

Consolidated
Financial
Statements
Year Ended
December 31,
2016

Dependable.



March 24, 2017

#### **Independent Auditor's Report**

To the Shareholders of K-Bro Linen Inc.

We have audited the accompanying consolidated financial statements of K-Bro Linen Inc. and its subsidiaries, which comprise the consolidated statements of financial position as at December 31, 2016 and 2015, and the consolidated statements of earnings and comprehensive income, changes in equity and cash flows for the years then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

#### Management's responsibility for the consolidated financial statements

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

#### **Auditor's responsibility**

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

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

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

PricewaterhouseCoopers LLP TD Tower, 10088 102 Avenue NW, Suite 1501, Edmonton, Alberta, Canada T5J 3N5 T: +1 780 441 6700, F: +1 780 441 6776



#### **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of K-Bro Linen Inc. and its subsidiaries as at December 31, 2016 and 2015 and their financial performance and their cash flows for the years then ended in accordance with International Financial Reporting Standards.

**Chartered Professional Accountants** 

Pricewaterhouse Coopers LLP

## **Consolidated Statements of Financial Position**

(thousands of Canadian dollars)

	Dec	cember 31, 2016	Dec	ember 31, 2015
ASSETS				
Current assets				
Accounts receivable	\$	18,451	\$	17,155
Prepaid expenses and deposits		1,472		1,061
Linen in service (note 6)		11,511		11,279
		31,434		29,495
Property, plant and equipment (note 7)		113,258		88,141
Intangible assets (note 8)		3,141		4,931
Goodwill (note 9)		20,456		20,456
	\$	168,289	\$	143,023
LIABILITIES				
Current liabilities				
Accounts payable and accrued liabilities (note 10)	\$	16,270	\$	19,835
Income taxes payable		596		191
Dividends payable to shareholders		802		799
		17,668		20,825
Long-term debt (note 11)		25,800		2,349
Unamortized lease inducements (note 13)		1,863		696
Deferred income taxes (note 14)		6,286		5,913
	\$	51,617	\$	29,783
SHAREHOLDERS' EQUITY				
Share capital		109,390		108,079
Contributed surplus		1,944		1,737
Retained earnings		5,338		3,424
	\$	116,672	\$	113,240
Contingencies and commitments (note 15)				
	\$	168,289	\$	143,023

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

#### **Approved by the Board of Directors**

/s/Ross S. Smith
Ross S. Smith
Director

/s/ Mathew Hills

**Mathew Hills**Director

# Consolidated Statements of Earnings & Comprehensive Income (thousands of Canadian dollars, except share and per share amounts)

Years ended December 31	2016	 2015
Revenue	\$ 159,089	\$ 144,537
Expenses Wages and benefits	72 277	CF 212
Wages and benefits Linen (note 6)	72,247 17,547	65,213 15,041
Utilities	9,776	8,788
Delivery	8,793	7,001
Occupancy costs	5,313	5,183
Materials and supplies	4,808	4,204
Repairs and maintenance	4,855	4 <b>,</b> 597
Corporate	7,514	7,370
	130,853	 117,397
EBITDA	28,236	27,140
		 -
Other expenses		
Depreciation of property, plant and equipment (note 7)	9,235	7,573
Amortization of intangible assets (note 8)	1,790	2,009
Finance expense (note 12)	739	107
Loss on disposal of property, plant and equipment	105	190
	11,869	 9,879
Earnings before income taxes	16,367	17,261
Current income tax expense	4,467	4,245
Deferred income tax expense	373	948
Income tax expense	4,840	 5,193
Net earnings and Comprehensive income	11,527	12,068
Net earnings per share (note 17):		
Basic	\$ 1.45	\$ 1.52
Diluted	\$ 1.44	\$ 1.52
Weighted average number of shares outstanding:		
Basic	7,955,026	 7,920,609
Diluted	7,986,729	 7,930,492

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

## **Consolidated Statements of Changes in Equity**

(thousands of Canadian dollars)

	Т	otal Share Capital	c	ontributed surplus	Retained earnings	Total equity
As at January 1, 2016	\$	108,079	\$	1,737	3,424	\$ 113,240
Net earnings		-		-	11,527	11,527
Dividends declared (note 19)		-		-	(9,613)	(9,613)
Employee share based compensation expense		-		1,518	-	1,518
Shares vested during the year		1,311		(1,311)	-	-
As at December 31, 2016	\$	109,390	\$	1,944	5,338	\$ 116,672

	 tal Share Capital	Contributed surplus	Retained earnings	Total equity
As at January 1, 2015	\$ 106,870	1,642	926 \$	109,438
Net earnings	-	-	12,068	12,068
Dividends declared (note 19)	-	-	(9,570)	(9,570)
Employee share based compensation expense	-	1,304	-	1,304
Shares vested during the year	1,209	(1,209)	-	-
As at December 31, 2015	\$ 108,079	\$ 1,737 \$	3,424 \$	113,240

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

## **Consolidated Statements of Cash Flow**

(thousands of Canadian dollars)

Years ended December 31	2016		2015		
OPERATING ACTIVITIES					
Net earnings	\$ 11,52	\$	12,068		
Depreciation of property, plant and equipment (note 7)	9,23!	5	7,573		
Amortization of intangible assets (note 8)	1,790		2,009		
Lease inducements, net of amortization	1,16		(154)		
Employee share based compensation expense	1,518		1,304		
Loss on disposal of property, plant and equipment	105		190		
Deferred income taxes	373		948		
	25,71		23,938		
Change in non-cash working capital items (note 20)	(1,194	.)	(6,321)		
Cash provided by operating activities	24,52	_	17,617		
FINANCING ACTIVITIES					
Net proceeds of revolving credit facility	23,45 <sup>.</sup>		2,349		
Dividends paid to shareholders (note 19)	(9,610	)	(9 <b>,</b> 567)		
Cash provided (used in) by financing activities	13,84	_	(7,218)		
INVESTING ACTIVITIES					
Purchase of property, plant and equipment (note 7)	(38,36	<b>7</b> )	(23,981)		
Proceeds from disposal of property, plant and equipment	!		22		
Purchase of intangible assets (note 8)	-		(184)		
Cash used in investing activities	(38,362	2)	(24,143)		
Change in cash and cash equivalents during the year	-		(13,744)		
Cash and cash equivalents, beginning of year	_		13,744		
Cash and cash equivalents, end of year	\$ -	\$	-		
Supplementary cash flow information		_			
Interest paid	\$ 63 <sup>-</sup>	\$	282		
Income taxes paid	\$ 4,062		4,297		

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

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

K-Bro Linen Inc. (the "Corporation" or "K-Bro") is incorporated in Canada under the Business Corporations Act (Alberta). The Corporation and its wholly owned subsidiaries provide a range of linen services to healthcare institutions, hotels and other commercial accounts that include the processing, management and distribution of general linen and operating room linen. The Corporation provides services from nine processing facilities in eight major cities across Canada from Victoria, British Columbia to Québec City, Québec and two distribution centres in Saskatchewan.

The Corporation's common shares are traded on the Toronto Stock Exchange under the symbol "KBL". The address of the Corporation's registered head office is 14903 – 137 Avenue, Edmonton, Alberta, Canada.

These unaudited interim condensed consolidated financial statements were approved and authorized for issuance by the Board of Directors ("the Board") on March 24, 2017.

#### 1 Basis of Presentation

The consolidated financial statements of the Corporation have been prepared in accordance with International Financial Reporting Standards (IFRS) as published in the CPA Handbook. The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Corporation's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the Consolidated Financial Statements are disclosed in Note 5.

#### 2 Significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

#### a) Basis of Measurement

The consolidated financial statements have been prepared under the historical cost convention, except for the revaluation of certain financial assets and financial liabilities to fair value, including derivative instruments.

#### b) Principles of Consolidation

The consolidated financial statements include the Corporation, its wholly owned subsidiaries and the long-term incentive plan trust (note 2(q) (ii)). All intercompany balances and transactions have been eliminated upon consolidation.

#### c) Cash and Cash Equivalents

Cash and cash equivalents includes cash on hand, deposits with banks, other short-term highly liquid investments with original maturities of three months or less.

Cash and cash equivalents are classified as loans and receivables and are carried at amortized cost, which is equivalent to fair value.

#### d) Linen in Service

Linen in service is stated at cost less accumulated depreciation. The cost is based on the expenditures that are directly attributable to the acquisition of linen, with operating room linen

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

amortized across its estimated service life of 24 months and general linen amortized based on usage which results in an estimated average service life of 24 months.

#### e) Revenue Recognition

Revenue from linen management and laundry services is primarily based on written service agreements whereby the Corporation agrees to collect, launder, deliver and replenish linens. The Corporation recognizes revenue in the period in which the services are provided.

#### f) Property, Plant and Equipment

Property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes expenditures that are directly attributable to the acquisition of the items. Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Corporation and the cost of the item can be reliably measured. The carrying amount of a replaced part is derecognized. Repairs and maintenance are charged to the statement of earnings during the financial period in which they are incurred.

General and specific borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalized during the period of time that is required to complete and prepare the asset for its intended use or sale. Qualifying assets are assets that necessarily take a substantial period of time to get ready for their intended use or sale.

The major categories of property, plant and equipment are depreciated on a straight-line basis to allocate their cost over their estimated useful lives as follows:

Asset	Rate
Buildings	15-25 years
Laundry equipment	7-20 years
Office equipment	2-5 years
Delivery equipment	5 years
Computer equipment	2 years
Leasehold improvements	Lease term

Gains and losses on disposals of property, plant and equipment are determined by comparing the proceeds with the carrying amount of the asset and are included as part of other gains and losses in the statement of earnings and comprehensive income.

#### g) Impairment of Financial Assets

At each reporting date, the Corporation assesses whether there is objective evidence that a financial asset is impaired. If such evidence exists, the Corporation recognizes an impairment loss equal to the difference between the amortized cost of the loan or receivable and the present value of the estimated future cash flows, discounted using the instrument's original effective interest rate. The carrying amount of the asset is reduced by this amount either directly or indirectly through the use of an allowance account.

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

Impairment losses on financial assets carried at amortized cost are reversed in subsequent periods if the amount of the loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized.

#### h) Impairment of Non-Financial Assets

Property, plant and equipment and intangible assets are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. Long-lived assets that are not amortized are subject to an annual impairment test. For the purpose of measuring recoverable amounts, assets are grouped at the lowest level for which there are separately identifiable cash flows (cash-generating unit or "CGU"). The recoverable amount is the higher of an asset's fair value less costs to sell and value in use (being the present value of the expected future cash flows of the relevant asset or CGU). An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The Corporation evaluates impairment losses, other than goodwill impairment, for potential reversals when events or circumstances warrant such consideration.

#### i) Intangible Assets

Intangible assets are recorded at cost and include customer contracts in progress and related relationships, which are being amortized using the straight-line method over the remaining lives of the related contracts and relationships. Intangible assets which relate to computer software are amortized using the straight-line method over five years when put into service. These estimates are reviewed at least annually and are updated if expectations change as a result of changing client relationships or technological obsolescence.

#### i) Income Taxes

The tax expense for the year comprises current and deferred tax. Tax is recognized in statement of earnings, except to the extent that it relates to items recognized in other comprehensive income or directly in equity. In this case, the tax is also recognized in other comprehensive income or directly in equity, respectively.

The current income tax provision is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date of the taxation authority where the Corporation operates and generates taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognized, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the Consolidated Financial Statements. Deferred income tax is determined using tax rates and laws that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred income tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### k) Business Combinations

Business combinations are accounted for using the acquisition method. The acquired identifiable net assets are measured at their fair value at the date of acquisition. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Any excess of the purchase price over the fair value of the net assets acquired is recognized as goodwill. Any deficiency of the purchase price below the fair value of the net assets acquired is recorded as a gain in net earnings. Associated transaction costs are expensed when incurred.

#### l) Goodwill

Goodwill is the residual amount that results when the purchase price of an acquired business exceeds the sum of the amounts allocated to the identifiable assets acquired, less liabilities assumed, based on their estimated fair values at the acquisition date. Goodwill is allocated as of the date of the business combination. Goodwill is tested for impairment annually in the fourth quarter, or more frequently if events or changes in circumstances indicate a potential impairment.

Goodwill acquired through a business combination is allocated to each CGU, or group of CGUs, that are expected to benefit from the related business combination. A CGU represents the lowest level within the entity at which the goodwill is monitored for internal management purposes.

#### m) Volume Rebates

The Corporation earns revenue from linen management and laundry services based on written service agreements whereby K-Bro has agreed to collect, launder, deliver and replenish linens. K-Bro recognizes revenue in the period in which the services are provided. Volume rebates, where applicable, are recorded based on annualized expected volumes when it is reasonable that the criteria are likely to be met. Based on past experience, management believes that volumes utilized for any estimates are reasonable and would not expect a material deviation to the balance of accrued liabilities or revenue.

#### n) Earnings Per Share

Basic earnings per share ("EPS") is calculated by dividing net earnings for the period attributable to Shareholders of the Corporation by the weighted average number of Common shares outstanding during the period.

Diluted EPS is calculated by adjusting the weighted average number of common shares outstanding for dilutive instruments. The number of common shares included within the weighted average is computed using the treasury stock method. The Corporation's potentially dilutive Common shares are comprised of long-term incentive plan equity compensation granted to officers and key employees (notes 2(q)(ii)).

#### o) Foreign Currency Translation

Foreign currency transactions are translated into Canadian dollars using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the income statement. Foreign exchange gains and losses that

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

relate to borrowings and cash and cash equivalents are presented in the statement of earnings within "finance expense".

#### p) Lease Inducements

Tenant allowances and lease inducements are deferred when credited or received and amortized on a straight-line basis as a reduction of rent expense over the term of the related lease. For lease contracts with escalating lease payments, total rent expense for the lease term is expensed on a straight-line basis over the lease term. The difference between rent expensed and amounts paid is recorded as an increase or deferral in unamortized lease inducements.

#### q) Employee Benefits

#### i) Post-employment benefit obligations

The Corporation contributes on behalf of its employees to their individual Registered Retirement Savings Plans subject to an annual maximum of 4% of gross personal earnings. The Corporation accounts for contributions as an expense in the period that they are incurred. The Corporation does not provide any other post-employment or post-retirement benefits.

#### ii) Existing equity-based compensation plan of the Corporation

On June 16, 2011, the Shareholders of the Corporation approved a new Long-term Incentive Plan ("LTI"). Under the LTI, awards are granted annually in respect of the prior fiscal year to the eligible participants based on a percentage of annual salary. The amount of the award (net of withholding obligations) is satisfied by issuing treasury shares to be held in trust by the trustee pursuant to the terms of the LTI. All awards issued under the provisions of the LTI are recorded as compensation expense.

Subject to the discretion of the Compensation, Nominating and Corporate Governance Committee of the Board of Directors, one-quarter of a Participant's grant will vest on the Determination Date (defined as the first May 15th following the date that the Directors of the Corporation approve the audited consolidated financial statements of the Corporation for the prior year). The remaining three-quarters of the Participant's grant will vest on November 30th following the second anniversary of the Determination Date.

If a change of control occurs, all LTI Shares held by the Trustee in respect of unvested grants will vest immediately. LTI participants are entitled to receive dividends on all common shares granted under the LTI whether vested or unvested. In most circumstances, unvested common shares held by the LTI trustee for a participant will be forfeited if the participant resigns or is terminated for cause prior to the applicable vesting date, and those common shares will be disposed of by the trustee to K-Bro for no consideration and such Common shares shall thereupon be cancelled. If a participant is terminated without cause, retires or resigns on a basis which constitutes constructive dismissal, the participant will be entitled to receive his or her unvested common shares on the regular vesting schedule under the LTI.

#### r) Financial Instruments

Financial assets and financial liabilities are initially recognized at fair value and are subsequently accounted for based on their classification as described below. The classification depends on the purpose for which the financial instruments were acquired and their characteristics. Except in very limited circumstances, the classification is not changed subsequent to initial recognition.

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

Transaction costs are recognized immediately in income or are capitalized, depending upon the nature of the transaction and the associated instrument.

Derivatives are initially recognized at fair value on the date a derivative contract is entered into and are subsequently remeasured to their fair value at the end of each reporting period and included as part of the profit and loss.

#### Loans, receivables and other liabilities

Loans, receivables and other liabilities are accounted for at amortized cost using the effective interest method.

The Corporation has made the following classifications:

	Classification	Measurement
Financial assets Accounts receivable	Loans and receivables	Amortized cost
Financial liabilities		
Accounts payable and accrued liabilities	Other liabilities	Amortized cost
Dividends payable	Other liabilities	Amortized cost
Long-term debt	Other liabilities	Amortized cost

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis or realize the asset and settle the liability simultaneously.

### 3 Significant accounting policies adopted January 1, 2016

On January 1, 2016, the Corporation adopted the Amendments to IAS 1, Presentation of Financial Statements. IAS 1 was amended to clarify guidance on materiality and aggregation, the presentation of subtotals, the structure of financial statements and the disclosure of accounting policies. Adoption of the amendments did not result in any changes to the presentation or disclosures in the financial statements.

### 4 New Standards and interpretations not yet adopted

The following standards have been issued but have not yet been applied in preparing the consolidated financial statements.

- IFRS 15, Revenue from Contracts with Customers, was issued in May 2014 by the IASB and supersedes IAS 18, "Revenue", IAS 11 "Construction Contracts" and other interpretive guidance associated with revenue recognition. IFRS 15 provides a single model to determine how and when an entity should recognize revenue, as well as requiring entities to provide more informative, relevant disclosures in respect of its revenue recognition criteria. IFRS 15 is to be applied prospectively and is effective for annual periods beginning on or after January 1, 2018, with earlier application permitted. The Corporation is in the process of evaluating the impact that IFRS 15 may have on the financial statements.
- IFRS 9, Financial Instruments, was issued in July 2014 by the IASB and supersedes IAS 39, "Financial Instruments: Recognition and Measurement". IFRS 9 addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 retains but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets:

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

amortized cost, fair value through OCI and fair value through P&L. IFRS 9 is to be applied prospectively and is effective for annual periods beginning on or after January 1, 2018, with earlier application permitted. The Corporation is in the process of evaluating the impact that IFRS 9 may have on the financial statements.

- IFRS 16, Leases, was issued in January 2016 and applies to annual reporting periods beginning on or after January 1, 2019. IFRS 16 specifies how an IFRS reporter will recognize, measure, present and disclose leases. The standard provides a single lessee accounting model, requiring lessees to recognize assets and liabilities for all leases unless the lease term is 12 months or less or the underlying asset has a low value. Lessors continue to classify leases as operating or finance, with IFRS 16's approach to lessor accounting substantially unchanged from its predecessor, IAS 17. The Corporation is in the process of evaluating the impact that IFRS 16 may have on the financial statements.
- On June 20, 2016 the IASB issued an amendment to IFRS 2 "Share based Payment" addressing three classification and measurement issues. The amendment clarifies the measurement basis for cash-settled, share based payments and the accounting for modifications that change an award from cash-settled to equity settled. It also introduces an exception to the principles in IFRS 2 that will require an award to be treated as if it was wholly-equity settled, where an employer is obliged to withhold an amount for the employee's tax obligation associated with a share based payment and pay that amount to the tax authority. The Corporation is in the process of evaluating the impact that the amendment may have on the financial statements. The amendments are effective for periods beginning on or after January 1, 2018.

#### 5 Critical accounting estimates and judgments

The preparation of the Corporation's consolidated financial statements, in conformity with IFRS, requires management of the Corporation to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results could differ from those estimates.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. These estimates and judgments have been applied in a manner consistent with prior periods.

The following discusses the most significant accounting judgments and estimates that the Corporation has made in the preparation of the financial statements:

#### Impairment of goodwill and non-financial assets

The Corporation reviews goodwill at least annually and other non-financial assets when there is any indication that the asset might be impaired. The Corporation applies judgment in assessing the likelihood of renewal of significant contracts included in the intangible assets described in note 8. The Corporation has estimated the fair value of CGUs to which goodwill is allocated based on value in use using discounted cash flow models that required assumptions about future cash flows, margins, and discount rates. Refer to note 9 for more details about methods and assumptions used in estimating net recoverable amount.

**Recognition of Rebate Liabilities** 

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

In applying its accounting policy for volume rebates, the Corporation must determine whether the processing volume thresholds will be achieved. The most difficult and subjective area of judgment is whether a contract will generate satisfactory volume to achieve minimum levels. Management considers all appropriate facts and circumstances in making this assessment including historical experience, current volumetric run-rates, and expected future events.

#### **Linen in Service**

The estimated service lives of linen in service are reviewed at least annually and are updated if expectations change as a result of physical wear and tear, technical or commercial obsolescence and legal or other limits of use.

Management regularly evaluates these estimates and judgments. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

#### 6 Linen in service

	2016	2015
Balance, beginning of year Additions	\$ 11,279 17,779	\$ 9,794 16,526
Amortization charge	(17,547)	 (15,041)
Balance, end of year	\$ 11,511	\$ 11,279

#### 7 Property, plant and equipment

	Land	Bu	ildings	undry pment <sup>(1)</sup>	Office Equipment	Delivery Equipment	Computer Equipment	lm	Leasehold provements <sup>(2)</sup>	s	pare Parts	Total
Year ended, December 31, 2015												
Opening net book amount	\$ 2,425	\$	6,676	\$ 44,257	\$ 274	\$ 417	\$ 324	\$	11,188	\$	758	\$ 66,319
Additions	29		11,638	17,161	164	15	509		74		17	29,607
Disposals	-		-	(138)	-	(74)	-		-		-	(212)
Transfers	-		-	(1,857)	-	-	-		2,205		(348)	-
Depreciation charge	-		(350)	(5,107)	(97)	(92)	(294)		(1,633)		-	(7,573)
Closing net book amount	\$ 2,454	\$	17,964	\$ 54,316	\$ 341	\$ 266	\$ 539	\$	11,834	\$	427	\$ 88,141
At December 31, 2015												
Cost	\$ 2,454	\$	18,730	\$ 88,858	\$ 640	\$ 641	\$ 1,071	\$	19,823	\$	427	\$ 132,644
Accumulated depreciation	-		(766)	(34,542)	(299)	(375)	(532)		(7,989)		-	(44,503)
Net book amount	\$ 2,454	\$	17,964	\$ 54,316	\$ 341	\$ 266	\$ 539	\$	11,834	\$	427	\$ 88,141
Year ended, December 31, 2016												
Opening net book amount	\$ 2,454	\$	17,964	\$ 54,316	\$ 341	\$ 266	\$ 539	\$	11,834	\$	427	\$ 88,141
Additions			281	21,464	71	60	208		12,242		136	34,462
Disposals				(107)		(3)						(110)
Transfers												-
Depreciation charge	-		(980)	(6,056)	(108)	(73)	(370)		(1,648)		-	(9,235)
Closing net book amount	\$ 2,454	\$	17,265	\$ 69,617	\$ 304	\$ 250	\$ 377	\$	22,428	\$	563	\$ 113,258
At December 31, 2016												
Cost	\$ 2,454	\$	19,012	\$ 110,175	\$ 710	\$ 683	\$ 1,279	\$	32,065	\$	563	\$ 166,941
Accumulated depreciation			(1,747)	(40,558)	(406)	(433)	(902)		(9,637)			(53,683)
Net book amount	\$ 2,454	\$	17,265	\$ 69,617	\$ 304	\$ 250	\$ 377	\$	22,428	\$	563	\$ 113,258

<sup>(1)</sup> Included in laundry equipment are assets under development in the amount of \$16,536 (2015 - \$65). These assets are not available for service and accordingly are not presently being depreciated.

<sup>(2)</sup> Included in leasehold improvements are assets under development in the amount of \$11,547 (2015 - \$0). These assets are not available for service and accordingly are not presently being depreciated.

<sup>(3)</sup> Total property, plant and equipment additions include amounts in accounts payable of \$1,721 (2015 - \$5,626).

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### 8 Intangible assets

	 althcare ontracts	ospitality Contracts	Computer Software	Total
Year ended, December 31, 2015				
Opening net book amount	\$ 4,663	\$ 2,088	\$ 5	\$ 6,756
Additions	-	184	-	184
Amortization charge	(1,113)	(891)	(5)	(2,009)
Closing net book amount	\$ 3,550	\$ 1,381	\$ -	\$ 4,931
At December 31, 2015				
Cost	\$ 19,200	\$ 8,550	\$ 927	\$ 28,677
Accumulated amortization	(15,650)	(7,169)	(927)	(23,746)
Net book amount	\$ 3 <b>,</b> 550	\$ 1,381	\$ -	\$ <b>4,</b> 931
Year ended, December 31, 2016				
Opening net book amount	\$ 3,550	\$ 1,381	\$ -	\$ 4,931
Additions				-
Amortization charge	(1,043)	(747)	-	(1,790)
Closing net book amount	\$ 2,507	\$ 634	\$ -	\$ 3,141
At December 31, 2016				
Cost	\$ 19,200	\$ 8,550	\$ 927	\$ 28,677
Accumulated amortization	(16,693)	(7,916)	(927)	(25,536)
Net book amount	\$ 2,507	\$ 634	\$ -	\$ 3,141

#### 9 Goodwill

The Corporation performed its annual assessment for goodwill impairment as at December 31, 2016 in accordance with its policy described in note 2(l). Goodwill has been allocated to the following CGUs:

	2016	 2015
Calgary	\$ 5,382	\$ 5,382
Edmonton	4,346	4,346
Vancouver 2	3,413	3,413
Victoria	3,208	3,208
Vancouver 1	2,630	2,630
Montréal	823	823
Québec	654	 654
Total	\$ 20,456	\$ 20,456

In assessing goodwill for impairment at December 31, 2016, the Corporation determined that: the assets and liabilities of the CGUs evaluated have not changed significantly from the prior year at December 31, 2015; the estimated recoverable amounts of the CGUs exceeded their carrying amounts by a significant amount; no events or circumstances have changed; and the likelihood of an impairment in goodwill is remote.

In performing our analysis, estimated recoverable amounts were determined based on the value in use of the CGUs using available cash flow forecasts over a 5 year period that made maximum use of

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

observable markets for inputs and outputs, including actual historical performance. For periods beyond the budgeted period, cash flows were extrapolated using growth rates that did not exceed the long-term averages for the business. Key assumptions included a weighted average growth rate of 3% (2015 – 3%) and a pre-tax discount rate of 11% to 13% (2015 – 12% to 14%) for all CGUs. The growth rates represent management's current assessment of future industry trends and are based on both external and internal sources, as well as historical data.

The recoverable amount of each CGU was in excess of its carrying amount. Significant CGUs with an individual carrying value greater than 10% of the total consolidated carrying value include Edmonton, Calgary, Victoria, Vancouver 1 and 2. For these CGUs the recoverable amount significantly exceeds the carrying amount. Based on sensitivity analysis, no reasonably possible change in key assumptions would cause the carrying amount of any CGU to exceed its recoverable amount.

Based on sensitivity analysis, no reasonably possible change in growth rate assumptions would cause the carrying value to exceed the recoverable amount. A 1% change in the discount rate would not have a significant impact on the recoverable amounts of CGUs. The recoverable amount of each CGU is sensitive to changes in market conditions and could result in material changes. The process for determining the recoverable amount is subjective and requires management to exercise significant judgment in determining the future growth rates and discount rates.

### 10 Provisions

The Corporation has recognized provisions as at December 31, 2016 to recognize estimated obligations resulting from operations. The carrying amount of the provisions is estimated at the end of the reporting period based on best available information.

The following table provides a continuity schedule of all recorded provisions:

	2	016	2	2015
Balance, beginning of year	\$	-	\$	262
Additions		-		-
Payments Payments		-		(262)
Balance, end of year	\$	-	\$	-

### 11 Long-term debt

	Prime Rate Loan <sup>(1)</sup>
At January 1, 2015 Net proceeds from debt	\$ - 2,349
Closing balance at December 31, 2015	\$ 2,349
At January 1, 2016 Net proceeds from debt Repayment of debt	\$ 2,349 23,451 -
Closing balance at December 31, 2016	\$ 25,800

<sup>(1)</sup> Prime rate loan, collateralized by a general security agreement, bear interest at prime plus an interest margin dependent on certain financial ratios, with a monthly repayment of interest only, maturing on July 31, 2020 (December 31, 2015 – July 31, 2018). The additional interest margin can range between 0.0% to 1.25% dependent upon the calculated

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

Debt/EBITDA financial ratio, with a range between 0 to 3.5x. As at December 31, 2016, the combined interest rate was 2.7% (December 31, 2015 – 2.7%).

The Corporation has a revolving credit facility of up to \$85,000 of which \$27,450 is utilized (including letters of credit totaling \$1,650 per Note 15(a)) as at December 31, 2016). Interest payments only are due during the term of the facility.

Drawings under the revolving credit facility are available by way of Bankers' Acceptances, Canadian prime rate loans, letters of credit or standby letters of guarantee. Drawings under the revolving credit facility bear interest at a floating rate, plus an applicable margin based on certain financial performance ratios.

A general security agreement over all assets, a mortgage against all leasehold interests and real property, insurance policies and an assignment of material agreements have been pledged as collateral.

The carrying value of borrowings approximate their fair value as the debt is based on a floating rate, the interest rate risk has not changed, and the impact of discounting is not significant.

The Corporation has incurred no events of default under the terms of its credit facility agreement.

#### 12 Finance expense

	20°	16	2	.015
Interest on long-term debt	\$	372	\$	70
Other charges, net		367		37_
	\$	739	\$	107

#### 13 Unamortized lease inducements

		2016	 2015
Balance, beginning of year	\$	839	\$ 993
Lease inducements received		1,497	-
Amortization charge		(224)	 (154)
		2,112	839
Less current portion, included in accrued liabilities		(249)	 (143)
	\$	1,863	\$ 696

#### 14 Income taxes

A reconciliation of the expected income tax expense to the actual income tax expense is as follows:

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

	2016	2015		
Current tax:  Current tax on profits for the year	\$ 4,467	\$	4,245	
Total current tax	4,467		4,245	
Deferred tax: Origination and reversal of temporary differences Impact of substantively enacted rates and other	385 (12)		708 240	
Total deferred tax	\$ 373	\$	948	

The tax on the Corporation's earnings differs from the theoretical amount that would arise using the weighted average tax rate applicable to earnings of the consolidated entities as follows:

	2016		2015
Earnings before income taxes  Non-deductible expenses	\$ 16,367 1,743	\$	17,261 1,667
Income subject to tax	18,110		18,928
Income tax at statutory rate of 26.58% (2015 - 26.2%) Impact of substantively enacted rates and other	4,814 26		4,953 240
Income tax expense	\$ 4,840	\$	5,193

The analysis of the deferred tax assets and deferred tax liabilities is as follows:

	2016		 2015
Deferred tax assets:  Deferred tax asset to be recovered after more than 12	\$	(601)	\$ (357)
Deferred tax asset to be recovered within 12 months		(94)	 (94)
		(695)	(451)
Deferred tax liabilities:  Deferred tax liability to be recovered after more than 12 months		3,982	3,441
Deferred tax liability to be recovered within 12 months		2,999	 2,923
		6,981	6,364
Deferred tax liabilities, net	\$	6,286	\$ 5,913

The movement of deferred income tax assets and liabilities during the year, without taking into consideration the offsetting of balances within the same tax jurisdictions, is as follows:

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

	Offering costs and other		
Deferred tax assets			
At January 1, 2015	\$ (561) \$	(561)	
Charged (credited) to the statement of earnings	110	110	
At December 31, 2015	\$ (451) \$	(451)	
Charged (credited) to the statement of			
earnings	(244)	(244)	
At December 31, 2016	\$ (695) \$	(695)	

	Linen in service	operty, plant d equipment	Intangible assets and Goodwill	Total
Deferred tax liabilities				
At January 1, 2015	\$ 2,411	\$ 1,796	\$ 1,319 \$	5,526
Charged (credited) to the statement of earnings	512	636	(310)	838
At December 31, 2015	\$ 2,923	\$ 2,432	\$ 1,009 \$	6,364
Charged (credited) to the statement of				
earnings	76	786	(245)	617
At December 31, 2016	\$ 2,999	\$ 3,218	\$ 764 \$	6,981

### 15 Contingencies and commitments

#### a) Contingencies - Letters of credit

The Corporation has standby letters of credit issued as part of normal business operations in the amount of \$1,650 (December 31, 2015 – \$1,650) which will remain outstanding for an indefinite period of time.

#### b) Commitments

#### (i) Operating leases and utility commitments

At December 31, 2016, the Corporation was committed to minimum lease payments for operating leases on buildings and equipment and estimated natural gas and electricity commitments for the next five calendar years and thereafter are as follows:

#### **Operating lease commitments**

2017	\$ 5,236
2018	5,321
2019	4,938
2020	4,637
2021	4,114
Subsequent	31,161
	\$ 55,407

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### **Utility commitments**

2017	\$ 2,078
2018	1,794
2019	1,287
2020	1,288
2021	1,274
Subsequent	-
	\$ 7,721

#### (ii) Linen purchase commitments

At December 31, 2016, the Corporation was committed to linen expenditure obligations in the amount of \$6,926 (December 31, 2015 – \$5,254) to be incurred within the next year.

#### (iii) Property, plant and equipment commitments

At December 31, 2016, the Corporation was committed to capital expenditure obligations in the amount of \$28,897 (December 31, 2015 – \$3,675) to be incurred within the next year and \$8,628 (December 31, 2015 – \$0) to be incurred in the next two years.

#### **16 Share Capital**

#### a) Authorized

The Corporation is authorized to issue an unlimited number of common shares and such number of shares of one class designated as preferred shares which number shall not exceed 1/3 of the common shares issued and outstanding from time to time.

#### b) Issued

	2016	2015
Balance, beginning of year	7,985,713	7,959,735
Common shares issued under LTI	37,767	25,978
Balance, end of year	8,023,480	7,985,713
Unvested common shares held in trust for LTI	44,634	39,716

#### 17 Earnings per share

#### a) Basic

Basic earnings per share is calculated by dividing the net earnings attributable to equity holders of the Corporation by the weighted average number of ordinary shares in issue during the year.

	2016			2015	
Net earnings	\$	11,527	\$	12,068	
Weighted average number of shares outstanding (thousands) Net earnings per share, basic		7,955 1.45	<u> </u>	7,921 1.52	

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

The basic net earnings per share calculation excludes the unvested Common shares held by the LTIP Trust.

#### b) Diluted

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares to assume conversion of all dilutive potential ordinary shares.

	2	2016	 2015
Basic weighted average shares for the year Dilutive effect of LTI shares		7,955,026 31,703	7,920,609 9,883
Diluted weighted average shares for the year		7,986,729	7,930,492
	2	2016	 2015
Net earnings	\$	11,527	\$ 12,068
Weighted average number of shares outstanding (thousands) Net earnings per share, diluted	\$	7,987 1.44	\$ 7,930 1.52

#### 18 Long-Term Incentive Plan

A trust was formed to hold equity grants issued under the terms of the LTI on behalf of the participants (the "LTIP Trust"). The Corporation is neither a trustee of the LTIP Trust nor a direct participant of the LTI; however, under certain circumstances the Corporation may be the beneficiary of forfeited Common shares held by the LTIP Trust. The Corporation has control over the LTIP Trust as it is exposed, or has rights, to variable returns and has the ability to affect those returns through its power over the LTIP Trust. Therefore the Corporation has consolidated the LTIP Trust. Compensation expense is recorded by the Corporation in the period earned. Dividends paid by the Corporation with respect to unvested Common shares held by the LTIP Trust are paid to LTI participants. Unvested Common shares held by the LTIP Trust are shown as a reduction of shareholders' equity.

	2016		2015	
	Unvested	Jnvested Vested		Vested
Balance, beginning of year	39,716	343,109	45,368	311,479
Issued during year	26,336	11,431	18,298	7,680
Cancelled during year		-	-	-
Vested during year	(21,418)	21,418	(23,950)	23,950
Balance, end of year	44,634	375,958	39,716	343,109

The cost of the 44,634 (2015 – 39,716) unvested Common shares held by the LTIP Trust at December 31, 2016 was nil (2015 - nil).

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### 19 Dividends to shareholders

During the year ended December 31, 2016, the Corporation declared total dividends to shareholders of \$9,613 or \$1.200 per share (2015 - \$9,570 or \$1.200 per share).

The Corporation's policy is to pay dividends to Shareholders of its available cash to the maximum extent possible consistent with good business practice considering requirements for capital expenditures, working capital, growth capital and other reserves considered advisable by the Directors of the Corporation. All such dividends are discretionary. Dividends are declared payable each month to the Shareholders on the last business day of each month and are paid by the 15th day of the following month.

#### 20 Net change in non-cash working capital items

Years Ended December 31,

	2016	 2015
Accounts receivable	\$ (1,296)	\$ (2,595)
Linen in service	(232)	(1,485)
Prepaid expenses and deposits	(411)	(52)
Accounts payable and accrued liabilities (1)	340	(2,137)
Income taxes payable	405	 (52)
	\$ (1,194)	\$ (6,321)

(1) Accounts payable and accrued liabilities exclude the net change in non-cash amounts related to the acquisition of property, plant and equipment that have been committed to but not yet paid of \$3,905 (2015 - \$5,626).

#### 21 Financial instruments

#### a) Fair value

The Corporation's financial instruments at December 31, 2016 and 2015 consist of accounts receivable, accounts payable and accrued liabilities, dividends payable to shareholders, long term debt. The corporation at December 31, 2016 and 2015 did not have any outstanding derivatives. The carrying value of accounts receivable, accounts payable and accrued liabilities, and dividends payable to shareholders approximate fair value due to the immediate or short-term maturity of these financial instruments. The fair value of the Corporation's interest-bearing debt approximates the respective carrying amount due to the floating rate nature of the debt.

#### b) Financial risk management

The Corporation's activities are exposed to a variety of financial risks: price risk, credit risk and liquidity risk. The Corporation's overall risk management program focuses on the unpredictability of financial and economic markets and seeks to minimize potential adverse effects on the Corporation's financial performance. Risk management is carried out by financial management in conjunction with overall corporate governance.

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### c) Price risk

#### (i) Currency risk

Foreign currency risk arises from the fluctuations in foreign exchange rates and the degree of volatility of these rates relative to the Canadian dollar. The Corporation is not significantly exposed to foreign currency risk as all revenues are received in Canadian dollars and minimal expenses are incurred in foreign currencies. For large capital expenditure commitments denominated in a foreign currency, the Corporation will enter into foreign exchange forward contracts if considered prudent to mitigate this risk. Based on the net liability at year end, the sensitivity to a 100 basis point movement in US to CAD currency rates would result in an impact of \$68 to the net balance.

#### (ii) Interest rate risk

The Corporation is subject to interest rate risk as its credit facility bears interest at rates that depend on certain financial ratios of the Corporation and vary in accordance with market interest rates. Based on the credit facility at year end, the sensitivity to a 100 basis point movement in interest rates would result in an impact of \$258 to the net balance.

#### (iii) Other price risk

The Corporation's exposure to other price risk is limited since there are no significant financial instruments which fluctuate as a result of changes in market prices.

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### d) Credit risk

The Corporation's financial assets that are exposed to credit risk consist of accounts receivable. The Corporation, in the normal course of business, is exposed to credit risk from its customers. The allowance for doubtful accounts and past due receivables are reviewed by management at each balance sheet reporting date. Any amounts greater than 60 days are reviewed for impairment on a specific identification basis and have been fully accounted for as at December 31, 2016.

The Corporation updates its estimate of the allowance for doubtful accounts based on the evaluation of the recoverability of accounts receivable balances of each customer taking into account historic collection trends, the contractual relationship with the customer and the nature of the customer which in many cases is a publicly funded health care entity.

Management believes that the risks associated with concentrations of credit risk with respect to accounts receivable are limited due to the nature of the customers and the generally short payment terms.

The aging of the Corporation's receivables and related allowance for doubtful accounts are:

December 31, 2015	Gross	Allowance	Net
Current	\$ 12,861	\$ -	\$ 12,861
31-60 days	3,875	-	3,875
Greater than 60 days	449	30	419
	\$ 17,185	\$ 30	\$ 17,155

December 31, 2016	Gross	Allowance	Net
Current	\$ 15,470	\$	\$ 15,470
31-60 days	2,730		2,730
Greater than 60 days	282	31	251
	\$ 18,482	\$ 31	\$ 18,451

While the Corporation evaluates a customer's credit worthiness before credit is extended, provisions for potential credit losses are also maintained. The change in allowance for doubtful accounts was as follows:

	20	16	2	2015
Balance, beginning of year	\$	30	\$	31
Adjustment made during the year		1		(1)
Write-offs		-		
Balance, end of year	\$	31	\$	30

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

#### e) Liquidity risk

The Corporation's accounts payable and dividend payable are due within one year.

Payments due under contractual obligations for the next five years and thereafter are as follows:

	Payments due by Period									
		Total		< 1 Year	1.	- 3 Years	4 -	- 5 Years	>	5 Years
Long-term debt	\$	25,800	\$	-	\$	25,800	\$	-	\$	-
Operating lease commitments	\$	55,407	\$	5,236	\$	10,259	\$	8,751	\$	31,161
Utility commitments	\$	7,721	\$	2,078	\$	3,081	\$	2,562	\$	-
Linen purchase obligations	\$	6,926	\$	6,926	\$	-	\$	-	\$	-
Property, plant and equipment commitments	\$	37,525	\$	28,897	\$	8,628	\$	-	\$	-

The Corporation has a credit facility with a maturity date of July 31, 2020 (Note 11). The degree to which the Corporation is leveraged may reduce its ability to obtain additional financing for working capital and to finance investments to maintain and grow the current levels of cash flows from operations. The Corporation may be unable to extend the maturity date of the credit facility.

Management, to reduce liquidity risk, has historically renewed the terms of the credit facility in advance of its maturity dates and the Corporation has maintained financial ratios that management believes are conservative compared to financial covenants applicable to the credit facility. A significant portion of the available facility remains undrawn.

Management measures liquidity risk through comparisons of current financial ratios with financial covenants contained in the credit facility.

### 22 Capital management

The Corporation views its capital resources as the aggregate of its debt, shareholders' equity and amounts available under its credit facility. In general, the overall capital of the Corporation is evaluated and determined in the context of its financial objectives and its strategic plan.

The Corporation's objective in managing capital is to ensure sufficient liquidity to pursue its growth and expansion strategy, while taking a conservative approach towards financial leverage and management of financial risk. The Corporation's capital is composed of shareholders' equity and long-term debt. The Corporation's primary uses of capital are to finance its growth strategies and capital expenditure programs. The Corporation currently funds these requirements from internally-generated cash flows and interest bearing debt.

The Corporation pays a dividend which reduces its ability to internally finance growth and expansion. However the availability of the Corporation's revolving line of credit provides sufficient access to capital to allow K-Bro to take advantage of acquisition opportunities. The merits of the dividend are periodically evaluated by the Board.

The primary measures used by the Corporation to monitor its financial leverage are the ratios of Funded Debt to EBITDA (earnings before income taxes, depreciation and amortization) and Fixed

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

Charge Coverage. EBITDA is an additional GAAP measure as prescribed by IFRS and has been presented in the manner in which the chief operating decision maker assesses performance.

The Corporation manages a Funded Debt to EBITDA ratio calculated as follows:

	2016		 2015
Long-term debt, including current portion Issued and outstanding letters of credit	\$	25,800 1,650	\$ 2,349 1,650
Funded debt		27,450	3,999
Net earnings for the trailing twelve months Add:		11,527	12,068
Income tax expense		4,840	5,193
Finance expense		739	107
Depreciation of property, plant and equipment		9,235	7 <b>,</b> 573
Amortization of intangible assets		1,790	2,009
Loss on disposal of property, plant and equipment		105	190
EBITDA	\$	28,236	\$ 27,140
Funded debt to EBITDA		0.97x	0.15x

The Corporation manages a Fixed Charge Coverage calculated on a trailing twelve-month basis as follows:

9	2016		2015
EBITDA	\$ 28,236	\$	27,140
Finance expense Dividends to shareholders	739 9,613		107 9,570
	\$ 10,352	\$	9,677
Fixed charge coverage	2.7x		2.8x

### 23 Related party transactions

The Corporation transacts with key individuals from management and with the Board who have authority and responsibility to plan, direct and control the activities of the Corporation. The nature of these dealings were in the form of payments for services rendered in their capacity as Directors (retainers and meeting fees, including share-based payments) and as employees of the Corporation (salaries, benefits, short-term bonuses and share-based payments).

Key management personnel are defined as the executive officers of the Corporation including the President and Chief Executive Officer, Senior Vice-President and General Manager, Vice-President and Chief Financial Officer and three employees acting in the capacity of Vice-President and General Manager.

During 2016 and 2015, remuneration to directors and key management personnel was as follows:

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

	2016	2015		
Salaries and retainer fees	\$ 1,887	\$	1,814	
Short-term bonus incentives	1,080		885	
Post-employment benefits	57		55	
Share-based payments	1,379		1,156	
	\$ 4,403	\$	3,910	

The Corporation incurred expenses in the normal course of business for advisory consulting services provided by a Director. The amounts charged are included as salaries and retainer fees. For the year ended December 31, 2016, the Corporation incurred such fees totaling \$138 (2015–\$138).

#### 24 Expenses by nature

	2016		 2015
Wages and benefits	\$	77,154	\$ 69,796
Linen		17,547	15,041
Utilities		9,776	8,788
Delivery		8,793	7,001
Materials and supplies		6,083	5,581
Occupancy costs		5,505	5 <b>,</b> 375
Repairs and maintenance		4,855	4,597
Other expenses		1,140	1,218
	\$	130,853	\$ 117,397

### 25 Segmented information

The Chief Executive Officer is the corporation's chief operating decision-maker. Management has determined the operating segments based on information reviewed by the Chief Executive Officer for the purposes of allocating resources and assessing performance.

The Corporation provides laundry and linen services to the healthcare and hospitality sectors through nine operating divisions located in Vancouver, Victoria, Calgary, Edmonton, Regina, Toronto, Montréal, and Québec City. Management has assessed that the services offered and the economic characteristics associated with these divisions are similar, and therefore they have been aggregated into one reportable segment which operates exclusively in Canada.

The aggregation assessment requires significant judgment by management. Economic indicators used by management to assess the economic characteristics are the gross margin and the growth rate of each division.

In Edmonton, the Corporation is the significant supplier of laundry and linen services to the entity which manages all major healthcare facilities in the region and this contract expires on March 31, 2023. In Calgary, the major customer is contractually committed to February 28, 2018, in Vancouver the major customer is contractually committed to March 1, 2027, and in Saskatchewan the major customer is contractually committed to June 1, 2025. For the Years ended December 31, 2016, from

(thousands of Canadian dollars except share and per share amounts, Years ended December 31, 2016 and 2015)

these four major customers the Corporation has recorded revenue of \$87,286 (2015 - \$74,570), representing 54.9% (2015 - 51.6%) of total revenue.

	2016	
Healthcare	\$ 111,384	70.0%
Hospitality	47,705	30.0%
	\$ 159,089	100.0%

2015	
\$ 98,940	68.5%
 45 <b>,</b> 597	31.5%
\$ 144,537	100.0%

#### **26 Subsequent Events**

#### a) Dividends

The Corporation's Board of Directors declared an eligible dividend of \$0.10 per Common share of the Corporation payable on each of February 15, March 15 and April 13, 2017 to Shareholders of record on January 31, February 28, and March 31, 2017 respectively.

#### b) Additional Toronto Healthcare Contract

On February 28, 2017 the Corporation was awarded a 5 year contract to provide laundry and linen services to St. Michaels Hospital. The contract contains two renewal options for an additional 2 years. The contract extends the existing relationship between the Corporation and St. Michael's Hospital and is a result of a competitive RFP process.

On March 24, 2017 the Corporation was awarded a contract to provide laundry and linen services to Trillium Health Partners. The new contract is for 7 years with renewal options for an additional 8 years, and is a result of a competitive RFP process.