value is taken from observable markets where possible and estimated as necessary. Assumptions underlying the valuations require estimation of discount rates, inflation rates, defaults and other relevant variables such as foreign exchange volatility.

For further discussion on derivative financial instruments, refer to Note 7.

# **CLEARWATER SEAFOODS INCORPORATED**

## **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

### vi. Earnout liability

#### Key sources of estimation uncertainty

Clearwater determines the fair value measurement of the Earnout liability based on significant inputs not observable in the market.

The inputs used in the fair value model contain inherent uncertainties, estimates and use of judgment. Inputs are taken from observable markets where possible and estimated as necessary. Assumptions include forecasted earnings and probability assessments.

For further discussion on the fair value measurement of the Earnout liability, refer to Note 7(l).

### **3. SIGNIFICANT ACCOUNTING POLICIES**

The principal accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements.

#### **(a) Basis of consolidation**

##### i) Business Combinations and Goodwill

Clearwater measures goodwill in business combinations as the excess of the fair value of the consideration transferred, the amount of any non-controlling interest in the acquiree, less the net recognized amount (generally fair value) of the identifiable assets acquired and liabilities assumed, all measured as of the acquisition date. When the excess is negative, a bargain purchase gain is recognized immediately in consolidated earnings (loss).

Goodwill is subsequently measured at cost less accumulated impairment losses. Goodwill is not amortized and is tested for impairment annually in the fourth quarter and as required if events occur that indicate that its carrying amount may not be recoverable. Goodwill is tested for impairment at the CGU level by comparing the carrying amount to its recoverable amount.

Clearwater elects on a transaction-by-transaction basis whether to measure non-controlling interest at its fair value, or at its proportionate share of the recognized amount of the identifiable net assets, at the acquisition date.

Any contingent consideration payable is measured at fair value at the acquisition date. Subsequent changes in the fair value of the contingent consideration are recognized in consolidated earnings (loss).

When the initial accounting for a business combination has not been finalized by the end of the reporting period in which the combination occurs, the Company reports provisional amounts for the items for which the accounting has not been finalized. These provisional amounts are adjusted during the measurement period, which does not exceed one year from the acquisition date, or additional assets or liabilities are recognized, to reflect new information obtained about facts and circumstances that existed at the acquisition date that, if known, would have affected the amounts recognized at that date.

Transaction costs, other than those associated with the issue of debt or equity securities, that Clearwater incurs in connection with a business combination are expensed as incurred and included in other (income) expense in the consolidated statement of earnings (loss).

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### ii) Subsidiaries

Subsidiaries are entities controlled by Clearwater. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

### iii) Joint venture

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint arrangement. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control. The earnings (loss) and assets and liabilities of the joint venture are incorporated into these consolidated financial statements using the equity method of accounting. Under the equity method, a joint venture is initially recognized in the consolidated statement of financial position at cost and adjusted thereafter to recognize Clearwater's share of net earnings (loss) and comprehensive income (loss) of the joint venture.

### iv) Transactions eliminated on consolidation

Intercompany balances and transactions are eliminated in preparing the consolidated financial statements. Unrealized losses are eliminated in the same way as unrealized gains, but only to the extent that there is no evidence of impairment.

## (b) Inventories

Inventories consist primarily of raw materials and finished goods and are stated at the lower of cost and net realizable value. Cost includes the cost of materials, plus direct labour applied to the product and the applicable share of manufacturing overheads, administration and depreciation, determined on a first-in, first-out basis. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

## (c) Property, plant and equipment

Property, plant and equipment is measured at cost, less government assistance received, accumulated depreciation and accumulated impairment losses. Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the assets to a working condition for their intended use and location, and borrowing costs.

Depreciation on property, plant and equipment commences in the month the assets are available for use. Vessel refits are capitalized when incurred and amortized over the period between scheduled refits. Construction in progress assets are capitalized during the construction period and depreciation commences when the asset is available for use.

Depreciation is recognized on a straight-line basis to depreciate the cost of each of the components of an item of property, plant and equipment over its estimated useful life. When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components). Estimated useful lives are the following:

| Asset Component       | Rate           |
|-----------------------|----------------|
| Buildings and wharves | 10 to 50 years |
| Plant and equipment   | 5 to 15 years  |
| Vessels               | 15 to 25 years |
| Vessels equipment     | 1 to 10 years  |

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

The cost of replacing a part of an item of property, plant and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to Clearwater and its cost can be measured reliably. The carrying amount of the replaced part is derecognized. The costs of the day-to-day servicing of property, plant and equipment are recognized in consolidated earnings (loss) as incurred.

Gains and losses on disposal of an item of property, plant and equipment are determined as the difference between the proceeds from disposal and the carrying amount of the item, and are recognized net within administrative and selling costs in the consolidated statement of earnings (loss).

Depreciation methods, useful lives and residual values are reviewed at each financial year-end and changes to estimates are adjusted prospectively.

#### **(d) Leases**

At the inception of a contract, Clearwater assesses whether a contract is or contains a lease based on whether the contract conveys the right to use an asset for a period of time in exchange for consideration. Contracts identified as leases are recognized as a right-of-use asset within property, plant and equipment and corresponding lease liability within long-term debt on the statement of financial position on the commencement date of the lease.

The right-of-use asset is initially measured at cost comprising the amount of the initial measurement of the lease liability, any lease payments made before the commencement date, less any lease incentives received, any initial direct costs and restoration costs expected to be incurred. The right-of-use asset is subsequently amortized on a straight-line basis over the lease-term.

The corresponding lease liability is initially measured at the present value of 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, Clearwater's incremental borrowing rate. Lease payments include any fixed payments, variable payments that are dependent on an index or a rate in effect at the time of commencement, amounts expected to be paid under residual value guarantees, and the exercise of a purchase option that are reasonably expected to be exercised. The lease liability is subsequently measured at amortized cost using the effective interest method.

Clearwater has elected to apply the following practical expedients in accounting for leases:

i) **Separable components**

Clearwater has elected not to separate non-lease components from lease components and account for each lease component and associated non-lease component as a single lease component.

ii) **Short-term and leases of assets of low-value**

For each class of underlying asset, Clearwater has elected to recognize the exemption for leases with a term of 12-months or less. The recognition exemption for leases of assets of low-value has been applied on a lease-by-lease basis and is comprised of office equipment and miscellaneous plant and vessel equipment. Such items are charged to cost of goods sold and operating expenses on a straight-line basis over the term of the agreement as payments are made.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (e) Intangible Assets

Intangible assets include licences, brand names, patents, fishing rights and computer software. Definite life intangible assets are measured at cost less accumulated amortization and any net accumulated impairment losses. Amortization is recognized in the consolidated statements of earnings (loss) on a straight-line basis over their estimated useful lives as follows:

| Intangible Asset  | Rate           |
|-------------------|----------------|
| Fishing rights    | 10 to 15 years |
| Computer software | 3 to 8 years   |

#### i) Licences, brand names, patents and fishing rights

Licences and brand names represent intangible assets acquired directly or in a business combination that meet the specified criteria for recognition apart from goodwill and are recorded at their fair values at the date of acquisition and are subsequently carried at cost.

Indefinite life intangible assets, including licences, brand names and patents, are not amortized and are tested for impairment annually in the fourth quarter or more frequently if events or changes in circumstances indicate that the asset may be impaired.

Fishing rights arise from contractual rights to fish quotas; they have definite lives and are amortized over the term of the related operating agreement.

#### ii) Computer software

Computer software represents intangible assets developed during the enterprise resource planning ("ERP") system conversion including all costs directly attributable to bringing the asset to the location and condition necessary for its intended use. The computer software has a definite life and is amortized over its estimated useful life.

### (e) Revenue from contracts with customers

Clearwater sells seafood in a fresh or frozen state to customers. These sales are evidenced by purchase orders or invoices, which set out the terms of the sale, including pricing and shipping terms. Revenue is recognized when control of the product transfers to the customer.

Control transfers to the customer at the point of delivery, which is dependent on the shipping term. Revenue from the sale of seafood products is recognized based on the price specified in the contract, less any customer discounts. No element of financing is recognized as sales are generally made with normal credit terms ranging from 14 days from delivery to 60 days from the date of invoice.

When customers pay before product is shipped, revenue is not recognized until control transfers to the customer.

Clearwater has elected to apply the practical expedient related to contract costs therefore contract costs with an amortization period of less than one year have been expensed as incurred.

Clearwater may also provide services after control of the product has transferred to the customer, including, freight, storage, customs clearing and cleaning. These services represent separate performance obligations for which revenue is recognized over the time that the service is performed for freight, storage and cleaning and at a point in time for customs clearing, being when the goods have cleared customs. The transaction price is allocated to these services based on an expected cost-plus margin approach.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (f) Government assistance

Government assistance received by Clearwater relates to items of property, plant and equipment or research and development expenses.

Government assistance related to property, plant and equipment is deducted from the carrying amount of the related asset and amortized over the same estimated useful life of the asset to which it relates.

Government assistance related to expenses are presented in Other (income) expense.

Clearwater does not have any government assistance that is required to be repaid, nor any forgivable loans.

### (g) Financial instruments

#### Classification

Clearwater classifies its financial assets and financial liabilities into three categories being subsequently measured at 1) fair value through profit or loss ("FVTPL"); 2) amortized cost; or 3) fair value through other comprehensive income ("FVTOCI"). The classification for financial assets depends on the Company's business model, management of the financial asset and the contractual terms of the cash flows.

Financial assets are classified as amortized cost only if both the following criteria are met:

- (1) the financial asset is held within a business model with the objective of collecting the contractual cash flows; and
- (2) the contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal outstanding.

Derivatives are classified as FVTPL unless they are designated as hedges. Clearwater has not designated any financial liabilities to be recognized as FVTPL.

Clearwater's financial assets and liabilities have been classified as follows:

| Financial instrument                                | Classification          | Measurement                                       |
|-----------------------------------------------------|-------------------------|---------------------------------------------------|
| Cash                                                | FVTPL                   | Fair value                                        |
| Trade and other receivables                         | Amortized cost          | Initial: Fair Value<br>Subsequent: Amortized cost |
| Long-term receivables                               | Amortized cost          |                                                   |
| Trade and other payables                            | Amortized cost          |                                                   |
| Long-term debt                                      | Amortized cost          |                                                   |
| Earnout liability                                   | FVTPL                   | Fair value                                        |
| Derivative financial instruments                    | FVTPL                   | Fair value                                        |
| Derivative financial instruments (hedge accounting) | FV - hedging instrument | Fair value                                        |

#### Measurement

- (1) Financial assets and liabilities at amortized cost or FVTPL

On initial recognition, a financial asset or financial liability carried at amortized cost is measured at its fair value plus transaction costs that are directly attributable to the acquisition of the financial asset or liability. Transaction costs of financial assets and liabilities carried at FVTPL are recognized in the Consolidated Statement of Earnings (Loss).

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

#### **(2) Derivative instruments**

Derivatives are initially recognized at fair value and subsequently re-measured to their fair value either through profit or loss or other comprehensive income depending on whether the derivative has been designated as a hedging instrument.

When a derivative is designated as a cash flow hedging instrument, the effective portion of the changes in fair value of the derivative is recognized in the Consolidated Statement of Comprehensive Income (Loss) and accumulated within equity. The amount recorded in equity is reclassified to the Consolidated Statement of Earnings (Loss) in the same period during which the hedged item is recognized in the Consolidated Statement of Earnings (Loss).

The ineffective portion of the change in fair value of the derivative is recognized as Net finance costs in the Consolidated Statement of Earnings (Loss).

If the forecasted transaction is no longer expected to occur, the hedge no longer meets the criteria for hedge accounting, the hedging instrument expires or is sold, terminated or expired, or Clearwater elects to discontinue hedge accounting for the derivative, then hedge accounting is discontinued prospectively.

If the forecasted transaction is no longer expected to occur, then the amount accumulated in equity is reclassified to the Consolidated Statement of Earnings (Loss). If hedge accounting is discontinued but the forecasted transaction is still expected to occur, the amount accumulated in equity will be reclassified to the Consolidated Statement of Earnings (Loss) at the same time as the original hedged item.

#### *Derecognition*

From time-to-time, Clearwater enters into transactions to sell accounts receivables to a commercial partner without recourse. The amount of receivables sold are removed from the Consolidated Statement of Financial Position at the time of the sale. The difference between the carrying amount and the proceeds on sale of the receivables is recorded in Net Finance Costs in the Consolidated Statement of Earnings (Loss). Sale of receivables during the year represent less than 5 percent of consolidated sales.

#### **(h) Impairment**

##### **i) Financial assets**

The Company assesses expected credit losses on financial assets carried at amortized cost on a forward-looking basis.

For trade receivables, Clearwater applies the simplified approach which requires lifetime expected credit losses to be recognized from initial recognition of the receivables.

Clearwater considers the probability of default on a specific account basis, which involves assessing whether there was a significant increase in credit risk. Indicators include actual or expected changes in the debtor's ability to pay based on information that is available each reporting period; monitoring past due accounts and other external factors. Refer to Note 7(e) for discussion on credit risk and the provision for impairment losses related to trade receivables.

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

#### **ii) Non-financial assets**

Clearwater reviews non-financial assets at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. In addition, for goodwill and intangible assets that have indefinite useful lives an annual impairment test is performed.

The recoverable amount of an asset or CGU is the greater of its value-in-use ("VIU") and its fair value less costs of disposal. In assessing value in use, estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generate cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets or CGU. Goodwill and intangible assets acquired in a business combination are allocated to the CGU, or the group of CGUs, that are expected to benefit from the synergies of the combination. This allocation is subject to an operating segment ceiling test and reflects the lowest level at which that asset is monitored for internal reporting purposes.

An impairment loss is recognized if the carrying amount of an asset or its CGU exceeds its estimated recoverable amount. Impairment losses are recognized in earnings (loss). Impairment losses recognized in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the CGUs, and then to reduce the carrying amounts of the other assets in the unit on a *pro rata* basis.

An impairment loss in respect of goodwill is not reversed. In respect of other assets, impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates and assumptions used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

#### **(h) Translation of foreign currency**

##### **i) Foreign currency transactions**

Transactions in foreign currencies are translated into the respective functional currency of the Company and its' subsidiaries at the exchange rate at the date of the transactions. Monetary assets and liabilities denominated in foreign currencies are retranslated to the Company's functional currency at the exchange rate as at the reporting date.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

##### **ii) Foreign operations**

The assets and liabilities of foreign operations with a functional currency different from Clearwater's presentation currency, including goodwill, intangible assets and fair value adjustments arising on acquisition, are translated into Canadian dollars at exchange rates at the reporting date. Foreign currency differences resulting from this translation are recognized in comprehensive income (loss) in the cumulative translation adjustment account. The income and expenses of foreign operations are translated to Canadian dollars at average exchange rates.

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

When a foreign operation is disposed of, all relevant amounts in the cumulative translation adjustment account are transferred to earnings (loss) as part of the gain or loss on disposal. On the partial disposal of a subsidiary that does not result in loss of control the relevant proportion of such cumulative translation adjustment account is reattributed to non-controlling interest and not recognized in profit or loss.

#### **(i) Income taxes**

Income tax expense is comprised of current and deferred income tax. Current tax and deferred income tax are recognized in earnings (loss) except to the extent that they relate to a business combination, or items recognized directly in equity or in other comprehensive income.

Current tax is the expected tax payable on the taxable income or loss for the period, using tax rates enacted or substantively enacted at the reporting date, and any adjustments to tax payable in respect of previous years. Taxable earnings differs from earnings as reported in the consolidated statement of earnings (loss) because of items of income or expense that are taxable or deductible in years other than the current reporting period or items that are never taxable or deductible.

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognized for the temporary differences relating to investments in subsidiaries and joint venture to the extent that it is probable that they will not reverse in the foreseeable future. In addition, deferred tax is not recognized for taxable temporary differences arising on the initial recognition of goodwill. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date. Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

A deferred tax asset is recognized for unused tax losses, and deductible temporary differences, to the extent that it is probable that future taxable profits will be available against which it can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

#### **(j) Borrowing costs**

Clearwater capitalizes borrowing costs attributable to the acquisition or construction of its qualifying assets which are assets that take a substantial period of time to ready for their intended use, as they are being constructed. Other borrowing costs are recognized as an expense in the period in which they are incurred.

#### **(k) Finance costs**

Finance costs comprises interest expense on borrowings, gains and losses on financial instruments related to long-term debt or interest recognized in earnings (loss), accretion on deferred consideration and refinancing and settlement fees. Borrowing costs determined to be period costs or the amortization of such costs are recorded through earnings (loss).

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

#### **(l) Share-based compensation**

Clearwater has three share-based compensation plans including share appreciation rights ("SARs"), deferred share units ("DSUs") and performance share units ("PSUs"). Refer to Note 21 for a description of the plans.

In accordance with the PSU plan document, vested units may be settled in cash or common shares or by a combination thereof as determined by the Company. Grants currently issued under the PSU plan are expected to be settled in equity or cash, as predetermined by the Company.

Cash-settled PSU awards are recorded as liabilities at fair market value at each reporting period with changes in fair value recorded to earnings (loss). Equity-settled PSU awards are measured at fair market value on the grant date of the awards. The fair market value is equal to the share price at the grant date where the performance factor is a non-market condition. Compensation expense is recognized based on the fair value of the awards that are expected to vest and remain outstanding at the end of the reporting period. Clearwater estimates the expected forfeiture rate and performance factor for each plan and adjusts for actual forfeitures and adjustments in the period.

The share-based compensation liability related to cash-settled PSU's is recorded in trade and other payables in the consolidated statement of financial position. The cumulative compensation expense related to the equity-settled PSU's is recorded as contributed surplus in equity. The related compensation expense for both cash-settled and equity-settled PSU's is recorded in administrative and selling costs in the consolidated statement of earnings (loss) over the vesting period.

#### **(m) Earnings (loss) per share**

Basic earnings (loss) per share is calculated by dividing earnings (loss) for the year attributable to the shareholders of Clearwater by the weighted average number of common shares outstanding during the year.

Diluted earnings (loss) per share is calculated by dividing earnings (loss) for the year attributable to the shareholders of Clearwater, adjusted for the change in the fair market value of the DSU's and cash-settled PSU's, by the weighted average number of common shares outstanding and the voting rights attributable to the DSU's and PSU's outstanding during the year. The calculation of the potential dilutive common shares assumes all outstanding DSU's and PSU's are contingently issuable shares.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 4. CHANGES IN ACCOUNTING POLICIES

Clearwater has adopted the following new and revised standards, along with any consequential amendments, effective January 1, 2019. These changes were made in accordance with the applicable transitional provisions.

#### *IFRS 16 Leases*

Effective January 1, 2019, the Company adopted IFRS 16 which supersedes the previous lease accounting standards IAS 17 – Leases and IFRIC 4 – Determining whether an arrangement contains a lease.

The standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12-months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease.

The Company has elected to apply the modified retrospective approach on transition. The modified retrospective approach does not require restatement of prior period financial information.

Leases accounted for as finance leases under IAS 17 have been reclassified to right-of-use assets within property, plant and equipment and lease liabilities from other long-term liabilities.

The following is a reconciliation of operating lease commitments as at December 31, 2018 under IAS 17, to the lease liabilities under IFRS 16 on January 1, 2019.

|                                                             |           |              |
|-------------------------------------------------------------|-----------|--------------|
| Operating lease commitments, as disclosed December 31, 2018 | \$        | 10,501       |
| Contracts reassessed upon transition <sup>1</sup>           |           | (3,004)      |
| Net lease liability commitments                             |           | 7,497        |
| Discounting                                                 |           | (712)        |
| Finance lease liabilities under IAS 17                      |           | 308          |
| <b>Lease liabilities as at January 1, 2019</b>              | <b>\$</b> | <b>7,093</b> |

<sup>1</sup> Contracts reassessed upon transition includes the removal of service contracts or quota agreements and the inclusion of certain renewal options Clearwater is reasonably certain to exercise.

The lease liability represents the present value of remaining lease payments discounted using the Company's weighted average incremental borrowing rate specific to the currency, term and underlying asset of the agreement.

The associated right-of-use assets were recognized in property, plant and equipment at an amount equal to the lease liability net of previously existing finance leased assets at January 1, 2019, with no impact to retained earnings.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### New accounting standards not yet adopted

The IASB issued the following standards that has not been applied in preparing these consolidated financial statements as their effective date falls within annual periods beginning subsequent to the current reporting period.

#### *IAS 1 – Presentation of Financial Statements and IAS 8 – Accounting Policies, Changes in Estimates and Errors*

On October 31, 2018, the IASB issued amendments to IAS 1 *Presentation of Financial Statements* and IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors*. These amendments clarify the definition of 'material' and aligns the definition used within the IFRS Standards. The effective date of the amendment is for annual periods beginning on or after January 1, 2020 and is to be applied prospectively.

The application of this amendment is not expected to have a material impact to Clearwater.

#### *IFRS 3 – Business Combinations*

On October 22, 2018 the IASB issued an amendment to IFRS 3 *Business Combinations* to narrow the definition of a business and introduce a screening test, which eliminates the requirement for a detailed assessment of the definition, when met. The effective date of the amendment is for annual periods beginning on or after January 1, 2020 and is to be applied prospectively.

The application of this amendment is not expected to have a material impact to Clearwater.

### 5. TRADE AND OTHER RECEIVABLES

| As at December 31 | 2019 |        | 2018 |        |
|-------------------|------|--------|------|--------|
| Trade receivables | \$   | 72,177 | \$   | 68,952 |
| Other receivables |      | 16,982 |      | 16,292 |
|                   | \$   | 89,159 | \$   | 85,244 |

Included in other receivables is \$13.1 million (December 31, 2018 - \$9.3 million) of value added tax and commodity tax receivables and \$3.9 million (December 31, 2018 - \$7.0 million) of other receivables.

### 6. INVENTORIES

| As at December 31  | 2019 |        | 2018 |        |
|--------------------|------|--------|------|--------|
| Seafood inventory  | \$   | 62,345 | \$   | 60,414 |
| Supplies and other |      | 10,242 |      | 9,701  |
|                    | \$   | 72,587 | \$   | 70,115 |

In 2019 inventory costs of \$470.6 million (2018 - \$463.0 million) were recognized in cost of goods sold. Clearwater incurred \$2.1 million (2018 - \$1.2 million) in inventory write-downs which was recognized in cost of goods sold. For inventories pledged as security for long-term debt, refer to Note 13.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 7. FINANCIAL INSTRUMENTS

Clearwater classifies its financial assets and financial liabilities into three categories being subsequently measured at 1) fair value through profit or loss ("FVTPL"); 2) amortized cost; or 3) fair value through other comprehensive income ("FVTOCI"). The classification for financial assets depends on the Company's business model and management of the financial asset and the contractual terms of the cash flows.

Derivatives are classified as FVTPL unless they are designated as hedges. Clearwater has not designated any non-derivative financial liabilities to be recognized as FVTPL.

The following tables set out Clearwater's classification, carrying amount and fair value for each type of financial asset and liability:

| December 31, 2019                     |    | FVTPL   | FV Hedging | Amortized cost |    | Total<br>Carrying<br>amount | Fair<br>value |
|---------------------------------------|----|---------|------------|----------------|----|-----------------------------|---------------|
| <b>Assets:</b>                        |    |         |            |                |    |                             |               |
| Cash                                  | \$ | 32,368  | \$ -       | \$ -           | \$ | 32,368                      | \$ 32,368     |
| Trade and other receivables           |    | -       | -          | 89,159         |    | 89,159                      | 89,159        |
| Long-term receivables                 |    | -       | -          | 7,106          |    | 7,106                       | 7,106         |
| Derivative financial instruments      |    | 12,152  | 881        | -              |    | 13,033                      | 13,033        |
|                                       | \$ | 44,520  | \$ 881     | \$ 96,265      | \$ | 141,666                     | \$ 141,666    |
| <b>Liabilities:</b>                   |    |         |            |                |    |                             |               |
| Trade and other payables <sup>1</sup> | \$ | -       | \$ -       | \$ (71,390)    | \$ | (71,390)                    | \$ (71,390)   |
| Long-term debt <sup>2</sup>           |    | (2,431) | -          | (437,829)      |    | (440,260)                   | (460,741)     |
| Derivative financial instruments      |    | (976)   | (282)      | -              |    | (1,258)                     | (1,258)       |
|                                       | \$ | (3,407) | \$ (282)   | \$ (509,219)   | \$ | (512,908)                   | \$ (533,389)  |

<sup>1</sup> Trade and other payables includes share-based compensation of \$3.4 million which is not recorded at amortized cost.

<sup>2</sup> Long-term debt includes lease liabilities of \$6.7 million and is recorded at amortized cost.

| December 31, 2018                     |    | FVTPL    | FV Hedging | Amortized cost |    | Total<br>Carrying<br>amount | Fair<br>value |
|---------------------------------------|----|----------|------------|----------------|----|-----------------------------|---------------|
| <b>Assets:</b>                        |    |          |            |                |    |                             |               |
| Cash                                  | \$ | 35,887   | \$ -       | \$ -           | \$ | 35,887                      | \$ 35,887     |
| Trade and other receivables           |    | -        | -          | 85,244         |    | 85,244                      | 85,244        |
| Long-term receivables                 |    | -        | -          | 4,970          |    | 4,970                       | 4,970         |
| Derivative financial instruments      |    | 10,815   | 3,078      | -              |    | 13,893                      | 13,893        |
|                                       | \$ | 46,702   | \$ 3,078   | \$ 90,214      | \$ | 139,994                     | \$ 139,994    |
| <b>Liabilities:</b>                   |    |          |            |                |    |                             |               |
| Trade and other payables <sup>1</sup> | \$ | -        | \$ -       | \$ (70,507)    | \$ | (70,507)                    | \$ (70,507)   |
| Long-term debt                        |    | (3,513)  | -          | (459,904)      |    | (463,417)                   | (450,098)     |
| Derivative financial instruments      |    | (10,463) | -          | -              |    | (10,463)                    | (10,463)      |
|                                       | \$ | (13,976) | \$ -       | \$ (530,411)   | \$ | (544,387)                   | \$ (531,068)  |

<sup>1</sup> Trade and other payables includes share-based compensation of \$3.5 million which is not recorded at amortized cost.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

Fair value of financial instruments carried at amortized cost:

Except as detailed above, Clearwater considers the carrying amounts of financial assets and financial liabilities recognized in the consolidated financial statements to approximate their fair values. For cash, trade and other receivables, and trade and other payables, the carrying value approximates their fair values due to the short-term maturity of these instruments. The fair values of the long-term receivables are not materially different from their carrying values.

The estimated fair value of Clearwater's long-term debt for which carrying value did not approximate fair value at December 31, 2019 was \$351.6 million (December 31, 2018 - \$354.3 million) and the carrying value was \$331.1 million (December 31, 2018 - \$367.7 million). The fair value of long-term debt has been classified as Level 2 in the fair value hierarchy (described below) and was estimated based on discounted cash flows using current rates for similar financial instruments subject to similar risks and maturities.

### (a) Fair value hierarchy

Assets and liabilities carried at fair value are classified using a three-level hierarchy that reflects the significance of the inputs used in making the fair value measurements. The levels are defined as follows:

- Level 1: Fair value measurements derived from quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2: Fair value measurements derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices)
- Level 3: Fair value measurements derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs)

The table below sets out fair value measurements of financial instruments carried at fair value through profit and loss and fair value hedging instruments using the fair value hierarchy:

| December 31, 2019                | Level 1   | Level 2   | Level 3  |
|----------------------------------|-----------|-----------|----------|
| <b>Recurring measurements</b>    |           |           |          |
| <b>Financial Assets:</b>         |           |           |          |
| Cash                             | \$ 32,368 | \$ -      | \$ -     |
| Derivative financial instruments | -         | 13,033    | -        |
|                                  | \$ 32,368 | \$ 13,033 | \$ -     |
| <b>Financial Liabilities:</b>    |           |           |          |
| Derivative financial instruments | -         | 1,258     | -        |
| Earnout liability                | -         | -         | 2,431    |
|                                  | \$ -      | \$ 1,258  | \$ 2,431 |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

| December 31, 2018                | Level 1   | Level 2   | Level 3  |
|----------------------------------|-----------|-----------|----------|
| <b>Recurring measurements</b>    |           |           |          |
| <b>Financial Assets:</b>         |           |           |          |
| Cash                             | \$ 35,887 | \$ -      | \$ -     |
| Derivative financial instruments |           | 13,893    |          |
|                                  | \$ 35,887 | \$ 13,893 | \$ -     |
| <b>Financial Liabilities:</b>    |           |           |          |
| Derivative financial instruments | -         | 10,463    | -        |
| Earnout liability                | -         | -         | 3,513    |
|                                  | \$ -      | \$ 10,463 | \$ 3,513 |

There were no transfers between levels during the periods ended December 31, 2019 and December 31, 2018.

Clearwater used the following techniques to value financial instruments categorized in Level 2:

- Forward foreign exchange contracts are measured using present value techniques. Future cash flows are estimated based on forward exchange rates (from observable exchange rates at the end of the reporting period) and contract forward rates, discounted at a rate that reflects the credit risk of Clearwater and the various counterparties.

The Earnout liability relating to the Macduff acquisition is a financial liability categorized as Level 3 as the fair value measurement of this financial liability is based on significant inputs not observable in the market.

The fair value estimates are not necessarily indicative of the amounts that Clearwater will receive or pay at the settlement of the contracts.

### (b) Derivative financial instruments

The Company periodically uses derivative instruments as part of an active risk management program. The Company designated certain forward foreign exchange contracts related to USD denominated interest payments as hedging instruments in a hedging accounting, qualifying hedging relationship (cash flow hedge). Changes in the fair value of derivatives in a qualifying hedging relationship are recognized in comprehensive income until the hedged risk affects income. The Company has elected not to use hedge accounting on the remaining derivative instruments and consequently, changes in their fair value are recorded in the consolidated statement of earnings (loss).

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

Clearwater has forward contracts maturing each month until June 2021 and forward contracts related to the USD Notes maturing May 2022 (Note 13). At December 31, 2019 Clearwater had outstanding forward contracts as follows:

| Currency                                                 | Foreign<br>currency<br>notional<br>amount<br>(in 000's) | Average<br>contract<br>exchange<br>rate | Weighted<br>average<br>months to<br>maturity |    | Fair value asset<br>(liability) |
|----------------------------------------------------------|---------------------------------------------------------|-----------------------------------------|----------------------------------------------|----|---------------------------------|
| <b>Contracts in a current asset position</b>             |                                                         |                                         |                                              |    |                                 |
| <i>Derivatives designated as hedging instruments</i>     |                                                         |                                         |                                              |    |                                 |
| USD                                                      | 6,875                                                   | 1.243                                   | 7                                            | \$ | 376                             |
| <i>Derivatives not designated as hedging instruments</i> |                                                         |                                         |                                              |    |                                 |
| Euro                                                     | 27,783                                                  | 1.531                                   | 6                                            |    | 1,630                           |
| USD                                                      | 102,041                                                 | 1.322                                   | 5                                            |    | 2,399                           |
| Yen                                                      | 2,713,650                                               | 0.0124                                  | 6                                            |    | 962                             |
| Euro - GBP                                               | 23,073                                                  | 0.893                                   | 6                                            |    | 1,638                           |
|                                                          |                                                         |                                         |                                              | \$ | 7,005                           |
| <b>Contracts in a non-current asset position</b>         |                                                         |                                         |                                              |    |                                 |
| <i>Derivatives designated as hedging instruments</i>     |                                                         |                                         |                                              |    |                                 |
| USD                                                      | 10,313                                                  | 1.250                                   | 22                                           | \$ | 505                             |
| <i>Derivatives not designated as hedging instruments</i> |                                                         |                                         |                                              |    |                                 |
| Euro                                                     | 4,100                                                   | 1.512                                   | 15                                           |    | 59                              |
| USD                                                      | 114,640                                                 | 1.263                                   | 26                                           |    | 4,889                           |
| Yen                                                      | 1,056,400                                               | 0.0127                                  | 17                                           |    | 432                             |
| Euro - GBP                                               | 2,850                                                   | 0.888                                   | 15                                           |    | 143                             |
|                                                          |                                                         |                                         |                                              |    | 6,028                           |
| <b>Total contracts in an asset position</b>              |                                                         |                                         |                                              | \$ | 13,033                          |
| <b>Contracts in a current liability position</b>         |                                                         |                                         |                                              |    |                                 |
| <i>Derivatives designated as hedging instruments</i>     |                                                         |                                         |                                              |    |                                 |
| USD                                                      | 6,875                                                   | 1.321                                   | 7                                            | \$ | (152)                           |
| <i>Derivatives not designated as hedging instruments</i> |                                                         |                                         |                                              |    |                                 |
| Yen                                                      | 28,000                                                  | 0.0117                                  | 2                                            |    | (8)                             |
| Euro - GBP                                               | 1,480                                                   | 0.846                                   | 8                                            |    | (18)                            |
|                                                          |                                                         |                                         |                                              | \$ | (178)                           |
| <b>Contracts in a non-current liability position</b>     |                                                         |                                         |                                              |    |                                 |
| <i>Derivatives designated as hedging instruments</i>     |                                                         |                                         |                                              |    |                                 |
| USD                                                      | 10,313                                                  | 1.315                                   | 22                                           | \$ | (130)                           |
| <i>Derivatives not designated as hedging instruments</i> |                                                         |                                         |                                              |    |                                 |
| USD                                                      | 100,000                                                 | 1.314                                   | 28                                           |    | (942)                           |
| Euro - GBP                                               | 620                                                     | 0.853                                   | 16                                           |    | (8)                             |
|                                                          |                                                         |                                         |                                              |    | (1,080)                         |
| <b>Total contracts in a liability position</b>           |                                                         |                                         |                                              | \$ | (1,258)                         |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

At December 31, 2018, Clearwater had outstanding forward contracts as follows:

| Currency                                          | Foreign<br>currency<br>notional<br>amount<br>(in 000's) | Average<br>contract<br>exchange<br>rate | Weighted<br>average<br>months to<br>maturity | Fair value asset<br>(liability) |          |
|---------------------------------------------------|---------------------------------------------------------|-----------------------------------------|----------------------------------------------|---------------------------------|----------|
| Contracts in a current asset position             |                                                         |                                         |                                              |                                 |          |
| Derivatives designated as hedging instruments     |                                                         |                                         |                                              |                                 |          |
| USD                                               | 13,750                                                  | 1.284                                   | 7                                            | \$                              | 1,003    |
| Derivatives not designated as hedging instruments |                                                         |                                         |                                              |                                 |          |
| Euro                                              | 8,950                                                   | 1.594                                   | 5                                            |                                 | 126      |
| Euro - GBP                                        | 13,540                                                  | 0.911                                   | 8                                            |                                 | 93       |
|                                                   |                                                         |                                         |                                              | \$                              | 1,222    |
| Contracts in a non-current asset position         |                                                         |                                         |                                              |                                 |          |
| Derivatives designated as hedging instruments     |                                                         |                                         |                                              |                                 |          |
| USD                                               | 34,375                                                  | 1.283                                   | 28                                           | \$                              | 2,075    |
| Derivatives not designated as hedging instruments |                                                         |                                         |                                              |                                 |          |
| USD                                               | 200,000                                                 | 1.284                                   | 40                                           |                                 | 10,584   |
| Euro - GBP                                        | 2,120                                                   | 0.918                                   | 15                                           |                                 | 12       |
|                                                   |                                                         |                                         |                                              |                                 | 12,671   |
| Total contracts in an asset position              |                                                         |                                         |                                              | \$                              | 13,893   |
| Contracts in a current liability position         |                                                         |                                         |                                              |                                 |          |
| Derivatives not designated as hedging instruments |                                                         |                                         |                                              |                                 |          |
| Euro                                              | 24,060                                                  | 1.550                                   | 6                                            |                                 | (770)    |
| USD                                               | 121,723                                                 | 1.298                                   | 6                                            |                                 | (7,204)  |
| Yen                                               | 2,928,300                                               | 0.0120                                  | 6                                            |                                 | (1,631)  |
| Euro - GBP                                        | 14,890                                                  | 0.889                                   | 5                                            |                                 | (361)    |
|                                                   |                                                         |                                         |                                              | \$                              | (9,966)  |
| Contracts in a non-current liability position     |                                                         |                                         |                                              |                                 |          |
| Derivatives not designated as hedging instruments |                                                         |                                         |                                              |                                 |          |
| Euro                                              | 5,620                                                   | 1.574                                   | 15                                           |                                 | (207)    |
| Yen                                               | 396,400                                                 | 0.0121                                  | 14                                           |                                 | (242)    |
| Euro - GBP                                        | 1,870                                                   | 0.900                                   | 15                                           |                                 | (48)     |
|                                                   |                                                         |                                         |                                              |                                 | (497)    |
| Total contracts in a liability position           |                                                         |                                         |                                              | \$                              | (10,463) |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (c) Gains (losses) on derivatives designated as hedging instruments

Clearwater entered into USD forward foreign exchange contracts to hedge a portion of its USD interest payments, payable semi-annually in May and November each year.

The following table summarizes amounts recognized in the Consolidated Statements of Comprehensive Income (Loss), the amounts reclassified from Accumulated Comprehensive Income (Loss) ("ACL") within equity and the amount recorded in the Consolidated Statements of Earnings (Loss):

|                                                  | Gain (loss) recognized in<br>ACL<br>Year ended |                     | (Gain) loss reclassified from<br>ACL to Net Finance Costs<br>Year ended |                     | Ineffectiveness recognized in<br>Net Finance Costs<br>Year ended |                     |
|--------------------------------------------------|------------------------------------------------|---------------------|-------------------------------------------------------------------------|---------------------|------------------------------------------------------------------|---------------------|
| Derivatives in cash flow<br>hedging relationship | December 31<br>2019                            | December 31<br>2018 | December 31<br>2019                                                     | December 31<br>2018 | December 31<br>2019                                              | December 31<br>2018 |
| Forward foreign exchange<br>contracts            | (2,479)                                        | 4,859               | 135                                                                     | (243)               | -                                                                | -                   |
| Income tax recovery (expense)                    | 756                                            | (1,482)             | (41)                                                                    | 74                  | -                                                                | -                   |
| Net gain (loss)                                  | \$ (1,723)                                     | 3,377               | 94                                                                      | (169)               | -                                                                | -                   |

### (d) (Gains) losses on derivative financial instruments

| Year ended December 31               | 2019        | 2018      |
|--------------------------------------|-------------|-----------|
| Realized (gain) loss                 |             |           |
| Forward foreign exchange contracts   | \$ 39       | \$ 1,321  |
| Changes in unrealized gains & losses |             |           |
| Forward foreign exchange contracts   | (16,697)    | 14,477    |
|                                      | \$ (16,658) | \$ 15,798 |

### (e) Foreign exchange (gains) losses on long-term debt and working capital

| Year ended December 31                                                                | 2019       | 2018       |
|---------------------------------------------------------------------------------------|------------|------------|
| Realized (gain) loss                                                                  |            |            |
| Long-term debt and working capital                                                    | \$ 1,782   | \$ (5,514) |
| Changes in unrealized gains & losses                                                  |            |            |
| Long term debt and working capital                                                    | (13,184)   | 30,798     |
| Forward foreign exchange contracts, cross currency swaps and cap on<br>long-term debt | 6,949      | (16,223)   |
| Total changes in unrealized (gains) losses                                            | (6,235)    | 14,575     |
|                                                                                       | \$ (4,453) | \$ 9,061   |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (f) Foreign currency exchange rate risk

Foreign currency exchange rate risk refers to the risk that the value of financial instruments or cash flows associated with the instruments will fluctuate due to changes in foreign exchange rates. Approximately 90% (2018 - 91%) of Clearwater's sales are in currencies other than Canadian dollars, whereas the majority of expenses are in Canadian dollars. As a result, fluctuations in foreign exchange rates may have a material impact on Clearwater's financial condition and operating results. In addition, Clearwater has subsidiaries that operate in the offshore scallop fishery in Argentina and Scotland which exposes Clearwater to changes in the value of the Argentine Peso, USD and GBP.

Risks associated with foreign exchange are partially mitigated by the following strategies:

- (1) Diversify sales internationally which reduces the impact of any country-specific economic risks.
- (2) Execute on pricing strategies so as to offset the impact of exchange rates.
- (3) Limit the amount of long-term sales contracts – Clearwater has very few long-term sales contracts with any customers. Contracts are typically less than 6 months and are based on list prices that provide a margin for exchange rate fluctuations.
- (4) Plan conservatively – Clearwater regularly reviews economist estimates of future exchange rates and uses conservative estimates when managing its business, and
- (5) Foreign exchange hedging program – a portfolio of forward contracts enables Clearwater to lock in exchange rates for up to 24 months for key sales currencies (the US dollar, Euro, Yen and GBP) thereby lowering the potential volatility in cash flows through derivative contracts.

On April 26, 2017, Clearwater completed an offering of USD \$250 million senior unsecured notes, due 2025 with a US dollar coupon rate of 6.875% ("the Notes"). Clearwater entered into forward foreign exchange contracts to hedge approximately 80% of the notional value of the Notes at an average rate of 1.2844 and approximately 80% of the coupon payments at an average rate of 1.2826 through to 2022.

The carrying amounts of Clearwater's foreign currency denominated monetary assets and monetary liabilities (excluding derivative financial instruments) as at December 31, 2019 and December 31, 2018 were as follows (presented in Canadian dollars):

| As at December 31                               | 2019         | 2018         |
|-------------------------------------------------|--------------|--------------|
| Cash                                            | \$ 21,509    | \$ 28,392    |
| Trade receivables                               | 66,855       | 58,583       |
| Other receivables                               | 13,505       | 16,442       |
| Long-term receivables                           | 4,608        | 3,151        |
| Trade and other payables                        | (22,847)     | (24,982)     |
| Long-term debt                                  | (356,000)    | (367,593)    |
| Other long-term liabilities                     | (649)        | (308)        |
| Net exposure to foreign currency monetary items | \$ (273,019) | \$ (286,315) |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

The components of this net exposure by currency are as follows (in foreign currency '000's) at December 31, 2019:

| December 31, 2019                                          | GBP             | USD              | Yen            | Euros         | RMB          | DKK           | Argentine<br>Peso |
|------------------------------------------------------------|-----------------|------------------|----------------|---------------|--------------|---------------|-------------------|
| Cash                                                       | 4,942           | 3,567            | 271            | 79            | 1,349        | 41,001        | 119               |
| Trade receivables                                          | 3,855           | 16,129           | 476,237        | 22,342        | -            | 5,753         | -                 |
| Other receivables                                          | (285)           | 1,072            | -              | 7,981         | -            | 2,197         | 25,771            |
| Long term receivables                                      | 2,705           | (40)             | -              | -             | -            | -             | -                 |
| Trade and other payables                                   | (6,292)         | (4,602)          | (11,989)       | (1,237)       | (2,076)      | (1,637)       | (155,709)         |
| Long-term debt                                             | (21,241)        | (246,011)        | -              | 40            | -            | -             | -                 |
| Other long-term liabilities                                | -               | (500)            | -              | -             | -            | -             | -                 |
| <b>Net exposure to foreign currency<br/>monetary items</b> | <b>(16,316)</b> | <b>(230,385)</b> | <b>464,519</b> | <b>29,205</b> | <b>(727)</b> | <b>47,314</b> | <b>(129,819)</b>  |

The components of this net exposure by currency are as follows (in foreign currency '000's) at December 31, 2018:

| December 31, 2018                                          | GBP            | USD              | Yen            | Euros         | RMB          | DKK           | Argentine<br>Peso |
|------------------------------------------------------------|----------------|------------------|----------------|---------------|--------------|---------------|-------------------|
| Cash                                                       | 8,018          | 3,442            | 1,169          | 425           | 1,508        | 41,805        | 267               |
| Trade receivables                                          | 2,302          | 10,555           | 446,079        | 21,003        | -            | 7,500         | 316               |
| Other receivables                                          | 1,861          | 1,070            | -              | 6,501         | -            | 2,516         | 28,190            |
| Long term receivables                                      | 1,400          | (40)             | -              | -             | -            | -             | 21,266            |
| Trade and other payables                                   | (7,680)        | (6,525)          | (13,531)       | (582)         | 6,272        | (719)         | (75,455)          |
| Long-term debt                                             | (11,470)       | (254,965)        | -              | 40            | -            | -             | -                 |
| Other long-term liabilities                                | (177)          | -                | -              | -             | -            | -             | -                 |
| <b>Net exposure to foreign currency<br/>monetary items</b> | <b>(5,746)</b> | <b>(246,463)</b> | <b>433,717</b> | <b>27,387</b> | <b>7,780</b> | <b>51,102</b> | <b>(25,416)</b>   |

The following table details Clearwater's sensitivity to a 10% change in the exchange rates against the Canadian dollar. The sensitivity analysis includes outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10% change in foreign currency exchange rates. The change below is calculated based on the net exposure to foreign currency monetary items.

| (In '000 of Canadian dollars) | 2019     | 2018     |
|-------------------------------|----------|----------|
| GBP                           | (2,810)  | (1,000)  |
| USD                           | (29,918) | (33,610) |
| Yen                           | 557      | 540      |
| Euros                         | 4,250    | 4,282    |
| RMB                           | (14)     | 154      |
| DKK                           | 922      | 1,070    |
| Argentine Peso                | (282)    | (92)     |

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## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (g) Credit risk

Credit risk refers to the risk of losses due to failure of Clearwater's customers or other counterparties to meet their contractual obligations. Clearwater is exposed to credit risk in the event of non-performance by counter parties to its derivative financial instruments but does not anticipate non-performance of any of the counter parties as Clearwater only deals with highly rated financial institutions.

Clearwater has significant accounts receivable from customers operating in North America, Europe and Asia. Significant portions of Clearwater's customers, from a sales dollar perspective, have been transacting with Clearwater in excess of five years and bad debt losses have been minimal. Clearwater has a policy of using a combination of credit reporting agencies, credit insurance, letters of credit and secured forms of payment to mitigate customer specific credit risk and country specific credit risk. No single customer of Clearwater represented more than 7% of total sales for the quarter ended December 31, 2019. As a result, Clearwater does not have any significant concentration of credit risk.

Clearwater's trade accounts receivable aging based on the invoice due date was as follows:

| As at December 31 | 2019   | 2018   |
|-------------------|--------|--------|
| 0-30 days         | 93.1%  | 93.8%  |
| 31-60 days        | 6.0%   | 4.6%   |
| over 60 days      | 0.9%   | 1.6%   |
|                   | 100.0% | 100.0% |

The carrying amount of accounts receivable is reduced by an allowance for doubtful accounts of \$0.2 million (2018 - \$ 0.3 million).

Clearwater considers the probability of default on a specific account basis, which involves assessing whether there was a significant increase in credit risk. Indicators include actual or expected changes in the debtor's ability to pay based on information that is available each reporting period; monitoring past due accounts and other external factors. Changes in the allowance for doubtful accounts are summarized in the table below:

|                                      | 2019   | 2018   |
|--------------------------------------|--------|--------|
| Balance at January 1                 | \$ 265 | \$ 147 |
| Allowance recognized                 | 111    | 120    |
| Amounts recovered                    | (41)   | (10)   |
| Amounts written off as uncollectible | (79)   | -      |
| Foreign exchange                     | (9)    | 8      |
| Balance at December 31               | \$ 247 | \$ 265 |

### (h) Interest rate risk

Interest rate risk refers to the risk that the value of a financial instrument or cash flow associated with the instrument will fluctuate due to changes in market interest rates. Clearwater's interest rate risk arises from long-term borrowings issued at fixed rates which create fair value interest rate risk. Clearwater's variable rate borrowings create cash flow interest rate risk.

Clearwater's long-term debt is carried at amortized cost.

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(Tabular amounts are in thousands of Canadian dollars)

Clearwater manages its interest rate risk exposure by using a mix of fixed and variable rate debt. In 2017, Clearwater replaced its long-term debt with fixed rate USD Notes and a variable rate Revolving Credit facility and Term Loan B facility (Note 13). As at December 31, 2019, approximately 75% (2018 – 76%) of Clearwater's debt of \$440.3 million (2018 - \$463.4 million) was fixed rate debt with a weighted average interest rate of 6.3% (2018 – 6.3%). A one-percent change in interest rates for variable rate borrowings would result in a \$1.0 million increase (or decrease) in interest expense.

### (i) Liquidity risk

Liquidity risk is the risk that Clearwater will encounter difficulty in meeting obligations associated with financial liabilities. Clearwater manages liquidity risk by monitoring forecasted and actual cash flows, minimizing reliance on any single source of credit, maintaining sufficient undrawn committed credit facilities and matching the maturity profiles of financial assets and financial liabilities.

Clearwater's debt facilities are subject to certain financial and non-financial covenants. Clearwater is in compliance with all covenants associated with its debt facilities as of December 31, 2019.

Clearwater's business experiences a predictable seasonal pattern in which sales and gross margin are lower in the first half of the year and higher in the second half. Investments in capital expenditures and working capital are typically higher in the first half of the year and lower in the second half. This typically results in lower cash flows, higher debt balances and higher leverage and in the first half and vice versa in second half of the year. Management has structured its financing facilities reflecting this pattern and works with its lenders to set financial covenants which consider seasonal liquidity requirements.

The following are the contractual maturities of non-derivative financial liabilities, derivative financial instruments, quota and other commitments. The table includes undiscounted cash flows of financial liabilities, including lease liabilities and quota and other commitments, interest and principal cash flows based on the earliest date on which Clearwater is required to pay.

| December 31, 2019                              | Carrying Amount | Total Contractual Cash Flow | 2020       | 2021      | 2022       | 2023      | 2024      | >2025      |
|------------------------------------------------|-----------------|-----------------------------|------------|-----------|------------|-----------|-----------|------------|
| Interest - long-term debt                      |                 | \$ 148,730                  | \$ 26,696  | \$ 26,680 | \$ 23,954  | \$ 22,600 | \$ 22,600 | \$ 26,200  |
| Principal repayments - long-term debt          | \$ 433,580      | 433,580                     | 10,144     | 1,514     | 99,363     | -         | -         | 322,559    |
| Interest - lease liabilities                   |                 | 521                         | 183        | 117       | 86         | 62        | 41        | 32         |
| Principal repayments - lease liabilities       | 6,680           | 6,680                       | 1,367      | 1,235     | 1,065      | 838       | 800       | 1,375      |
| Total long-term debt                           | 440,260         | 589,511                     | 38,390     | 29,546    | 124,468    | 23,500    | 23,441    | 350,166    |
| Trade and other payables                       | 71,390          | 71,390                      | 71,390     | -         | -          | -         | -         | -          |
| Quota and other                                | -               | 5,789                       | 4,090      | 1,009     | 593        | 97        | -         | -          |
| Capital and maintenance projects               | -               | 1,412                       | 1,412      | -         | -          | -         | -         | -          |
| Derivative financial instruments - liabilities | 1,258           | 1,258                       | 178        | 108       | 972        | -         | -         | -          |
|                                                | \$ 512,908      | \$ 669,360                  | \$ 115,460 | \$ 30,663 | \$ 126,033 | \$ 23,597 | \$ 23,441 | \$ 350,166 |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 8. LONG-TERM RECEIVABLES

| As at December 31     |    | 2019  | 2018     |
|-----------------------|----|-------|----------|
| Advances to fishermen | \$ | 7,086 | 4,930    |
| Other                 |    | 20    | 40       |
|                       | \$ | 7,106 | \$ 4,970 |

Certain advances to fishermen are made for a fixed term, secured by an assignment of catch and are non-interest bearing unless there is no supply for 6 weeks, at which time the loans become repayable in installments and are interest bearing. Other advances to fishermen bear interest at prime plus 1% - 3% (2018 - prime plus 1% - 3%), are due on demand, and are secured by an assignment of catch, marine mortgage on the related vessels, equipment and licences.

Advances to fishermen are presented as non-current as the entire balances are not expected to be repaid in the current year and it is not Clearwater's intention to demand payment unless the terms of the advance agreements are not met. Certain advances to fishermen are denominated in Pounds Sterling (see Note 7 (f)). There is no material expected loss provision on long-term receivables.

### 9. PROPERTY, PLANT AND EQUIPMENT

|                                            | Land and land improvements | Building and wharves | Equipment  | Vessels and vessel equipment | Construction in progress | Total PPE  | Deferred Gov't Assistance | Total      |
|--------------------------------------------|----------------------------|----------------------|------------|------------------------------|--------------------------|------------|---------------------------|------------|
| <b>Cost</b>                                |                            |                      |            |                              |                          |            |                           |            |
| Balance at January 1, 2019                 | \$ 2,874                   | \$ 71,746            | \$ 101,691 | \$ 382,300                   | \$ 8,872                 | \$ 567,483 | \$ (10,122)               | \$ 557,361 |
| Additions <sup>2</sup>                     | -                          | 1,891                | 1,079      | 5,066                        | 21,547                   | 29,583     | -                         | 29,583     |
| Disposals                                  | -                          | (413)                | (147)      | (18,554)                     | (183)                    | (19,297)   | -                         | (19,297)   |
| Reclassifications and other adjustments    | 18                         | 5,730                | 3,801      | 11,912                       | (21,486)                 | (25)       | -                         | (25)       |
| IFRS 16 Transition Adjustment <sup>1</sup> | -                          | 5,615                | 455        | 765                          | -                        | 6,835      | -                         | 6,835      |
| Effect of movements in exchange rates      | -                          | (43)                 | (197)      | (1,038)                      | (150)                    | (1,428)    | -                         | (1,428)    |
| Balance at December 31, 2019               | \$ 2,892                   | \$ 84,526            | \$ 106,682 | \$ 380,451                   | \$ 8,600                 | \$ 583,151 | \$ (10,122)               | \$ 573,029 |
| <b>Accumulated depreciation</b>            |                            |                      |            |                              |                          |            |                           |            |
| Balance at January 1, 2019                 | \$ 1,054                   | \$ 54,410            | \$ 72,065  | \$ 192,595                   | \$ -                     | \$ 320,124 | \$ (8,880)                | \$ 311,244 |
| Depreciation for the year <sup>3</sup>     | 18                         | 3,703                | 7,108      | 30,662                       | -                        | 41,491     | (233)                     | 41,258     |
| Disposals                                  | -                          | (63)                 | (159)      | (17,765)                     | -                        | (17,987)   | -                         | (17,987)   |
| Reclassifications and other adjustments    | 18                         | 59                   | (56)       | (924)                        | -                        | (903)      | -                         | (903)      |
| Effect of movements in exchange rates      | -                          | (26)                 | (101)      | (407)                        | -                        | (534)      | (12)                      | (546)      |
| Balance at December 31, 2019               | \$ 1,090                   | \$ 58,083            | \$ 78,857  | \$ 204,161                   | \$ -                     | \$ 342,191 | \$ (9,125)                | \$ 333,066 |

#### Carrying amounts

|                                   |          |           |           |            |          |            |            |            |
|-----------------------------------|----------|-----------|-----------|------------|----------|------------|------------|------------|
| At December 31, 2018              | \$ 1,820 | \$ 17,336 | \$ 29,626 | \$ 189,705 | \$ 8,872 | \$ 247,359 | \$ (1,242) | \$ 246,117 |
| At December 31, 2019 <sup>4</sup> | \$ 1,802 | \$ 26,443 | \$ 27,825 | \$ 176,290 | \$ 8,600 | \$ 240,960 | \$ (997)   | \$ 239,963 |

<sup>1</sup> Upon transition to IFRS 16, the Company recognized right-of-use assets representing the present value of the remaining lease payments of leases previously classified as operating leases.

<sup>2</sup> Included in additions is right-of-use asset additions relating to Building and wharves (\$0.5 million), Equipment (\$0.9 million) and Vessels and vessel equipment (\$0.2 million).

<sup>3</sup> Included in depreciation for the year is depreciation of right-of-use assets of \$1.5 million.

<sup>4</sup> Included in the carrying amounts is right-of-use assets relating to Buildings and wharves (\$4.8 million), Equipment (\$1.0 million) and Vessels and vessel equipment (\$0.7 million).

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

|                                           | Land and land<br>improvements | Building and<br>wharves | Equipment  | Vessels and<br>vessel<br>equipment | Construction<br>in progress | Total PPE  | Deferred<br>Gov't<br>Assistance | Total      |
|-------------------------------------------|-------------------------------|-------------------------|------------|------------------------------------|-----------------------------|------------|---------------------------------|------------|
| <b>Cost</b>                               |                               |                         |            |                                    |                             |            |                                 |            |
| Balance at January 1, 2018                | \$ 2,877                      | \$ 69,212               | \$ 87,878  | \$ 312,449                         | \$ 85,875                   | \$ 558,291 | \$ (10,122)                     | \$ 548,169 |
| Additions                                 | -                             | -                       | 12         | -                                  | 19,112                      | 19,124     | -                               | 19,124     |
| Disposals                                 | -                             | (369)                   | (899)      | (4,381)                            | -                           | (5,649)    | -                               | (5,649)    |
| Reclassification and other<br>adjustments | -                             | 3,035                   | 14,112     | 78,912                             | (96,190)                    | (131)      | -                               | (131)      |
| Effect of movements in exchange<br>rates  | (3)                           | (132)                   | 588        | (4,680)                            | 75                          | (4,152)    | -                               | (4,152)    |
| Balance at December 31, 2018              | \$ 2,874                      | \$ 71,746               | \$ 101,691 | \$ 382,300                         | \$ 8,872                    | \$ 567,483 | \$ (10,122)                     | \$ 557,361 |

### Accumulated depreciation

|                                            |          |           |           |            |      |            |            |            |
|--------------------------------------------|----------|-----------|-----------|------------|------|------------|------------|------------|
| Balance at January 1, 2018                 | \$ 1,035 | \$ 52,223 | \$ 65,543 | \$ 165,902 | \$ - | \$ 284,703 | \$ (8,605) | \$ 276,098 |
| Depreciation for the year                  | 19       | 2,552     | 6,850     | 32,099     | -    | 41,520     | (304)      | 41,216     |
| Disposals                                  | -        | (369)     | (720)     | (3,954)    | -    | (5,043)    | -          | (5,043)    |
| Reclassifications and other<br>adjustments | -        | (43)      | 45        | -          | -    | 2          | -          | 2          |
| Effect of movements in exchange<br>rates   | -        | 47        | 347       | (1,452)    | -    | (1,058)    | 29         | (1,029)    |
| Balance at December 31, 2018               | \$ 1,054 | \$ 54,410 | \$ 72,065 | \$ 192,595 | \$ - | \$ 320,124 | \$ (8,880) | \$ 311,244 |

### Carrying amounts

|                      |          |           |           |            |           |            |            |            |
|----------------------|----------|-----------|-----------|------------|-----------|------------|------------|------------|
| At January 1, 2018   | \$ 1,842 | \$ 16,989 | \$ 22,335 | \$ 146,547 | \$ 85,875 | \$ 273,588 | \$ (1,517) | \$ 272,071 |
| At December 31, 2018 | \$ 1,820 | \$ 17,336 | \$ 29,626 | \$ 189,705 | \$ 8,872  | \$ 247,359 | \$ (1,242) | \$ 246,117 |

Total depreciation and amortization expense related to property, plant and equipment and definite-life intangible assets for 2019 was \$44.2 million (2018 - \$44.9 million). In 2019, \$41.4 million (2018 - \$46.4 million) of depreciation and amortization expense for assets used in the harvesting and production of goods was included in the cost of inventory and cost of goods sold and \$3.2 million (2018 - \$2.5 million) was recorded in administrative and selling costs for assets used in administrative activities. For property, plant and equipment pledged as security for long-term debt, refer to Note 13.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 10. INTANGIBLE ASSETS AND GOODWILL

|                                       | Intangible assets |             |                   |                        |                |            |                                     |
|---------------------------------------|-------------------|-------------|-------------------|------------------------|----------------|------------|-------------------------------------|
|                                       | Goodwill          | Brand names | Computer software | Indefinite life assets | Fishing rights | Total      | Goodwill and intangible asset total |
| <b>Cost</b>                           |                   |             |                   |                        |                |            |                                     |
| Balance at January 1, 2018            | \$ 50,196         | \$ 10,402   | \$ 22,074         | \$ 154,453             | \$ 25,308      | \$ 212,237 | \$ 262,433                          |
| Additions                             | -                 | -           | -                 | 119                    | -              | 119        | 119                                 |
| Disposals                             | -                 | -           | (197)             | (596)                  | -              | (793)      | (793)                               |
| Foreign currency exchange translation | (1,573)           | 315         | -                 | 1,777                  | (340)          | 1,752      | 179                                 |
| Balance at December 31, 2018          | 48,623            | 10,717      | 21,877            | 155,753                | 24,968         | 213,315    | 261,938                             |
| Additions                             | -                 | -           | -                 | 13                     | -              | 13         | 13                                  |
| Foreign currency exchange translation | (438)             | (14)        | -                 | (1,043)                | (42)           | (1,099)    | (1,537)                             |
| Balance at December 31, 2019          | \$ 48,185         | \$ 10,703   | \$ 21,877         | \$ 154,723             | \$ 24,926      | \$ 212,229 | \$ 260,414                          |
| <b>Accumulated amortization</b>       |                   |             |                   |                        |                |            |                                     |
| Balance at January 1, 2018            | \$ -              | \$ -        | \$ 5,616          | \$ -                   | \$ 12,806      | \$ 18,422  | \$ 18,422                           |
| Amortization                          | -                 | -           | 3,137             | -                      | 516            | 3,653      | 3,653                               |
| Disposal                              | -                 | -           | (107)             | -                      | -              | (107)      | (107)                               |
| Foreign currency exchange translation | -                 | -           | -                 | -                      | (75)           | (75)       | (75)                                |
| Balance at December 31, 2018          | -                 | -           | 8,646             | -                      | 13,247         | 21,893     | 21,893                              |
| Amortization                          | -                 | -           | 2,901             | -                      | 57             | 2,958      | 2,958                               |
| Foreign currency exchange translation | -                 | -           | -                 | -                      | (13)           | (13)       | (13)                                |
| Balance at December 31, 2019          | \$ -              | \$ -        | \$ 11,547         | \$ -                   | \$ 13,291      | \$ 24,838  | \$ 24,838                           |
| <b>Carrying amounts</b>               |                   |             |                   |                        |                |            |                                     |
| As at December 31, 2018               | \$ 48,623         | \$ 10,717   | \$ 13,231         | \$ 155,753             | \$ 11,721      | \$ 191,422 | \$ 240,045                          |
| As at December 31, 2019               | \$ 48,185         | \$ 10,703   | \$ 10,330         | \$ 154,723             | \$ 11,635      | \$ 187,391 | \$ 235,576                          |

Clearwater maintains fishing licences and rights to ensure continued access to the underlying resource. Fishing licences have an indefinite life as they have nominal annual renewal fees, which are expensed as incurred, and the underlying stocks of the species are healthy. The licences and goodwill are tested for impairment annually and when circumstances indicate the carrying value may be impaired.

#### *Indefinite life licences, brand names, patents and goodwill*

Annual impairment testing for each CGU was performed using a value in use approach as at December 31, 2019. The recoverable amount is the higher of the VIU and fair value less cost of disposal. The VIU for all CGU's were determined to be higher than their carrying amounts and therefore no impairments were recorded during 2019.

The value in use was determined by discounting the projected future cash flows generated from operations for the applicable CGU. Unless otherwise indicated in notes i – iii, the assumptions used in the goodwill and indefinite life intangible assets value in use for 2019 were determined similarly to those used in 2018.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

The carrying value of goodwill and indefinite life intangible assets in Clearwater's significant CGU's are as follows:

| As at December 31      | 2019              | 2018              |
|------------------------|-------------------|-------------------|
| <b>Scallops</b>        |                   |                   |
| Indefinite life assets | \$ 53,383         | \$ 53,541         |
| <b>MacDuff</b>         |                   |                   |
| Goodwill               | 42,547            | 42,985            |
| Indefinite life assets | 75,681            | 76,652            |
| Brand names            | 10,703            | 10,717            |
| <b>Goodwill</b>        |                   |                   |
| Goodwill               | 5,638             | 5,638             |
| Indefinite life assets | 25,659            | 25,560            |
|                        | <b>\$ 213,611</b> | <b>\$ 215,093</b> |

The discounted cash flows used in determining the recoverable amounts were based on the following key assumptions:

- Cash flows from operations were projected for a period of five years based on a combination of past experience, actual operating results and forecasted earnings. Terminal values and forecasts for future periods were extrapolated using inflation rates of 2% - 2.5% (2018: 2% - 2.5%).
- Pre-tax discount rates ranging from 8.5% - 12% (2018: 9% - 13%) were applied in determining the recoverable amount of the CGU's. The discount rates were estimated based upon weighted average cost of capital, and associated risk for the CGU.
- Cash flow adjustments for capital expenditures were based upon a management approved capital expenditure forecast, and terminal year capital expenditures were based on required refits over the period of the fishing licence.

The following assumptions were used for each individual CGU:

|                    | Terminal growth rate |      | Pre-tax discount rates |       |
|--------------------|----------------------|------|------------------------|-------|
|                    | 2019                 | 2018 | 2019                   | 2018  |
| Argentine scallops | 2.0%                 | 2.0% | 12.0%                  | 13.0% |
| Clams              | 2.0%                 | 2.0% | 8.5%                   | 9.5%  |
| Turbot             | 2.0%                 | 2.0% | 8.5%                   | 9.5%  |
| CDN scallops       | 2.0%                 | 2.0% | 8.5%                   | 9.5%  |
| FAS shrimp         | 2.0%                 | 2.0% | 8.5%                   | 9.5%  |
| Lobster            | 2.0%                 | 2.0% | 8.5%                   | 10.0% |
| MacDuff            | 2.5%                 | 2.5% | 10.0%                  | 11.0% |
| Other              | 2.0%                 | 2.0% | 8.5%                   | 9.0%  |

The values assigned to the key assumptions represent management's assessment of future trends in the industry and are based on both internal and external sources.

### *Definite life fishing rights*

Amortization relates to fishing rights. Amortization is allocated to the cost of inventory and is recognized in cost of goods sold as inventory is sold.

Refer to Note 13 for assets pledged as security for long-term debt.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### Computer software

Computer software relates to an enterprise resource planning system ("ERP") implemented in 2016 and began amortizing on a straight-line basis over 3 - 8 years.

### 11. INVESTMENT IN EQUITY INVESTEE

The following table summarizes the financial information of Adams and Knickle Limited, a joint venture in which Clearwater owns 50% and is accounted for using the equity method:

| Year ended December 31                              |           | 2019         | 2018            |
|-----------------------------------------------------|-----------|--------------|-----------------|
| <b>Carrying amount of interest in joint venture</b> | <b>\$</b> | <b>8,664</b> | <b>\$ 9,382</b> |
| <b>Share of:</b>                                    |           |              |                 |
| Earnings for the year                               |           | <b>2,922</b> | 2,923           |
| Dividends from joint venture                        |           | <b>3,640</b> | 3,228           |

### 12. INCOME TAXES

#### (a) Reconciliation of income tax expense

The effective rate on Clearwater's earnings before income taxes differs from the expected amount that would arise using the combined Canadian federal and provincial statutory income tax rates.

A reconciliation of the difference is as follows:

| Year ended December 31                                     |    | 2019           | 2018       |
|------------------------------------------------------------|----|----------------|------------|
| Earnings (loss) before income taxes                        | \$ | <b>56,532</b>  | \$ (1,966) |
| Combined tax rates                                         |    | <b>30.5%</b>   | 30.5%      |
| Income tax provision at statutory rates                    | \$ | <b>17,242</b>  | \$ (600)   |
| Add (deduct):                                              |    |                |            |
| Income of partnerships taxed in the hands of the partners  | \$ | <b>(2,913)</b> | \$ (3,618) |
| Permanent differences                                      |    | <b>(2,610)</b> | 4,452      |
| Benefit of capital loss not recognized                     |    | <b>(2,165)</b> | 4,099      |
| Recognition of previously unrecognized deferred tax assets |    | <b>(3,454)</b> | (2,636)    |
| Effect of rate differences                                 |    | <b>(311)</b>   | (22)       |
| Income of foreign subsidiary not subject to tax            |    | <b>(1,362)</b> | 1,153      |
| Other                                                      |    | <b>(738)</b>   | (1,088)    |
| Actual provision                                           | \$ | <b>3,689</b>   | \$ 1,740   |

#### (b) Income tax expense

The components of the income tax expense (recovery) for the year are as follows:

| Year ended December 31          |    | 2019         | 2018     |
|---------------------------------|----|--------------|----------|
| Current income tax expense      | \$ | <b>2,666</b> | \$ 6,318 |
| Deferred tax expense (recovery) |    | <b>1,023</b> | (4,578)  |
|                                 | \$ | <b>3,689</b> | \$ 1,740 |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (c) Deferred tax assets and liabilities

Deferred tax assets and liabilities are attributable to the following:

| Year ended December 31                      | 2019       | 2018       |
|---------------------------------------------|------------|------------|
| Deferred tax assets:                        |            |            |
| Non-capital loss carry-forwards             | \$ 36,928  | \$ 20,770  |
| Share issuance costs                        | 137        | 418        |
| Reserve for unpaid share-based compensation | 764        | 798        |
| Other                                       | 1,683      | 2,371      |
| Deferred tax liabilities:                   |            |            |
| Licences and intangibles                    | (23,066)   | (22,422)   |
| Unrealized foreign exchange                 | (3,056)    | (1,215)    |
| Property, plant and equipment               | (15,027)   | (3,235)    |
| Long-term debt                              | (1,597)    | (1,051)    |
| Other                                       | (453)      | -          |
|                                             | \$ (3,687) | \$ (3,566) |

Classified in the consolidated statement of financial position as:

|                        |            |            |
|------------------------|------------|------------|
| Deferred tax asset     | 12,805     | 14,266     |
| Deferred tax liability | (16,492)   | (17,832)   |
|                        | \$ (3,687) | \$ (3,566) |

The net change in deferred income taxes is reflected in deferred income tax expense of \$1.0 million (2018 - \$4.6 million recovery), less \$0.7 million (2018 – expense \$1.4 million) of deferred tax recovery recorded through other comprehensive loss (Note 7 (c)), less the foreign exchange effect of deferred taxes of foreign subsidiaries totaling \$0.2 million (2018 – \$0.3 million), the effect of which was recorded through foreign exchange.

The deferred tax asset recorded for non-capital loss carry-forwards is recognized based on Clearwater's estimate that it is more likely than not that it will earn sufficient taxable profits to utilize these losses before they expire.

### Unrecognized deferred tax assets

Clearwater has the following deductible temporary differences, unused tax losses and unused tax credits for which no deferred tax asset is recognized in the consolidated statements of financial position.

|                        | Clearwater<br>Seafoods Inc. | Subsidiary<br>Corporations | Total    | Expiry      |
|------------------------|-----------------------------|----------------------------|----------|-------------|
| Non-capital losses     | \$ -                        | \$ 6,665                   | \$ 6,665 | 2026 - 2037 |
| Investment tax credits | 14,981                      | 1,023                      | 16,004   | 2023 - 2039 |
| Capital losses         | 49,471                      | 380                        | 49,851   | No expiry   |
| Accounts receivable    | -                           | 13,534                     | 13,534   | N/A         |

### Unrecognized deferred tax liabilities

Deferred tax is not recognized on the unremitted earnings of subsidiaries and other investments as the Company is in a position to control the reversal of the temporary difference and it is probable that such differences will not reverse in the foreseeable future. The unrecognized temporary difference at December 31, 2019 for the Company's subsidiaries was \$98.5 million (December 31, 2018 - \$95.3 million).

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 13. LONG-TERM DEBT

| As at December 31                                        | 2019       | 2018       |
|----------------------------------------------------------|------------|------------|
| Senior debt (a):                                         |            |            |
| USD senior unsecured notes, due May 2025 (USD \$250,000) | \$ 319,059 | \$ 333,955 |
| Term loan B, due May 2022                                | 33,879     | 34,177     |
| Revolving credit facility, due May 2022                  | 66,183     | 58,019     |
| Deferred obligation (b)                                  | 8,471      | 16,504     |
| Earnout liability (b)                                    | 2,431      | 3,513      |
| Term loan, due September 2019 (c)                        | -          | 13,637     |
| Term loan, due in 2091 (d)                               | 3,500      | 3,500      |
| Lease liabilities (e)                                    | 6,680      | -          |
| Other loans                                              | 57         | 112        |
| Total debt                                               | 440,260    | 463,417    |
| Less: current portion <sup>1</sup>                       | (11,511)   | (23,269)   |
| Total long-term debt                                     | \$ 428,749 | \$ 440,148 |

<sup>1</sup> Current portion of long-term debt includes scheduled payments related to the Senior debt, scheduled payments on lease liabilities, Deferred Obligation payments, less accretion during the period and minimum payment related to the Earnout Liability.

#### (a) Senior debt

As at December 31, 2019, Senior debt consists of Senior Notes, a Term Loan B facility and revolving credit facility.

In April 2017 the Company issued USD \$250 million of 6.875% Senior Notes due May 2025 (the "Senior Notes"). Concurrent with issuing the Senior Notes, Clearwater entered into new senior secured credit facilities consisting of a revolving credit facility and an amortizing secured term loan ("Term Loan B"), each maturing in 2022 (the "Senior Secured Credit Facilities").

Financing costs related to the Senior Notes and Senior Secured Credit Facilities of \$12.2 million have been deferred and amortized into interest using the effective interest method over the term of the debt.

**Senior Notes**, due 2025 – The USD \$250.0 million (CDN \$324.7 million) Senior Notes have a coupon rate of 6.875%, with coupon payments payable in semi-annual installments of USD \$8.6 million (CDN \$11.2 million) in May and November each year. The balance is shown net of unamortized deferred financing charges of USD \$4.3 million (CDN \$5.6 million) which resulted in an effective interest rate of 7.20%.

Refer to Note 7 for details on forward foreign exchange contracts used to economically hedge a portion of the foreign exchange risk related to the notional and coupon payments for the Senior Notes.

**Term Loan B facility**, due 2022 – The Term Loan B consists of an initial term loan of CDN \$35.0 million. The principal outstanding as at December 31, 2019 was CDN \$34.1 million. The loan is repayable in quarterly installments totaling \$0.35 million per year, with the balance due at maturity in May 2022. The facility bears interest ranging from banker's acceptance rate ("BA rate") plus 2.50% to 3.25%. The range is determined quarterly based on a ratio of Senior Secured Indebtedness to EBITDA, with EBITDA calculated on a trailing twelve-month basis. The balance is shown net of deferred financing charges of CDN \$0.2 million resulting in an effective interest rate of 4.72%.

# CLEARWATER SEAFOODS INCORPORATED

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(Tabular amounts are in thousands of Canadian dollars)

**Revolving credit facility**, due 2022 – The CDN \$200 million revolving credit facility can be drawn in CDN, USD, EUR, YEN or GBP. As at December 31, 2019 the balances were drawn in CDN bearing interest at the BA rate plus 1.50% to 2.25%, and GBP, bearing interest at LIBOR plus 1.50% to 2.25%. The applicable margin is determined quarterly based on a ratio of Senior Secured Indebtedness to EBITDA, with EBITDA calculated on a trailing twelve-month basis. The balance is shown net of deferred financing charges of CDN \$1.5 million, resulting in effective rates of 5.24% for CDN balances and 2.17% for GBP balances. Subject to financial covenants, the availability as at December 31, 2019 was approximately CDN \$126.0 million. The facility has standby fees ranging from 0.25% to 0.30% based upon the Senior Secured Indebtedness to EBITDA ratio as of the last day of the immediately preceding fiscal quarter.

The Revolving Credit Facility and Term Loan B, due 2022, are secured by a first charge on cash, trade and other receivables, inventories, marine vessels, licences and quotas, and Clearwater's investments in certain subsidiaries.

In addition to the minimum principal payments for Term Loan B, the loan agreement requires that between 0% and 50% of excess cash flow (defined in the loan agreement as EBITDA, excluding non-controlling interest in EBITDA less principal debt repayments (excluding revolver payments), less interest expense, less capital expenditures funded through operating cash flows, less certain tax expenses), be used to repay the principal based on the previous fiscal year's results upon approval of the annual consolidated financial statements. No principal repayment was required under this condition in 2018 or 2019.

### (b) Deferred Obligation and Earnout Liability

In connection with the 2015 acquisition of Macduff, there are two components of the purchase price that are to be paid in future periods as discussed below:

#### (i) Deferred obligation

The Deferred Obligation relates to deferred payments for 33.75% of the shares of Macduff acquired by Clearwater (the "Earn Out Shares") in 2015. Excluding the fair value adjustment on acquisition, the principal balance outstanding as at December 31, 2019 is £5.2 million (CDN \$9.0 million) (December 31, 2018 - £10.5 million (CDN \$18.3 million)) and does not bear interest. The Deferred Obligation is recorded at the discounted amount based on estimated timing of payment and is being accreted to the principal amount over the estimated term using the effective interest method with an effective average interest rate of 7.44%.

The following is a reconciliation of the Deferred Obligation:

|                                          |   | GBP      |    | CDN      |
|------------------------------------------|---|----------|----|----------|
| Balance - at acquisition                 | £ | 20,925   | \$ | 42,388   |
| Accretion                                |   | 4,253    |    | 7,442    |
| Principal repayments                     |   | (15,693) |    | (26,442) |
| Effect of movement in foreign exchange   |   | -        |    | (6,884)  |
| <b>Balance - December 31, 2018</b>       | £ | 9,485    | \$ | 16,504   |
| Accretion - year ended December 31, 2019 |   | 665      |    | 1,129    |
| Principal repayment                      |   | (5,231)  |    | (8,884)  |
| Effect of movement in foreign exchange   |   | -        |    | (278)    |
| <b>Balance - December 31, 2019</b>       | £ | 4,919    | \$ | 8,471    |

On October 30<sup>th</sup> of each year, the holders of the Earn Out Shares can elect to be paid up to 20% of the original Deferred Obligation amount. Beginning in 2017, Clearwater had the right to exercise the payout of 20% of the Deferred Obligation annually. The percentage of the Deferred Obligation remaining unpaid will impact the fair value of the future performance component of the additional consideration, the Earnout liability.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

The holders of the Earn Out Shares have elected to be paid 20% of the outstanding Deferred Obligation in October 2016 through 2019. As a result, annual payments of £5.2 million have been made each year.

### (ii) Earnout liability

The Earnout liability is unsecured additional consideration to be paid dependent upon the financial performance of Macduff and the percentage of Deferred Obligation remaining unpaid at the time of payment (refer to Deferred Obligation above). The estimated fair value of the Earnout liability at December 31, 2019 is £1.5 million (CDN - \$2.4 million) (December 31, 2018 - £2.0 million, CDN - \$3.5 million) based on forecast earnings and probability assessments. The actual Earnout payments are being paid over a five-year period ending 2021.

The amount of the total Earnout liability is calculated as follows:

The greater of:

- (i) £3.8 million; or
- (ii) up to 33.75% (dependent upon the percentage of Deferred Obligation remaining unpaid each year) of the increase in equity value of the business over five years calculated as 7.5x adjusted EBITDA of Macduff less the outstanding debt of Macduff; and
- (iii) 10% of adjusted EBITDA of Macduff above £10 million (dependent upon the percentage of Deferred Obligation remaining unpaid each year).

The Earnout liability is recorded at fair value on the consolidated statement of financial position at each reporting period until paid, with changes in the estimated fair value being recorded as a component of other expense on the Consolidated Statement of Earnings (Loss).

The following is a reconciliation of the Earnout liability:

|                                        |          | GBP          |           | CDN            |
|----------------------------------------|----------|--------------|-----------|----------------|
| Balance - at acquisition               | £        | 6,100        | \$        | 12,357         |
| Fair value adjustment                  |          | (2,588)      |           | (4,464)        |
| Payment                                |          | (1,493)      |           | (2,687)        |
| Effect of movement in foreign exchange |          | -            |           | (1,693)        |
| <b>Balance - December 31, 2018</b>     | <b>£</b> | <b>2,019</b> | <b>\$</b> | <b>3,513</b>   |
| Fair value adjustment                  |          | <b>108</b>   |           | <b>188</b>     |
| Payment                                |          | <b>(756)</b> |           | <b>(1,317)</b> |
| Effect of movement in foreign exchange |          | -            |           | <b>47</b>      |
| <b>Balance - December 31, 2019</b>     | <b>£</b> | <b>1,371</b> | <b>\$</b> | <b>2,431</b>   |

### (c) Term Loan, due 2019

In September 2019, Clearwater's subsidiary in Argentina repaid the outstanding loan (\$10.0 million USD; CDN - \$13.2 million) on its maturity date.

### (d) Term Loan, due 2091

In connection with this term loan, Clearwater makes a royalty payment of CDN \$0.3 million per annum in lieu of interest. This equates to an effective interest rate of approximately 8.0% per annum.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (e) Lease liabilities

The Company currently leases office space, machinery, wharves, equipment and vehicles. A lease liability has been recognized equal to the present value of remaining lease payments discounted at the interest rate implicit in the lease, or if that rate cannot be readily determined, Clearwater's incremental borrowing rate.

### (f) Net finance costs

| Year ended December 31                                   | 2019             | 2018             |
|----------------------------------------------------------|------------------|------------------|
| Interest expense on financial liabilities                | \$ 28,982        | \$ 28,551        |
| Amortization of deferred financing charges and accretion | 1,769            | 1,695            |
|                                                          | <b>30,751</b>    | <b>30,246</b>    |
| Accretion on deferred consideration (Note 13 (b))        | 1,129            | 1,720            |
|                                                          | <b>1,129</b>     | <b>1,720</b>     |
|                                                          | <b>\$ 31,880</b> | <b>\$ 31,966</b> |

## 14. SHARE CAPITAL

Clearwater is authorized to issue an unlimited number of common shares.

### Share capital movement:

|                                                    |            | 2019    |            | 2018    |
|----------------------------------------------------|------------|---------|------------|---------|
| Share capital:                                     | #          | \$      | #          | \$      |
| Balance at January 1                               | 64,841,993 | 215,506 | 63,934,698 | 210,860 |
| Shares issued under share-based compensation plans | 69,426     | 385     | 21,185     | 98      |
| Shares issued under dividend reinvestment plan     | 216,834    | 1,095   | 886,110    | 4,548   |
| Balance at December 31                             | 65,128,253 | 216,986 | 64,841,993 | 215,506 |

### Dividend Reinvestment Plan

On February 15, 2018, Clearwater approved a Dividend Reinvestment Plan ("DRIP") effective February 23, 2018 to provide shareholders with the option to have the cash dividends declared on the common shares of Clearwater reinvested automatically back into additional shares. Shares may be either newly issued from treasury or purchased on the open market. Clearwater may from time to time, in its sole discretion, offer a discount of up to 5% of the average market price for shares purchased from treasury. Clearwater will provide a discount of 3% from the average market price for shares purchased under the DRIP until further notice.

Clearwater has 2.5 million common shares (December 31, 2019 – 2.4 million remaining) reserved for issuance under the share-based compensation plans and 3.0 million (December 31, 2019 – 1.9 million remaining) under the DRIP.

During the year ended 2019, dividends of \$13.0 million were declared and paid as follows:

| Payment Date      | # of Shares Outstanding | Dividends per Share |
|-------------------|-------------------------|---------------------|
| April 1, 2019     | 64,841,993              | \$ 0.05             |
| June 6, 2019      | 65,026,962              | \$ 0.05             |
| September 3, 2019 | 65,043,730              | \$ 0.05             |
| December 2, 2019  | 65,058,528              | \$ 0.05             |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

During the year ended 2018, dividends of \$12.8 million were declared and paid as follows:

| Payment Date      | # of Shares Outstanding | Dividends per Share |
|-------------------|-------------------------|---------------------|
| April 2, 2018     | 63,955,169              | \$ 0.05             |
| June 1, 2018      | 64,060,448              | \$ 0.05             |
| September 4, 2018 | 64,345,020              | \$ 0.05             |
| December 3, 2018  | 64,600,116              | \$ 0.05             |

Subsequent to the end of the year, on March 3, 2020 the Board of Directors declared a quarterly dividend of \$0.05 per share payable on April 1, 2020 to shareholders of record as of March 18, 2020 for a total of approximately \$3.3 million (excluding the impact of the DRIP).

### 15. REVENUE

Clearwater recognized the following revenue from customers:

| Year ended December 31                | 2019       | 2018       |
|---------------------------------------|------------|------------|
| Revenue from contracts with customers | \$ 616,244 | \$ 592,246 |

#### *Disaggregation of revenue from contracts with customers*

Clearwater's revenue from contracts with customers is primarily generated through the sale of seafood product in a fresh or frozen state to customers. Clearwater recognizes revenue on the sale of seafood product at a point-in-time. Clearwater may provide additional services after control of seafood product has transferred to the customer, including freight, storage, customs clearing and cleaning. These services are recognized over time except from customs clearing which is recognized at a point-in-time. These services are each considered separate performance obligations.

The timing of revenue recognition related to seafood product is dependent on shipping terms, in which Clearwater uses International Commercial terms ("Incoterms") as agreed upon with each customer. These internationally recognized shipping terms specify when control of the goods have transferred to the customer and therefore when revenue should be recognized.

Refer to Note 22 for revenue disaggregated by species and region. Refer to Note 5 for trade receivables from contracts with customers.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 16. NON-CONTROLLING INTEREST

On October 26, 2018, Clearwater acquired an additional 1% interest in its Argentina subsidiary for USD \$1 million (CDN \$1.3 million) increasing Clearwater's ownership from 85% to 86%.

The carrying value of the subsidiary's net liabilities in the consolidated financial statements on the date of acquisition was \$12.3 million, including the cumulative translation adjustment account. The acquisition resulted in a reduction to retained earnings attributable to shareholders of Clearwater of \$1.4 million.

Year ended December 31, 2018

|                                                                                 |           |              |
|---------------------------------------------------------------------------------|-----------|--------------|
| Carrying amount of net deficit                                                  | \$        | (12,259)     |
| Non-controlling interest acquired (deficit)                                     |           | (119)        |
| Consideration paid to non-controlling interest                                  |           | 1,312        |
| <b>Decrease in retained earnings attributable to shareholders of Clearwater</b> | <b>\$</b> | <b>1,431</b> |

Summarized financial information in respect of Clearwater's subsidiaries that have non-controlling interests ("NCI") is set out below.

#### (a) Summarized statements of financial position

| As at December 31                     |    | Coldwater shrimp   |            |
|---------------------------------------|----|--------------------|------------|
|                                       |    | 2019               | 2018       |
| <b>NCI Percentage</b>                 |    | <b>46.34%</b>      | 46.34%     |
| Current assets                        | \$ | 25,183             | \$ 25,258  |
| Current liabilities                   |    | (9,671)            | (10,499)   |
|                                       |    | <b>15,512</b>      | 14,759     |
| Non-current assets                    |    | <b>8,781</b>       | 14,613     |
| Net assets                            |    | <b>24,293</b>      | 29,372     |
| Accumulated non-controlling interests | \$ | <b>16,431</b>      | \$ 18,784  |
| As at December 31                     |    | Argentina Scallops |            |
|                                       |    | 2019               | 2018       |
| <b>NCI Percentage</b>                 |    | <b>14.0%</b>       | 14.0%      |
| Current assets                        | \$ | 6,062              | \$ 15,255  |
| Current liabilities                   |    | (5,152)            | (17,625)   |
|                                       |    | <b>910</b>         | (2,370)    |
| Non-current assets                    |    | <b>9,340</b>       | 10,112     |
| Non-current liabilities               |    | (745)              | (88)       |
|                                       |    | <b>8,595</b>       | 10,024     |
| Net assets                            |    | <b>9,505</b>       | 7,654      |
| Accumulated non-controlling interests | \$ | <b>(1,453)</b>     | \$ (2,118) |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### (b) Summarized statements of earnings

| Year ended December 31                                | Coldwater shrimp |               |
|-------------------------------------------------------|------------------|---------------|
|                                                       | 2019             | 2018          |
| Sales                                                 | \$ 81,286        | \$ 82,434     |
| Earnings and comprehensive income for the year        | 22,422           | 26,281        |
| <b>Earnings allocated to non-controlling interest</b> | <b>10,390</b>    | <b>12,665</b> |
| <b>Dividends paid to non-controlling interest</b>     | <b>12,744</b>    | <b>11,353</b> |

| Year ended December 31                                | Argentine Scallops |           |
|-------------------------------------------------------|--------------------|-----------|
|                                                       | 2019               | 2018      |
| Sales                                                 | \$ 33,979          | \$ 38,534 |
| Earnings for the year                                 | 8,268              | 5,506     |
| Other comprehensive income                            | (473)              | (1,222)   |
| Total comprehensive income                            | 7,795              | 4,284     |
| <b>Earnings allocated to non-controlling interest</b> | <b>1,572</b>       | <b>77</b> |
| <b>Dividends paid to non-controlling interest</b>     | <b>832</b>         | <b>-</b>  |

### (c) Summarized statements of cash flows

| Year ended December 31                 | Coldwater shrimp |           |
|----------------------------------------|------------------|-----------|
|                                        | 2019             | 2018      |
| Cash flow from operating activities    | \$ 27,164        | \$ 35,032 |
| Cash flow used in financing activities | (27,500)         | (24,500)  |
| Cash flow used in investing activities | -                | (4,825)   |
| Net increase (decrease) in cash        | (336)            | 5,707     |

| Year ended December 31                 | Argentine Scallops |      |
|----------------------------------------|--------------------|------|
|                                        | 2019               | 2018 |
| Cash flow from operating activities    | \$ 19,298          | \$ 8 |
| Cash flow used in financing activities | (17,495)           | -    |
| Cash flow used in investing activities | (1,810)            | (12) |
| Net increase (decrease) in cash        | (7)                | (4)  |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 17. OPERATING EXPENSES

| Year ended December 31                                   | 2019      | 2018      |
|----------------------------------------------------------|-----------|-----------|
| Salaries and benefits                                    | \$ 41,836 | \$ 41,308 |
| Share-based incentive compensation                       | 1,230     | 1,289     |
| Employee compensation                                    | 43,066    | 42,597    |
| Consulting and professional fees                         | 12,872    | 12,827    |
| Other                                                    | 5,944     | 3,559     |
| Selling costs                                            | 2,563     | 2,319     |
| Travel                                                   | 2,972     | 2,770     |
| Occupancy                                                | 1,312     | 1,578     |
| Donations                                                | 894       | 1,298     |
| Total administrative and selling costs before allocation | 26,557    | 24,351    |
| Allocation to cost of goods sold                         | (12,370)  | (13,439)  |
| Total administrative and selling costs                   | 57,253    | 53,509    |
| Restructuring costs                                      | -         | 482       |
| Operating expenses                                       | \$ 57,253 | \$ 53,991 |

### 18. OTHER (INCOME) EXPENSE

| Year ended December 31                         | 2019       | 2018       |
|------------------------------------------------|------------|------------|
| Acquisition related costs                      | \$ 146     | \$ 384     |
| Share of earnings of equity-accounted investee | (2,922)    | (2,923)    |
| Royalties, interest (income) and other fees    | 1,066      | (745)      |
| Other (income) fees                            | (1,492)    | 170        |
| Fair value adjustment on earn-out liability    | 188        | (623)      |
| Other (income) expense                         | \$ (3,014) | \$ (3,737) |

### 19. EMPLOYEE COMPENSATION

Employee compensation is classified in the consolidated statement of earnings (loss) based on the related function. The following table reconciles Clearwater's compensation expense items to the functions where the amounts are presented on the consolidated statement of earnings (loss):

| Year ended December 31           | 2019       | 2018       |
|----------------------------------|------------|------------|
| Salaries and benefits            | \$ 135,795 | \$ 146,105 |
| Share-based compensation         | 1,230      | 1,289      |
|                                  | \$ 137,025 | \$ 147,394 |
| Cost of goods sold               | \$ 102,236 | \$ 113,570 |
| Administrative and selling costs | 34,789     | 33,824     |
|                                  | \$ 137,025 | \$ 147,394 |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 20. EARNINGS (LOSS) PER SHARE

The earnings and weighted average number of shares used in the calculation of basic and diluted earnings (loss) per share is as follows:

| In thousands except number of shares and per share data          | 2019 |            | 2018 |            |
|------------------------------------------------------------------|------|------------|------|------------|
| Earnings (loss) attributable to shareholders - basic and diluted | \$   | 41,692     | \$   | (16,204)   |
| Weighted average number of shares outstanding - basic            |      | 65,001,415 |      | 64,298,784 |
| Adjustment for stock-based compensation plan shares              |      | 609,145    |      | -          |
| Weighted average number of shares outstanding - diluted          |      | 65,610,560 |      | 64,298,784 |
| Earnings (loss) per share                                        |      |            |      |            |
| Basic                                                            | \$   | 0.64       | \$   | (0.25)     |
| Diluted                                                          | \$   | 0.64       | \$   | (0.25)     |

Diluted earnings (loss) for the period is calculated based on earnings attributable to the shareholders of Clearwater after the adjustment for any potentially dilutive cash-settled share-based payments. There was no revaluation adjustment related to cash-settled share-based payments for the year ended December 31, 2019.

Diluted weighted average number of shares outstanding are adjusted for the dilutive effect of share-based compensation. For the year ended December 31, 2019, nil (2018 - 123,833) potentially dilutive shares were excluded from the calculation of diluted (loss) earnings per share as they were anti-dilutive.

### 21. SHARE-BASED COMPENSATION

Clearwater's share-based compensation plans are disclosed in Note 3 (I). An aggregate amount of 2.5 million common shares of Clearwater are issuable under the deferred share unit and performance share unit plans.

Clearwater has the following share-based compensation plans:

#### Share appreciation rights ("SARs")

The share appreciation rights plan is a phantom share plan that provides the holder a cash payment equal to the fair market value of Clearwater's shares, less the grant price. SARs vest over a three-year period and have no expiry.

#### Deferred share units ("DSU")

The deferred share unit plan provides the holder a cash payment equal to the fair market value of Clearwater's common shares on the date of settlement or equity-settlement, as determined by the Company. The DSU plan allows non-employee directors to receive, in the form of deferred share units, all or a percentage of director's fees, which would be otherwise payable in cash. The DSUs vest at the grant date and are payable upon retirement.

#### Performance share units ("PSU")

Performance share units are issued to employees and prior to 2019, directors also participated in the plan. The performance measure is based on Clearwater's performance relative to specific internal targets.

Vested units will be settled in cash or shares or by a combination thereof as determined by the Company.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

The number of share-based awards outstanding and vested as of December 31, 2019 and 2018 were as follows:

| As at December 31, 2019 (in thousands) | Grant price | Number outstanding | Number vested | Grant Date |
|----------------------------------------|-------------|--------------------|---------------|------------|
| SARs                                   | \$ 0.80     | 83                 | 83            | May 2010   |
|                                        | 1.00        | 67                 | 67            | May 2010   |
| PSU - Tranche 6                        | N/A         | -                  | -             | May 2017   |
| PSU - Tranche 7                        | N/A         | 389                | -             | May 2018   |
| PSU - Tranche 8                        | N/A         | 364                | -             | March 2019 |
| DSU                                    | N/A         | 430                | 430           |            |
| <b>Total</b>                           |             | <b>1,333</b>       | <b>580</b>    |            |

| As at December 31, 2018 (in thousands) | Grant price | Number outstanding | Number vested | Grant Date                |
|----------------------------------------|-------------|--------------------|---------------|---------------------------|
| SARS                                   | \$ 0.80     | 83                 | 83            | May 2010                  |
|                                        | 1.00        | 67                 | 67            | May 2010                  |
| PSU - Tranche 5                        | N/A         | 79                 | 79            | April 2016                |
| PSU - Tranche 6                        | N/A         | 103                | -             | May 2017                  |
| PSU - Tranche 7                        | N/A         | 409                | -             | May 2018                  |
| DSU                                    | N/A         | 403                | 403           | June 2012 - December 2018 |
| <b>Total</b>                           |             | <b>1,144</b>       | <b>632</b>    |                           |

The following reconciles the share-based awards outstanding for the year ended December 31, 2019:

| (In thousands of share units)           | PSU - Tranche 5 | PSU - Tranche 6 | PSU - Tranche 7 | PSU - Tranche 8 | DSU        | SARS       | Total        |
|-----------------------------------------|-----------------|-----------------|-----------------|-----------------|------------|------------|--------------|
| Outstanding at January 1, 2019          | 79              | 103             | 409             | -               | 403        | 150        | 1,144        |
| Granted                                 | -               | -               | -               | 351             | 132        | -          | 483          |
| Granted from dividends                  | -               | 4               | 15              | 13              | 14         | -          | 46           |
| Forfeited                               | -               | (95)            | (11)            | -               | -          | -          | (106)        |
| Exercised                               | (79)            | (12)            | (24)            | -               | (119)      | -          | (234)        |
| <b>Outstanding at December 31, 2019</b> | <b>-</b>        | <b>-</b>        | <b>389</b>      | <b>364</b>      | <b>430</b> | <b>150</b> | <b>1,333</b> |
| Vested at January 1, 2019               | 79              | -               | -               | -               | 403        | 150        | 632          |
| Vested                                  | -               | 12              | 24              | -               | 146        | -          | 182          |
| Exercised                               | (79)            | (12)            | (24)            | -               | (119)      | -          | (234)        |
| <b>Vested at December 31, 2019</b>      | <b>-</b>        | <b>-</b>        | <b>-</b>        | <b>-</b>        | <b>430</b> | <b>150</b> | <b>580</b>   |

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## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

The following reconciles the number of share-based awards outstanding for the year ended December 31, 2018:

| (In thousands of share units)    | PSU -<br>Tranche 4 | PSU -<br>Tranche 5 | PSU -<br>Tranche 6 | PSU -<br>Tranche 7 | DSU   | SARS | Total |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|-------|------|-------|
| Outstanding at January 1, 2018   | 61                 | 85                 | 110                | -                  | 465   | 150  | 871   |
| Granted                          | -                  | -                  | -                  | 407                | 111   | -    | 518   |
| Granted from dividends           | -                  | 3                  | 4                  | 11                 | 12    | -    | 30    |
| Exercised                        | (61)               | (9)                | (11)               | (9)                | (185) | -    | (275) |
| Outstanding at December 31, 2018 | -                  | 79                 | 103                | 409                | 403   | 150  | 1,144 |
| Vested at January 1 2018         | 61                 | -                  | -                  | -                  | 465   | 150  | 676   |
| Vested                           | -                  | 89                 | 11                 | 9                  | 123   | -    | 232   |
| Exercised                        | (61)               | (10)               | (11)               | (9)                | (185) | -    | (276) |
| Vested at December 31, 2018      | -                  | 79                 | -                  | -                  | 403   | 150  | 632   |

The following units were settled in the year ended December 31, 2019:

| As at December 31, 2019 | Grant price | Number exercised<br>In thousands | Exercise date       | Share price at<br>exercise date |
|-------------------------|-------------|----------------------------------|---------------------|---------------------------------|
| PSU - Tranche 5         | N/A         | 79                               | March 2019          | \$5.16                          |
| PSU - Tranche 6         | N/A         | 12                               | March & August 2019 | \$5.27 & \$5.36                 |
| PSU - Tranche 7         | N/A         | 24                               | March & August 2019 | \$5.27 & \$5.36                 |
| <b>Total</b>            |             | <b>115</b>                       |                     |                                 |

These awards were equity and cash settled during 2019. Refer to Note 14 for the number of shares issued after taking into consideration the performance factor as described in Note 3 (I).

The following units were settled in the year ended December 31, 2018:

| As at December 31, 2018 | Grant price | Number exercised<br>In thousands | Exercise date | Share price at<br>exercise date |
|-------------------------|-------------|----------------------------------|---------------|---------------------------------|
| PSU - Tranche 4         | N/A         | 61                               | March 2018    | \$4.63                          |
| PSU - Tranche 5         | N/A         | 9                                | June 2018     | \$5.04                          |
| PSU - Tranche 6         | N/A         | 11                               | June 2018     | \$5.04                          |
| PSU - Tranche 7         | N/A         | 9                                | June 2018     | \$5.04                          |
| <b>Total</b>            |             | <b>90</b>                        |               |                                 |

These awards were equity settled during 2018. Refer to Note 14 for the number of shares issued after taking into consideration the performance factor as described in Note 3 (I).

### Dividend equivalents

When dividends are paid to shareholders of Clearwater, dividend equivalent PSUs and DSUs are granted to the Participants which are equal to the greatest number of whole share units having a market value, as of the payment date of the dividend, equal to the product of the dividend paid per share multiplied by the number of PSUs and DSUs outstanding. The additional PSUs and DSUs granted are subject to the same terms and conditions as the corresponding PSU or DSU Grant.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### Fair value of share-based awards

The SARs issued and outstanding are fully vested and are expected to be cash settled on the exercise date; therefore, vested awards are recorded as liabilities at the intrinsic value of the SARs.

Measurement inputs for the remaining plans include the fair value of Clearwater's shares, exercise price of the instrument, expected volatility (based on weighted average historic volatility adjusted for changes expected due to publicly available information), weighted average expected remaining life of the instruments (based on historical experience and general option holder behaviour), expected dividends, and the risk-free interest rate (based on government bonds), as follows:

|                                          |    |                  |                  | 2019    |
|------------------------------------------|----|------------------|------------------|---------|
|                                          |    | PSU<br>Tranche 7 | PSU<br>Tranche 8 | DSU     |
| Weighted average fair value per award    | \$ | 4.95             | \$ 5.27          | \$ 5.74 |
| Weighted average risk-free interest rate |    | N/A              | N/A              | N/A     |
| Weighted average expected volatility     |    | N/A              | N/A              | N/A     |
| Expected life of awards (years)          |    | 3                | 3                | N/A     |

|                                          |    |                  |                  | 2018    |
|------------------------------------------|----|------------------|------------------|---------|
|                                          |    | PSU<br>Tranche 6 | PSU<br>Tranche 7 | DSU     |
| Weighted average fair value per award    | \$ | 11.85            | \$ 4.95          | \$ 5.89 |
| Weighted average risk-free interest rate |    | 1.11% - 2.31%    | N/A              | N/A     |
| Weighted average expected volatility     |    | 16.60% - 33.83%  | N/A              | N/A     |
| Expected life of awards (years)          |    | 3                | 3                | N/A     |

Share-based compensation expense included in the Consolidated Statements of Earnings (Loss) for the year ended December 31, 2019 is \$1.2 million (December 31, 2018 - \$1.3 million).

The liability for share-based compensation is \$3.4 million at December 31, 2019 (December 31, 2018 - \$3.5 million). The vested portion of the liability for share-based compensation is \$3.4 million at December 31, 2019 (December 31, 2018 - \$3.5 million).

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 22. SEGMENT INFORMATION

Clearwater has one reportable segment which includes its integrated operations for harvesting, processing, marketing and the distribution of seafood products.

#### (a) Sales by Species

| Year ended December 31         | 2019              | 2018              |
|--------------------------------|-------------------|-------------------|
| Scallops                       | \$ 174,240        | \$ 171,373        |
| Clams                          | 128,723           | 120,235           |
| Lobster                        | 89,573            | 88,387            |
| Coldwater shrimp               | 67,411            | 70,951            |
| Crab                           | 52,304            | 51,656            |
| Langoustine                    | 49,886            | 42,026            |
| Whelk                          | 25,249            | 24,291            |
| Groundfish and other shellfish | 28,858            | 23,327            |
|                                | <b>\$ 616,244</b> | <b>\$ 592,246</b> |

#### (b) Sales by Geographic Region of the Customer

| Year ended December 31 | 2019              | 2018              |
|------------------------|-------------------|-------------------|
| France                 | \$ 93,988         | \$ 94,422         |
| Scandinavia            | 24,607            | 27,381            |
| UK                     | 31,497            | 25,059            |
| Other                  | 67,610            | 58,791            |
| Europe                 | <b>217,702</b>    | <b>205,653</b>    |
| China                  | 154,875           | 130,402           |
| Japan                  | 59,832            | 73,325            |
| Other                  | 38,112            | 33,014            |
| Asia                   | <b>252,819</b>    | <b>236,741</b>    |
| United States          | 74,778            | 85,871            |
| Canada                 | 70,927            | 63,892            |
| North America          | <b>145,705</b>    | <b>149,763</b>    |
| Other                  | 18                | 89                |
|                        | <b>\$ 616,244</b> | <b>\$ 592,246</b> |

#### (c) Non-current Assets by Geographic Region

| As at December 31                                                           | 2019              | 2018              |
|-----------------------------------------------------------------------------|-------------------|-------------------|
| <b>Property, plant and equipment, licences, fishing rights and goodwill</b> |                   |                   |
| Canada                                                                      | \$ 291,813        | \$ 306,565        |
| Argentina                                                                   | 10,770            | 10,844            |
| Scotland                                                                    | 171,891           | 168,653           |
| Other                                                                       | 1,065             | 100               |
|                                                                             | <b>\$ 475,539</b> | <b>\$ 486,162</b> |

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 23. RELATED PARTY TRANSACTIONS

#### (a) Subsidiaries, partnerships, and joint venture

Clearwater's consolidated financial statements include the accounts of the Corporation and its material subsidiaries and a joint venture, as follows:

| Entity                                    | Ownership % | Accounts      |
|-------------------------------------------|-------------|---------------|
| Adams and Knickle Limited                 | 50%         | Equity method |
| Clearwater Fine Foods (Europe) Limited    | 100%        | Consolidated  |
| Clearwater Fine Foods (USA) Incorporated  | 100%        | Consolidated  |
| Clearwater Ocean Prawns Venture           | 53.66%      | Consolidated  |
| Clearwater Seafoods Holdings Incorporated | 100%        | Consolidated  |
| Clearwater Seafoods Limited Partnership   | 100%        | Consolidated  |
| Glaciar Pesquera S.A.                     | 86%         | Consolidated  |
| Macduff Shellfish Group Limited           | 100%        | Consolidated  |
| St. Anthony Seafoods Limited Partnership  | 75%         | Consolidated  |

#### (b) Key management personnel

Clearwater has defined key management personnel as senior executive officers, as well as the Board of Directors, as they have the collective authority and responsibility for planning, directing and controlling the activities of the Corporation. The following table outlines the total compensation expense for key management personnel for the years ended December 31, 2019 and 2018.

| Year ended December 31   | 2019     | 2018     |
|--------------------------|----------|----------|
| Wages and salaries       | \$ 3,018 | \$ 2,835 |
| Share-based compensation | 1,133    | 966      |
| Other benefits           | 193      | 198      |
|                          | \$ 4,344 | \$ 3,999 |

#### (c) Transactions with other related parties

Clearwater rents office space to and provides computer support network services to CFFI Ventures Inc. ("CVI"), a related party. The net amount due from CVI in respect of these transactions was \$0.1 million (December 31, 2018 – nil). Any amounts outstanding are unsecured and due on demand.

For the year ended December 31, 2019, Clearwater recorded net expense of approximately \$0.2 million for providing computer support network services to and receiving goods and services from companies related to CVI (December 31, 2018 - \$0.2 million). The transactions are recorded at the exchange amount and the balance due from these companies was \$0.2 million as at December 31, 2019 (December 31, 2018 - \$0.1 million).

## **CLEARWATER SEAFOODS INCORPORATED**

### **Notes to the Consolidated Financial Statements**

*(Tabular amounts are in thousands of Canadian dollars)*

#### **24. CAPITAL MANAGEMENT**

Clearwater's objectives when managing capital are as follows:

- Ensure liquidity
- Minimize cost of capital
- Support business functions and corporate strategy

Clearwater's capital structure includes a combination of equity and various types of debt facilities. Clearwater's goal is to have a cost effective capital structure that supports its growth plans, while maintaining flexibility, reducing interest rate risk and reducing exchange risk by borrowing in currencies other than the Canadian dollar when appropriate.

Clearwater uses leverage, in particular USD senior unsecured notes, revolving and term debt to lower its cost of capital.

The amount of debt available to Clearwater under its lending facilities is a function of Net Adjusted EBITDA attributable to shareholders, as defined in the credit agreement. Net Adjusted EBITDA attributable to shareholders can be impacted by known and unknown risks, uncertainties, and other factors outside Clearwater's control including, but not limited to, total allowable catch levels, selling prices, weather, exchange rates, fuel and other input costs.

Clearwater maintains flexibility in its capital structure by regularly reviewing forecasts and multi-year business plans and making any required changes to its debt and equity facilities on a proactive basis. These changes can include early repayment of debt, issuing or repurchasing shares, issuing new debt, utilizing surplus cash, extending the term of existing debt facilities and, selling surplus assets to repay debt.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

Clearwater's capital structure was as follows as at December 31, 2019 and December 31, 2018:

| In 000's of Canadian dollars                      | 2019              | 2018              |
|---------------------------------------------------|-------------------|-------------------|
| <b>Equity</b>                                     |                   |                   |
| Share capital                                     | \$ 216,986        | \$ 215,506        |
| Contributed surplus                               | 4,164             | 4,218             |
| Deficit                                           | (10,155)          | (38,848)          |
| Accumulated other comprehensive income (loss)     | (40,213)          | (36,053)          |
|                                                   | <b>170,782</b>    | <b>144,823</b>    |
| Non-controlling interest                          | 16,668            | 18,397            |
| <b>Total Equity</b>                               | <b>187,450</b>    | <b>163,220</b>    |
| <b>Long-term debt</b>                             |                   |                   |
| Senior debt, non-amortizing                       |                   |                   |
| USD senior unsecured notes, due 2025 <sup>1</sup> | 319,059           | 333,955           |
| Revolving debt, due in 2022 <sup>2</sup>          | 66,183            | 58,019            |
| Term loan, due in 2019                            | -                 | 13,637            |
| Term loan, due in 2091                            | 3,500             | 3,500             |
|                                                   | <b>388,742</b>    | <b>409,111</b>    |
| Senior debt, amortizing                           |                   |                   |
| Term Loan B, due 2022 <sup>3</sup>                | 33,879            | 34,177            |
| Other loans                                       | 57                | 112               |
|                                                   | <b>33,936</b>     | <b>34,289</b>     |
| Lease liabilities <sup>4</sup>                    | 6,680             | -                 |
| Deferred obligation <sup>5</sup>                  | 8,471             | 16,504            |
| Earnout liability <sup>5</sup>                    | 2,431             | 3,513             |
| <b>Total long-term debt</b>                       | <b>440,260</b>    | <b>463,417</b>    |
| <b>Total capital</b>                              | <b>\$ 627,710</b> | <b>\$ 626,637</b> |

1. USD senior unsecured notes with a US dollar coupon rate of 6.875% are net of unamortized deferred financing charges of \$5.6 million.

2. The revolving debt is net of unamortized deferred financing charges of \$1.5 million. As of December 31, 2019, subject to financial covenants, Clearwater may borrow up to an additional CDN \$126 million on the undrawn facility.

3. Term Loan B is net of unamortized deferred financing charges of \$0.2 million.

4. Lease liabilities were recognized upon adoption of IFRS 16, effective January 1, 2019 and represents the present value of remaining lease payments discounted using the Company's weighted average incremental borrowing rate.

5. The Deferred Obligation and Earnout Liability relate to the acquisition of Macduff in 2015.

The Company's share capital is discussed in Note 14 and long-term debt, including the Deferred Obligation and Earnout liability in Note 13.

## 25. CONTINGENT LIABILITIES

From time to time Clearwater is subject to claims and lawsuits arising in the ordinary course of operations. In the opinion of management, the ultimate resolution of such pending legal proceedings will not have a material effect on Clearwater's consolidated financial position.

# CLEARWATER SEAFOODS INCORPORATED

## Notes to the Consolidated Financial Statements

(Tabular amounts are in thousands of Canadian dollars)

### 26. ADDITIONAL CASH FLOW INFORMATION

#### Changes in non-cash operating working capital

(excludes change in accrued interest)

|                                                      | 2019       | 2018     |
|------------------------------------------------------|------------|----------|
| Decrease (increase) in inventory <sup>1</sup>        | \$ (2,837) | \$ 4,064 |
| (Decrease) increase in accounts payable              | (124)      | (8,252)  |
| Decrease (increase) in accounts receivable           | (7,119)    | 18,574   |
| Decrease (increase) in prepaids                      | 2,884      | (3,108)  |
| (Decrease) increase in income tax payable/receivable | (2,422)    | (5,536)  |
|                                                      | \$ (9,618) | \$ 5,742 |

<sup>1</sup> (Increase) decrease in inventory for 2018 has been restated to reflect the impact of depreciation recorded within inventory to be consistent with the current period. See note 27.

#### Changes in liabilities arising from financing activities

|                                                                     | 2019       | 2018       |
|---------------------------------------------------------------------|------------|------------|
| Current and long-term debt - beginning of period                    | \$ 463,417 | \$ 473,173 |
| Scheduled repayments of long-term debt                              | (23,854)   | (10,652)   |
| Repayment of lease liabilities                                      | (1,599)    | -          |
| Net proceeds from revolving credit facility, net of financing costs | 6,892      | (30,248)   |
| Non-cash changes in long-term debt:                                 | -          | -          |
| Accretion of deferred obligation                                    | 1,129      | 1,720      |
| Fair market value adjustment on earnout liability                   | 188        | (623)      |
| Amortization of deferred financing costs                            | 1,769      | 1,695      |
| Foreign exchange (gain) loss on long-term debt                      | (16,020)   | 28,352     |
| Net additions to lease liabilities                                  | 1,245      | -          |
| Lease liability transition adjustment <sup>1</sup>                  | 7,093      | -          |
| Current and long-term debt - end of period                          | \$ 440,260 | \$ 463,417 |

<sup>1</sup> Upon transition to IFRS 16, the Company recognized a lease liability representing the present value of the remaining lease payments and reclassified finance leases previously classified in Other liabilities.

### 27. COMPARATIVE INFORMATION

These Consolidated Financial Statements contain certain reclassifications of prior year amounts to be consistent with the current period presentation. Significant reclassifications are discussed below.

In the Consolidated Statements of Cash Flows, depreciation and amortization recorded to inventory has been reclassified from depreciation and amortization to change in non-cash operating working capital. Adjustments for depreciation and amortization reflect amounts recorded within cost of sales and operating expenses in the period. This change in presentation has no impact on cash from operating activities.

### 28. SUBSEQUENT EVENTS

#### New joint venture

On January 15, 2020, Clearwater entered into an agreement to form a new joint venture which will take over the operations of the St. Anthony Seafoods Limited Partnership plant. Closing of the transaction is subject to regulatory approval and customary conditions and is scheduled for March 31, 2020.

#### Amendment to revolving credit facility agreement

On February 14, 2020, Clearwater amended the revolving credit facility agreement to extend the maturity date from May 2020 to November 2024.

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