

**CONSOLIDATED FINANCIAL STATEMENTS**

Years ended December 31, 2022, and 2021



**TABLE OF CONTENTS**

Management’s Discussion & Analysis ..... 1-23

Independent Auditor’s Report ..... 24-30

Consolidated Statements of Operations ..... 31

Consolidated Statements of Comprehensive (Loss) Income ..... 32

Consolidated Balance Sheets ..... 33

Consolidated Statements of Changes in Equity ..... 34

Consolidated Statements of Cash Flows ..... 35

Notes to the Consolidated Financial Statements ..... 36-78

Corporate Information ..... 79



## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### 2022 MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

#### FORWARD-LOOKING STATEMENTS

In this MD&A, Glacier Media Inc. and its subsidiaries are referred to collectively as "Glacier", "us", "our", "we" or the "Company" unless the context requires otherwise.

The report is dated March 22, 2023, and includes information up to this date.

Glacier Media Inc.'s Annual Report, including this MD&A contains forward-looking statements that relate to, among other things, our objectives, goals, strategies, intentions, plans, beliefs, expectations and estimates and can generally be identified by the use of statements that include phrases such as "believe", "expected", "anticipate", "intend", "plan", "likely", "will", "may", "could", "should", "would", "suspect", "outlook", "estimate", "forecast", "objective", "continue" (or the negative thereof) or similar words or phrases. These forward-looking statements include, among other things, statements relating to our expectations regarding revenues, expenses, cash flows, future profitability and the effect of our strategic initiatives, including our expectation to continue investment spending at a slower pace and in targeted key strategic areas; the expected effects of cost cutting measures; the expected industry specific softness in 2023; our expectations as to timing of easing of interest rate increases; to generate sufficient cash flow from operations to meet anticipated working capital, capital expenditures, and debt service requirements, that future cash flow from operations and the availability under existing banking arrangements are believed to be adequate to support financial liabilities, our expectation that the Company can generate future profits operating at lower levels of revenue from its digital media, data and information operations; pressures from increased interest rates will ease in the second half of 2023; and that the Company expects to be successful in its objection with CRA. These forward-looking statements are based on certain assumptions, including continued economic growth and recovery and the realization of cost savings in a timely manner and in the expected amounts, which are subject to risks, uncertainties and other factors which may cause results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements, and undue reliance should not be placed on such statements.

Important factors that could cause actual results to differ materially from these expectations include geopolitical risks and events, inflation and rising interest rates, failure to implement or achieve the intended results from our strategic initiatives, the failure to reduce debt and the other risk factors listed in our Annual Information Form under the heading "Risk Factors" and in our Annual MD&A under the heading "Business Environment and Risks", many of which are out of our control. These other risk factors include, but are not limited to, the ability of the Company to sell advertising and subscriptions related to its publications, foreign exchange rate fluctuations, the seasonal and cyclical nature of the agricultural and energy sectors, discontinuation of government programs, general market conditions in both Canada and the United States, changes in the prices of purchased supplies including newsprint, the effects of competition in the Company's markets, dependence on key personnel, integration of newly acquired businesses, technological changes, tax risk, financing risk, debt service risk and cybersecurity risk.

The forward-looking statements made in the Company's Annual Report, including this MD&A, relate only to events or information as of the date on which the statements are made. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

The Annual Report, this MD&A and the documents to which we refer herein should be read completely and with the understanding that our actual future results may be materially different from what we expect.

# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### BASIS OF DISCUSSION AND ANALYSIS

The following Management Discussion and Analysis of the financial condition and results of operations of the Company and other information is dated as at March 22, 2023, and should be read in conjunction with the Company's consolidated financial statements and notes thereto as at and for the year ended December 31, 2022. The annual consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

### NON-IFRS MEASURES

Earnings before interest, taxes, depreciation and amortization ("EBITDA"), EBITDA margin and EBITDA per share, are not generally accepted measures of financial performance under IFRS. In addition, certain results in this MD&A have been presented on a basis that includes the Company's share of revenue and expenses from its joint venture and associate operations, which reflects the basis on which management makes its operating decisions and performance evaluation. These measures including joint ventures and associates are also not generally accepted measures of financial performance under IFRS. Management utilizes these financial performance measures to assess profitability and return on equity in its decision making. In addition, the Company, its lenders and its investors use EBITDA and results including joint ventures and associates to measure performance and value for various purposes. Investors are cautioned; however, that EBITDA and/or results including joint ventures and associates should not be construed as an alternative to net income (loss) attributable to common shareholders determined in accordance with IFRS as an indicator of the Company's performance.

The Company's method of calculating these financial performance measures may differ from other companies and, accordingly, they may not be comparable to measures used by other companies. A quantitative reconciliation of these non-IFRS measures is included in the section entitled EBITDA Reconciliation with Per Share Amounts.

All financial references are in millions of Canadian dollars unless otherwise noted.

### OVERVIEW OF THE BUSINESS

Glacier operates as an information and marketing solutions company pursuing growth in sectors where the provision of information and related services provides high customer value. The Company's "go to market" strategy is being pursued through two operational areas:

1. Data, analytics and intelligence; and
2. Content and marketing solutions

The data, analytics and intelligence products provide essential information, analysis and context that customers need for decision making, marketing needs, business opportunity identification and other purposes.

The Company has focused on a select group of industries that offer large addressable markets, growth opportunities and the ability to leverage its brands.

The content and marketing solutions products and offerings are being evolved and developed to address the changing needs of media - including both audience demand for content and client demand for marketing solutions.

Through its brands and operations, Glacier serves its clients and information users in three segments: Environmental and Property Information, Commodity Information and Community Media.

### ENVIRONMENTAL AND PROPERTY INFORMATION



ERIS (Environmental Risk Information Services) provides environmental risk data and related products for commercial real estate properties across North America. This information is used by environmental consultants, CRE brokers, financial institutions and insurance companies to identify and assess environmental risks

# GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

around commercial real estate transactions. ERIS is the #1 provider of CRE environmental data in the Canadian market and is #2 in the United States.



STP ComplianceEHS produces digital audit guides and compliance tools for use in environmental health and safety audits. Multi-national companies license STP's content for use throughout the United States and across more than forty countries worldwide.



REW is the leading residential real estate listings and property information marketplace in British Columbia and is expanding in Ontario and other parts of Canada. REW is now #1 in traffic and audience in B.C., after surpassing realtor.ca. The REW marketplace provides consumers with key real estate information and insights (e.g. school catchment areas, assessed values, past sales prices) in order to make better informed decisions about their home. Agents, new home developers and third-party providers (e.g. mortgage brokers, home insurance companies) use a variety of REW advertising, lead generation and subscription products to market their offerings to home buyers and sellers.

## COMMODITY INFORMATION



Glacier FarmMedia ("GFM") is Canada's leading provider of agricultural information. GFM serves the Canadian grower and agricultural industry with digital media, listings, publications, exhibitions and weather and commodities marketing subscriptions. Well-known brands operated by GFM include the Western Producer, Alberta Farmer Express, Manitoba Co-Operator, Country Guide, Farmtario, Canada's Outdoor Farm Show ("COFS"), Ag In Motion ("AIM"), AgDealer, Global Auction Guide, MarketsFarm, and Weather Innovations.



The Northern Miner Group ("TNMG") provides essential data, analysis and training solutions that enable companies in the mining industry to innovate and prosper in fast-changing global markets. With significant operations in Vancouver and Toronto, TNMG produces databases, conferences, digital media and e-learning programs for the mining sector. Key brands include the Northern Miner, the Canadian Mining Journal, CostMine, edumine, Mining.com and the Global Mining Symposium.

## COMMUNITY MEDIA



### DIGITAL MEDIA

Glacier Media Digital ("GMD") operations include local news, general community information and classifieds websites; digital marketing services; and specialty products and services. GMD brands include: Castanet Media, Vancouver Is Awesome, a partial interest in Village Media, Eastward Media (targeting the Asian market) and many others.



The Company's strategy is to build a standalone digital local media business with leading market positions in British Columbia and other Western Canadian markets. Glacier Media now has sufficient traffic, revenue and profit with Vancouver Is Awesome and its local websites and digital marketing services in the Lower Mainland to operate on a standalone basis.

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")



Castanet is a digital only media business that has operated since 2000 and is the leading source of news and information in the Okanagan region of B.C. (Kelowna, Kamloops, Penticton and Vernon).



Village Media is a digital only news and information business that operates sixteen of its own local websites in Ontario and operates websites for other media companies. It licenses its own proprietary community website platform software.



The Local News Collective (which includes Glacier's websites and network partners) is now one of the largest digital advertising networks in Canada as measured by page views.

The Company is expanding its offerings of digital products and marketing services to 1) attract more local audience and provide the content its readers desire and 2) fulfill its clients' marketing needs, which are becoming more comprehensive and complex. The Company is continuing to publish newspapers as they still provide value to readers and advertisers, content and sales resources that can be shared with its digital products, and cash flow. The sharing of these resources and the cash flow generated are assisting with the transformation to local digital media operations.

### COMMUNITY MEDIA NEWSPAPER GROUP



The Community Media newspaper group operations reach over 2 million readers in print in over 60 local markets in B.C., Alberta, Saskatchewan, and Manitoba. The group also owns partial interests in the U.S. Its brands include the Victoria Times-Colonist, North Shore News, Tri-Cities News, Burnaby Now, Richmond News, Prince George Citizen, St. Albert Gazette, Estevan Mercury, Yorkton This Week and many others.

Additional information on Glacier's operations is included in the Company's Annual Information Form as filed on SEDAR ([www.sedar.com](http://www.sedar.com)).

### 2022 PERFORMANCE AND OUTLOOK

The following results are presented to include the Company's proportionate share of its joint venture and associate operations; this is the basis on which management bases its operating decisions and performance<sup>(1)</sup>. These reported results have been reconciled to the IFRS results below.

(thousands of dollars)	Revenue		EBITDA	
	2022	2021	2022	2021
	\$	\$	\$	\$
Environmental and Property Information	47,290	41,554	176	4,688
Commodity Information	45,373	42,199	3,333	5,769
Community Media	117,240	112,205	8,419	18,923
Centralized and Corporate Costs	-	-	(5,575)	(5,893)
Total Including Joint Ventures and Associates <sup>(1)</sup>	209,903	195,958	6,353	23,487
Joint Ventures and Associates	(33,891)	(31,396)	(3,270)	(5,740)
Total IFRS	176,012	164,562	3,083	17,747

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

(thousands of dollars, except share and per share amounts)	2022	2021
EBITDA including joint ventures and associates <sup>(1)</sup>	\$ 6,353	\$ 23,487
EBITDA including joint ventures and associates per share <sup>(1)</sup>	\$ 0.05	\$ 0.18
EBITDA	\$ 3,083	\$ 17,747
EBITDA per share	\$ 0.02	\$ 0.14
Capital expenditures	\$ 4,945	\$ 9,566
Weighted average shares outstanding, net	132,558,408	130,895,835

<sup>(1)</sup> Certain results are presented to include the Company's proportionate share of its joint venture and associate operations, as this is the basis on which management bases its operating decisions and performance. The Company's joint ventures and associates include Great West Media Limited Partnership, the Victoria Times-Colonist, Rhode Island Suburban Newspapers, Inc., and Village Media Inc. Borden Bridge Development Corporation was included up to August 31, 2021, at which point the Company acquired the remaining 50% and began consolidating the results.

Consolidated revenue for the year ended December 31, 2022, was \$176.0 million, up \$11.5 million or 7.0% from the same period in the prior year. The increase was primarily the result of growth in most of the Company's businesses due to stronger operating performance from healthy industry conditions, and the return to in-person outdoor agricultural exhibition shows. Growth occurred in the first nine months of 2022, then was partially offset by weakened industry performance in the last few months of 2022, due to general economic uncertainty, and the impact of rising interest rates, and the continued decline of print media.

Consolidated EBITDA for the year was \$3.1 million, down \$14.6 million from \$17.7 million for the prior year. The \$14.6 million decrease was the result of several factors including a) \$5.2 million reduction in the Canadian Emergency Wage Subsidy (which ended in October 2021), b) \$3.0 million related to the share-based compensation plan in certain business units resulting in a non-cash expense, of which \$1.7 million related to the initial implementation of the plan in April 2022, c) increased operating expense investment in several growth areas, d) rising costs related to inflation, and e) supply chain constraints. Profit was also impacted by declining demand for print media, softness affecting the mining operations and agricultural industry consolidation affecting GFM.

### Outlook and Operating Highlights

The Company continues to focus on a combination of generating revenue gains in its growth businesses and cost management in its legacy businesses. Operational profits were impacted during the year by continued operating investments made in key strategic development areas. These investments are being scaled back until the economic outlook becomes more certain. The Company is monitoring economic conditions and will respond accordingly as required.

Softness in the residential and commercial real estate markets affected operations in the latter part of the year. Declines in print products reduced profitability during the year, which is largely due to the maturation of the print industry overall. Impairments were recorded within certain operations as a result of the declines in print media. It is expected that industry specific softness will continue into the beginning of 2023 with overall economic uncertainty, inflation, and the impact of increased interest rates. Although uncertain, it is expected that the pressures from increased interest rates will ease in the second half of 2023.

The Company's digital media, data, and information businesses performed relatively well during 2022 and offer continued growth potential for the future. The underlying fundamentals and resilience of these products have demonstrated their value in the face of the challenging market conditions.

- Environmental and Property Information revenues were up 13.8% as compared to the prior year.
  - ERIS had strong revenue growth in the first three quarters, while revenue softened in the fourth quarter. ERIS profited from the strong commercial real estate market until the fourth quarter when rising interest rates negatively impacted the commercial real estate industry. This softness is

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

expected to continue into 2023. STP achieved revenue growth throughout 2022 from its new SASS-based regulatory compliance product, RegHub.

- REW's (the Company's residential real estate portal) revenue growth was strong in the first half of the year and then slowed in the second half of 2022 due to rising interest rates and a softer residential real estate market in Canada. This softening trend in the market is expected to continue into 2023 until there is some certainty around economic conditions and interest rates.
- Commodity Information revenues were up 7.5% as compared to the prior year.
  - Both of GFM's outdoor exhibition shows, Ag In Motion and Canada's Outdoor Farm Show, returned to in-person events in 2022, the first time since 2019. The successful shows resulted in strong revenue growth as compared to the prior year. This was partially offset by declines in print product revenues as the result of declining demand for print advertising and agricultural specific industry consolidation resulting in fewer advertisers.
  - The Northern Miner Group's revenues were up for the year despite a challenging mining industry.
  - The Company sold its energy business in March 2021, resulting in a loss of revenue from these operations.
- Local Digital Media advertising and services revenues were up 20.1% compared to the prior year.
  - Continued efforts to build digital content, audience and revenues have proven successful in growing the Company's local news media and community information business.
- Print community media revenues were down 5.1% as compared to the prior year.
  - Print revenues will continue to decline as consumers and advertisers make the shift to digital offering. The decline in flyer distribution also resulted in lower revenues. Operating costs continue to be managed in response to the changes in revenue relating to the print industry. The federal government's ATP program will help to lengthen the life of the print publications.

Despite the economic downturn, the Company is optimistic that its operations can and will continue to perform well in the long-term. The respective brands, market positions and value to customers have remained strong. The Company continues to focus on the long-term growth of its data and information and digital media operations. Strategic investment spending in the core areas of focus has resulted in lower operating profits in the short term, with the goal of improved and more robust product offerings over time. This investment spending will become more targeted to strictly necessary spending and be scaled back until economic recovery is more certain. The Company has implemented some cost cutting measures that will begin to take effect in early 2023.

Digital advertising revenues continue to grow. The Company and its partners are seeing that it is feasible to operate local digital media businesses on a standalone basis without newspapers and can be operated with newspaper staff as well as new staff.

The Company is working to reach the point where increases in the revenue, profit and cash flow from its data, analytics and intelligence products and digital media products exceeds the decline of its print advertising related profit and cash flow. The Company has made progress in this regard and can operate at lower levels of revenue from its digital media, data and information operations in the future.

**Financial Position.** As at December 31, 2022, the Company had a cash balance of \$19.6 million and \$7.6 million of non-recourse mortgages and loans (the majority of which relates to farm show land in Saskatchewan and Ontario).

The Company has net \$5.6 million of deferred purchase price obligations to be paid over the next two years. This amount is net of contributions from minority partners. The Company has a \$2.5 million vendor-take back receivable to be paid in 2023 resulting from the sale of the Company's interest in Fundata and an estimated \$0.9 million potential earn-out proceeds receivable over the next two years from the sale of the energy business.



# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### 2022 OPERATING RESULTS

#### REVENUE

Glacier's consolidated revenue for the year ended December 31, 2022, was \$176.0 million compared to \$164.6 million for the prior year, up 7.0%.

#### ENVIRONMENTAL AND PROPERTY INFORMATION

The Environmental and Property Information group generated revenue of \$47.3 million for the year ended December 31, 2022, as compared to \$41.6 million for the prior year, or an increase of 13.8%.

ERIS grew its revenues in both the U.S. and Canadian markets in the first nine months of 2022. During the fourth quarter, revenue growth softened as the result of rising interest rates and economic uncertainty affected the commercial real estate industry. STP continued to benefit from increased sales of its new product offerings. REW had strong growth in the first six months of 2022, but was impacted in the second half of the year by a weakened residential real estate market as interest rates continued to climb. This market trend is expected to continue into 2023.

#### COMMODITY INFORMATION

The Commodity Information group generated revenue of \$45.4 million for the year ended December 31, 2022, as compared to \$42.2 million for the prior year, or an increase of 7.5%. During the year, GFM had higher revenues as the result of the return to in-person outdoor exhibition shows. This was partially offset by the decline of print products and industry consolidation resulting in fewer advertisers. TNMG's revenues were up for the year despite the challenging mining industry. The Company sold its energy business in March 2021, resulting in a loss of revenue from these operations.

#### COMMUNITY MEDIA

(thousands of dollars)	Revenue	
	2022	2021
	\$	\$
Community Media including joint ventures and associates	117,240	112,205
Joint ventures and associates	(33,891)	(31,396)
Community Media IFRS	83,349	80,809

On an IFRS reporting basis, the Community Media Group generated \$83.3 million of revenue for the year ended December 31, 2022, as compared to \$80.8 million for the prior year, an increase of 3.1%.

The increase in revenue was due to growth in digital media revenue.

Print revenues were down 5.1%. Print media revenues are expected to continue to decline over time.

#### DIGITAL MEDIA

Local Digital Media advertising and services revenues were up 20.1%. Continued efforts to build digital content, audience and revenues have resulted in growing the Company's local news media and community information business.

# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### GROSS PROFIT

Glacier's consolidated gross profit, being revenues less direct expenses, was \$47.3 million for the year ended December 31, 2022, as compared to \$55.1 million for the prior year. Gross profit decreased due to a) the reduction of CEWS funding to nil in the current year, b) continued operating expense investments that were made in some of the key strategic development areas, including the REW digital real estate marketplace, new product offerings within ERIS and STP, new weather and agricultural markets subscription-based products, and digital community media products; which includes increased personnel costs, c) the industry consolidation affecting GFM's print products, d) the maturation of the print industry resulting in revenue attrition, and e) inflation affecting operating costs. This has been partially offset by the margins realized on GFM's outdoor exhibition shows that both returned to in-person events in 2022 as compared to a much smaller virtual show in 2021.

Gross profit as a percentage of revenues ("gross profit margin") for the year ended December 31, 2022, was 26.9% as compared to 33.5% for the prior year. The decrease as compared to the comparative period is driven by the same factors affecting consolidated gross profit.

### GENERAL & ADMINISTRATIVE EXPENSES

Glacier's consolidated general and administrative expenses were \$44.2 million for the year ended December 31, 2022, up from \$37.3 million for the prior year. The increase in administrative costs primarily related to investment spending in strategic development areas, which is mainly driven by increased personnel costs, the implementation of a share-based compensation plan in certain business units, inflation affecting operating costs, and lower CEWS funds, which were recorded as a reduction of wage expenses. This has been partially offset by reduced legal fees.

### EBITDA

EBITDA was \$3.1 million for the year ended December 31, 2022, as compared to \$17.7 million for the prior year. The results are due to the various reasons stated under "Revenue, Gross Profit and General & Administrative Expenses", including a reduction in CEWS funds of \$5.2 million.

### INTEREST EXPENSE, NET

Glacier's consolidated net interest expense for the year ended December 31, 2022, was \$1.7 million as compared to \$1.1 million for the prior year. The higher interest expense recorded during the period was mainly due to the increase in interest rates throughout 2022, additional mortgages on the agricultural show sites, and from higher interest accretion on current and long-term liabilities.

### DEPRECIATION AND AMORTIZATION

Depreciation and amortization expenses were \$12.5 million down \$0.2 million from the prior year. The rate of depreciation and amortization is keeping pace with capital expenditures.

### NET GAIN ON SALE

In the comparative year ended 2021, the Company recorded a \$2.2 million gain on sale relating to the sale of the energy operations in March 2021.

### IMPAIRMENT EXPENSE

The Company recorded an impairment expense of \$15.5 million for the year ended December 31, 2022. There was no impairment expense recorded in the prior year. In 2022, the Company was impacted by the economic uncertainty relating to inflation and higher interest rates, along with the continued decline of the print industry, which impacted certain groups of CGUs. Impairments were also recorded within some of the Company's joint ventures and associates.

# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### OTHER INCOME

The Company recorded other income of \$4.2 million during the year ended December 31, 2022. This primarily related to the revaluation of the deferred purchase price payable, amounts received in excess of accrued deferred sales prices receivable and amounts received from the government relating to the Canadian Emergency Rent Subsidy. During the comparative year ended December 31, 2021, the Company recorded other income of \$1.8 million, which primarily related to distributions by a company in which Glacier is a minority shareholder, amounts received in excess of accrued deferred sales prices receivable and amounts received from the government relating to the Canadian Emergency Rent Subsidy.

### RESTRUCTURING AND OTHER EXPENSES (NET)

Restructuring and other expenses (net) for the year ended December 31, 2022, was \$0.9 million as compared to \$5.4 million in the prior year. Restructuring and other expenses (net) include restructuring costs (from the closure or divestiture of operations, or part of operations; including severance, redundant office costs and other direct closure costs during transition periods), transaction costs (including equity transactions with non-controlling interests), foreign exchange, and other income and other expenses.

### SHARE OF LOSSES FROM JOINT VENTURES AND ASSOCIATES

Share of losses from joint ventures and associates, which include the Company's share of Great West Media Limited Partnership ("GWMLP"), the Victoria Times-Colonist ("VTC"), Rhode Island Suburban Newspapers, Inc. ("RISN"), and Village Media Inc. ("Village"), increased by \$6.4 million as compared to the prior year. The increase in losses is the result of impairment of goodwill, along with a valuation allowance on certain deferred tax assets taken within an associate's results, which increased Glacier's share of losses from joint ventures and associates by \$13.8 million. The equity pickup in Glacier includes the proportionate share of CEWS received by the joint ventures and associates in the comparative period.

Borden Bridge Development Corporation was accounted for as a joint venture up to August 31, 2021, when the Company acquired the remaining 50%, at which point the results were consolidated.

Aggregate operating results for the Company's joint ventures and associates, at the Company's proportionate share of the results, are as follows:

(thousands of dollars)	As at December 31,	
	2022	2021
	\$	\$
Assets	34,446	49,601
Liabilities	10,852	13,341
Net assets	23,594	36,260

  

(thousands of dollars)	Year ended December 31,	
	2022	2021
	\$	\$
Revenues	33,891	31,396
EBITDA	3,270	5,740
Net loss for the year	(11,829)	(5,467)

Subsequent to December 31, 2022, the Company completed the sale of assets of its printing operations into two new joint venture operations.

Additionally, subsequent to December 31, 2022, certain entities which were consolidated in 2022, will be treated as joint ventures in 2023. As a result of changes in the structure or underlying shareholders agreements with the previous minority shareholders, it was determined that Company no longer has the ability to exercise control.

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

Net income attributable to non-controlling interest decreased \$5.1 million mainly due to impairments taken directly by the Company and within the Company's joint ventures and associates and lower net income of subsidiaries with non-controlling interests, as compared to the prior year.

### NET LOSS ATTRIBUTABLE TO COMMON SHAREHOLDERS

For the year ended December 31, 2022, net loss attributable to common shareholders was \$29.6 million as compared to \$4.9 million in the prior year. The change resulted from i) lower operating results of \$14.7 million, ii) impairment of \$15.5 million, iii) higher losses from joint ventures and associates of \$6.4 million, iv) a net gain on sale in the prior year of \$2.2 million, and v) higher interest expense of \$0.6 million. This was partially offset by i) lower restructuring and other expenses (net) of \$4.5 million, ii) higher other income of \$2.5 million, iii) lower depreciation and amortization of \$0.2 million, iv) lower income attributable to non-controlling interests of \$5.1 million, and v) a higher income tax recovery of \$2.4 million.

### OTHER COMPREHENSIVE (LOSS) INCOME (NET OF TAX)

For the year ended December 31, 2022, Glacier recognized an other comprehensive loss (net of tax) of \$0.7 million. The loss related to the mix of actuarial losses on defined benefit pension plans resulting from the change in actuarial assumptions, mainly the discount rate, and the change in the currency translation adjustment.

### CASH FLOW FROM OPERATIONS

Glacier's consolidated cash flow from operations was \$7.1 million (before changes in non-cash operating accounts) for the year ended December 31, 2022, as compared to \$16.5 million in the prior year. The change in cash flow from operations was primarily the result of the factors stated under "Revenue, Gross Profit, General & Administrative Expenses and EBITDA".

Capital expenditures were \$4.9 million, down from \$9.6 million in the prior year. The majority of the current year expenditures relate the development and implementation of software and websites, content development, data and technology, hardware, and leasehold improvements. Prior year capital expenditures primarily relate to the development and implementation of software and websites, content development, data and technology acquisition and the purchase of weather stations.

See "Summary of Financial Position, Financial Requirements and Liquidity" for further details.

### RELATED PARTY TRANSACTIONS

During the year ended December 31, 2022, the Company recorded IT, administration, consulting, interest and other expenses of \$3.5 million from Madison Venture Corporation ("Madison") and its subsidiaries. IT charges were not included in the prior year's fees as IT services transitioned from Glacier to Madison on January 1, 2022. Madison is a shareholder of the Company and certain of its officers and directors are officers and directors of the Company.

Madison provides strategic, financial, transactional advisory services and administrative services to the Company on an ongoing basis. These services have been provided with the intention of maintaining an efficient and cost-effective corporate overhead structure, instead of i) hiring more full-time corporate and administrative staff and thereby increasing fixed overhead costs and ii) retaining outside professional advisory firms on a more extensive basis.

During the year ended December 31, 2022, the Company paid Madison Pacific Properties Inc., a related entity to a shareholder of the Company, \$0.7 million for rent on leased properties.

During the year ended December 31, 2022, the Company paid an entity related to a shareholder of the Company, \$0.4 million for rent on leased properties.



## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

During the year ended December 31, 2022, the Company paid Grant Street Properties Inc., a related entity to a shareholder of the Company, \$0.8 million for rent on leased properties.

During the year ended December 31, 2022, the Company paid \$0.5 million to its associate Village Media Inc. for operational services.

During the year ended December 31, 2022, the Company paid its joint venture Great West Media LP for printing services as part of its normal operations. These services were provided at an agreed upon value. Total printing charged to the Company for the year was \$0.3 million.

At December 31, 2022, the Company had amounts due from an associate of \$2.7 million relating to non-operating advances. These amounts are non-interest bearing and have no fixed terms of repayment. These amounts are included in trade and other receivables.

The Company provides digital advertising related services to the associate at rates consistent with those charged to third parties for similar services.

### CONTINGENCY

During 2014-2018 an affiliate of the Company ("the affiliate") has received, from the Canada Revenue Agency ("CRA") and provincial tax authorities, tax notices of reassessments and assessments relating to the taxation years 2008-2017. The notices deny the application of non-capital losses, capital losses, scientific research and experimental development ("SR&ED") pool deductions and SR&ED tax credits claimed. As a result additional taxes payable including interest and penalties are assessed at approximately \$63.9 million. The affiliate has filed notices of objection with the CRA and provincial taxing authorities and has substantially paid the required deposits, which have been recorded in Other assets.

The Company, the affiliate and its counsel believe that the filing positions adopted by the affiliate in all years are appropriate and in accordance with the law. Accordingly, the Company has not recorded a liability in these consolidated financial statements for the reassessed taxes payable and related interest described above. If the entity is ultimately successful in defending its positions, deposits made plus applicable interest will be refunded. There is no assurance that the Company's objections will be successful. The affiliate is defending such positions. The Company and its affiliate expect to ultimately be successful in its objection. The ultimate outcome is uncertain.

# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### SELECTED INTERIM FINANCIAL INFORMATION

The following outlines selected financial statistics and performance measures for Glacier, on an IFRS basis (other than the non-IFRS measures noted) for the years ended December 31, 2022, 2021, and 2020:

(thousands of dollars) except share and per share amounts	2022	2021	2020
Revenue	\$ 176,012	\$ 164,562	\$ 151,304
Gross profit <sup>(2)</sup>	\$ 47,332	\$ 55,065	\$ 57,841
Gross margin	26.9%	33.5%	38.2%
EBITDA <sup>(1)</sup>	\$ 3,083	\$ 17,747	\$ 22,941
EBITDA margin <sup>(1)</sup>	1.8%	10.8%	15.2%
EBITDA per share <sup>(1)</sup>	\$ 0.02	\$ 0.14	\$ 0.18
Net loss attributable to common shareholders	\$ (29,553)	\$ (4,880)	\$ (14,966)
Net loss attributable to common shareholders per share	\$ (0.22)	\$ (0.04)	\$ (0.12)
Cash flow from operations	\$ 7,067	\$ 16,489	\$ 21,365
Cash flow from operations per share	\$ 0.05	\$ 0.13	\$ 0.17
Capital expenditures	\$ 4,945	\$ 9,566	\$ 4,530
Total assets	\$ 237,557	\$ 271,120	\$ 263,086
Total non-current financial liabilities	\$ 21,909	\$ 26,795	\$ 19,037
Equity attributable to common shareholders	\$ 150,933	\$ 178,547	\$ 170,761
Weighted average shares outstanding, net	132,558,408	130,895,835	125,213,346

Notes:

<sup>(1)</sup> Refer to "Non-IFRS Measures" and "EBITDA Reconciliation" section for calculation of non-IFRS measures used in this

<sup>(2)</sup> Gross profit for these purposes excludes depreciation and amortization.

The main factors affecting the comparability between years include:

- Operating performance of the Company's various business units and general market conditions during the reported years.
- Revenues continue to be impacted by declining print advertising revenue and the cyclical nature of certain of Glacier's businesses, including the fluctuating conditions in the mining and agriculture industry.
- The impact of COVID-19, and related restrictions and/or removal of restrictions, on certain of the Company's operations' revenues and expenses.
- Fluctuations in restructuring expenses including severance payments, transaction and transition expenses.
- In December 2022, the Company recorded an impairment charge of \$15.5 million. There was no impairment charge in the year ended December 31, 2021. An impairment charge \$23.5 million was recorded for the year ended December 31, 2020.
- In December 2022, one of the Company's investments in joint ventures and associates took an impairment of goodwill, along with a valuation allowance on certain deferred tax assets, resulting in the Company recording its share \$13.8 million share of losses from joint ventures and associates. In December 2021, one of the Company's investments in joint ventures and associates took an impairment of goodwill and non-amortizing intangible assets, along with a valuation allowance on certain deferred tax assets, resulting in the Company recording \$11.5 million share of losses from joint ventures and associates.
- In the third quarter of 2022, GFM's outdoor agricultural exhibition shows returned to full scale in-person shows after two years of scaled back virtual replacement shows as the result of COVID restrictions.

## GLACIER MEDIA INC.

### MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

- In 2022, the Company implemented a share-based compensation plan within certain subsidiary business units resulting in a non-cash cost of \$3.0 million, including a one-time implementation expense of \$1.7 million.
- In the comparative year ended December 31, 2021, the Company recorded \$5.2 million of CEWS as an offset to wage expense, as compared to \$18.7 million in 2020. Other subsidies were also received, at varying levels throughout 2021 as compared to 2020. Additionally, certain joint venture and associate entities also received CEWS during 2021 and 2020. No CEWS funding was recorded in 2022.
- In March 2021, the Company sold its energy business for net cash proceeds of \$4.3 million plus a potential earn-out of up to \$3.5 million. The earn-out is revenue based and payable over three years. The Company recorded an estimated \$1.2 million as a receivable relating to the discounted deferred consideration. A gain of \$2.2 million was recorded on the sale.
- In March 2021, the Company and GVIC Communications Corp. ("GVIC") completed a Plan of Arrangement pursuant to which Glacier acquired all of the Class B voting common shares and Class C non-voting shares of GVIC not already held by Glacier and its subsidiary, and by a wholly-owned limited partnership of GVIC. Shareholders of GVIC received, for each GVIC Share held, 0.8 of a common share of Glacier. The transaction resulted in the issuance of 7,542,213 new Glacier common shares.
- In November 2020, the Company, through its subsidiaries ERIS Information Inc. and ERIS Information LP (together "ERIS"), acquired the assets of GeoSearch LLC, a U.S. based company, resulting in increased revenues and expenses in subsequent periods.
- In July 2020, the sale of a 45% non-controlling interest in ERI Environmental Risk LP.

#### FOURTH QUARTER 2022 RESULTS AND OVERVIEW OF OPERATING PERFORMANCE

##### REVENUE

Glacier's consolidated revenue for the three months ended December 31, 2022, was \$42.7 million compared to \$43.8 million for the same period in the prior year.

Revenues in the fourth quarter were down compared to the same quarter in the prior year. Revenue decreases were driven by economic factors affecting certain industries including the impact of rising interest rates affecting both residential and commercial real estate, inflation, supply chain issues and the maturation of the print industry. This was partially offset by an increase in digital media revenues.

The Environmental and Property Information operations were impacted by rising interest rates negatively impacting the residential and commercial real estate sectors. This had a negative effect on both ERIS and REW's revenue in the fourth quarter. STP had revenue growth as their regulatory compliance services continue to expand.

The Commodity Information operation experienced a decrease in revenues. The decrease was primarily the result of declines in agricultural print advertising and the consolidation of advertisers in this space. The Company continues to focus on its agricultural information operations in key growth areas such as outdoor exhibitions, digital products, and online listings. The mining group experience revenue growth in the quarter despite a weak mining industry overall.

The Company's Community Media's operations continue to face ongoing print advertising declines. The print declines were offset by growth in the local digital media revenues in the quarter.

##### GROSS PROFIT

Glacier's consolidated gross profit for the three months ended December 31, 2022, was \$11.6 million compared to \$14.4 million for the same period in the prior year. Gross profit was affected by inflation in input costs, including increase wages in many of the Company's operations, and reallocation of personnel between direct and administrative functions. Additionally, there was an increase in headcount within many operations as compared to the fourth quarter of 2021.



## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### GENERAL & ADMINISTRATIVE EXPENSES

Glacier's consolidated general and administrative expenses were \$13.3 million for the three months ended December 31, 2022, compared to \$8.6 million for the same period in the prior year. General and administration costs increased as the result of inflation affecting input costs such as office costs, return to in-person events and travel, increased wages, reallocation of personnel between direct and administrative functions and the implementation of a share-based compensation plan within certain subsidiary business units resulting in a non-cash expense.

### EBITDA

Consolidated EBITDA was a loss of \$1.6 million for the three months ended December 31, 2022, as compared to income of \$5.8 million for the same period in the prior year. The decrease in EBITDA was due to the reasons stated under Revenue, Gross Profit and General & Administrative Expenses.

### NET LOSS ATTRIBUTABLE TO COMMON SHAREHOLDERS

Net loss attributable to common shareholders for the three months ended December 31, 2022, increased by \$21.0 million as compared to income in the same period in the prior year. The change resulted from i) lower operating results of \$7.5 million, ii) impairment of \$15.5 million, iii) higher share of losses from joint ventures and associates of \$4.2 million, v) higher interest expense of \$0.2 million, and v) higher loss from non-controlling interests of \$0.8 million. This was partially offset by i) higher other income of \$2.5 million, ii) lower restructuring and other expenses (net) of \$2.9 million and iii) lower depreciation and amortization of \$0.2 million.

### CASH FLOW FROM OPERATIONS

Glacier's consolidated cash flow used in operations was \$1.7 million (before changes in non-cash working capital) for the three months ended December 31, 2022, compared to cash generated of \$4.1 million for the same period in the prior year. The change in cash flow from operations was primarily the result of the factors described under Revenue, Gross Profit and General & Administrative Expenses.

See Summary of Financial Position, Financial Requirements and Liquidity for further details.



# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### SUMMARY OF QUARTERLY RESULTS

The following outlines the significant financial performance measures for Glacier for the last eight quarters:

(thousands of dollars) except share and per share amounts	Trailing 12 Months	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Revenue	\$ 176,012	\$ 42,725	\$ 47,920	\$ 43,135	\$ 42,232
EBITDA <sup>(1)</sup>	\$ 3,083	\$ (1,630)	\$ 1,837	\$ 636	\$ 2,240
EBITDA margin <sup>(1)</sup>	1.8%	-3.8%	3.8%	1.5%	5.3%
EBITDA per share <sup>(1)</sup>	\$ 0.02	\$ (0.01)	\$ 0.01	\$ 0.00	\$ 0.02
Net loss attributable to common shareholders	\$ (29,553)	\$ (25,753)	\$ (748)	\$ (2,386)	\$ (666)
Net loss attributable to common shareholders per share	\$ (0.22)	\$ (0.19)	\$ (0.01)	\$ (0.02)	\$ (0.01)
Cash flow from operations	\$ 7,067	\$ (1,681)	\$ 3,586	\$ 2,022	\$ 3,140
Cash flow from operations per share	\$ 0.05	\$ (0.01)	\$ 0.03	\$ 0.02	\$ 0.02
Capital expenditures	\$ 4,945	\$ 1,327	\$ 1,486	\$ 1,040	\$ 1,092
Equity attributable to common shareholders	\$ 150,933	\$ 150,933	\$ 176,169	\$ 177,245	\$ 177,389
Weighted average shares outstanding, net	132,558,408	132,396,635	132,503,804	132,601,956	132,755,559

  

	Trailing 12 Months	Q4 2021	Q3 2021	Q2 2021	Q1 2021
Revenue	\$ 164,562	\$ 43,841	\$ 40,211	\$ 41,013	\$ 39,497
EBITDA <sup>(1)</sup>	\$ 17,747	\$ 5,846	\$ 3,248	\$ 4,250	\$ 4,403
EBITDA margin <sup>(1)</sup>	10.8%	13.3%	8.1%	10.4%	11.1%
EBITDA per share <sup>(1)</sup>	\$ 0.14	\$ 0.04	\$ 0.02	\$ 0.03	\$ 0.04
Net (loss) income attributable to common shareholders	\$ (4,880)	\$ (4,784)	\$ 75	\$ (1,902)	\$ 1,731
Net (loss) income attributable to common shareholders per share	\$ (0.04)	\$ (0.04)	\$ 0.00	\$ (0.01)	\$ 0.01
Cash flow from operations	\$ 16,489	\$ 4,052	\$ 3,166	\$ 3,356	\$ 5,915
Cash flow from operations per share	\$ 0.13	\$ 0.03	\$ 0.02	\$ 0.03	\$ 0.05
Capital expenditures	\$ 9,566	\$ 5,205	\$ 1,188	\$ 2,060	\$ 1,113
Equity attributable to common shareholders	\$ 178,547	\$ 178,547	\$ 182,186	\$ 181,765	\$ 182,795
Weighted average shares outstanding, net	130,895,835	132,755,559	132,755,559	132,755,559	125,213,346

Notes:

<sup>(1)</sup> Refer to "Non-IFRS Measures" and "EBITDA Reconciliation" section for calculation of non-IFRS measures used in this table.

The main factors affecting comparability of results over the last eight quarters are:

- Operating performance of the Company's various business units, including cost-reduction initiatives and general market conditions during the reported periods.
- Revenues continue to be impacted by declining print advertising revenue and the cyclical nature of certain of Glacier's businesses, including the fluctuating conditions in the mining and agriculture industry.
- The impact of COVID-19, and related restrictions and/or removal of restrictions, on certain of the Company's operations' revenues and expenses.
- Fluctuations in restructuring expenses including severance payments, transaction and transition expenses.
- In December 2022, the Company recorded an impairment charge of \$15.5 million. There was no impairment charge in the year ended December 31, 2021.
- In December 2022, one of the Company's investments in joint ventures and associates took an impairment of goodwill, along with a valuation allowance on certain deferred tax assets, resulting in the Company recording its share \$13.8 million share of losses from joint ventures and associates. In December 2021, one of the Company's investments in joint ventures and associates took an impairment of goodwill and non-amortizing intangible assets, along with a valuation allowance on certain deferred tax assets, resulting in the Company recording \$11.5 million share of losses from joint ventures and associates.
- In the third quarter of 2022, GFM's outdoor agricultural exhibition shows returned to full scale in-person shows after two years of scaled back virtual replacement shows as the result of COVID restrictions.

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

- In the second quarter of 2022, Company implemented a share-based compensation plan within certain subsidiary business units resulting in a non-cash implementation cost of \$1.7 million.
- The \$0.4 million of CEWS as an offset to wage expense for the three months ended December 31, 2021, \$1.4 million for the three months ended September 30, 2021, \$1.2 million for the three months ended June 30, 2021, and \$2.2 million for the three months ended March 31, 2021. The total CEWS recorded in 2021 was \$5.2 million, in the comparative period. Other subsidies were also received, at varying levels throughout 2022, and 2021. Additionally, certain joint venture and associate entities also received CEWS and other government funding during these periods. There was no CEWS recorded in 2022.
- In March 2021, the Company sold its energy business for net cash proceeds of \$4.3 million plus a potential earn-out of up to \$3.5 million. The earn-out is revenue based and payable over three years. The Company recorded an estimated \$1.2 million as a receivable relating to the discounted deferred consideration. A gain of \$2.2 million was recorded on the sale.
- In March 2021, the Company and GVIC Communications Corp. ("GVIC") completed a Plan of Arrangement pursuant to which Glacier acquired all of the Class B voting common shares and Class C non-voting shares of GVIC not already held by Glacier and its subsidiary, and by a wholly owned limited partnership of GVIC. Shareholders of GVIC received, for each GVIC Share held, 0.8 of a common share of Glacier. The transaction resulted in the issuance of 7,542,213 new Glacier common shares.

### EBITDA RECONCILIATION

The following table reconciles the Company's net (loss) income attributable to common shareholders as reported under IFRS to EBITDA, which is considered a non-GAAP measure.

(thousands of dollars)

except share and per share amounts	2022	2021	2020
Net loss attributable to common shareholders	\$ (29,553)	\$ (4,880)	\$ (14,966)
Add (deduct):			
Non-controlling interests	\$ 624	\$ 5,726	\$ 225
Interest expense, net	\$ 1,713	\$ 1,117	\$ 2,190
Depreciation and amortization	\$ 12,455	\$ 12,626	\$ 12,152
Net gain on sale	\$ -	\$ (2,207)	\$ -
Impairment expense	\$ 15,525	\$ -	\$ 23,505
Other income	\$ (4,247)	\$ (1,770)	\$ (3,014)
Restructuring and other expenses (net)	\$ 904	\$ 5,426	\$ 5,796
Share of losses (earnings) from joint ventures and associates	\$ 11,829	\$ 5,467	\$ (3,309)
Income tax (recovery) expense	\$ (6,167)	\$ (3,758)	\$ 362
EBITDA <sup>(1)</sup>	\$ 3,083	\$ 17,747	\$ 22,941
Weighted average shares outstanding, net	132,558,408	130,895,835	125,213,346
Net loss attributable to common share holders per share	\$ (0.22)	\$ (0.04)	\$ (0.12)
EBITDA per share <sup>(1)</sup>	\$ 0.02	\$ 0.14	\$ 0.18

Notes:

<sup>(1)</sup> Refer to "Non-IFRS Measures" section of MD&A for discussion of non-IFRS measures used in this table.

# GLACIER MEDIA INC.

## MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### SUMMARY OF FINANCIAL POSITION, FINANCIAL REQUIREMENTS AND LIQUIDITY

Glacier generates sufficient cash flow from operations to meet anticipated working capital, capital expenditures, and debt service requirements.

As at December 31, 2022, Glacier had consolidated cash and cash equivalents of \$19.6 million, current and long-term debt of \$7.6 million, its share of net deferred purchase price obligations of \$5.6 million to be paid over the next two years, and working capital of \$23.5 million, excluding deferred revenue. Glacier's actual cash working capital is greater than reflected by the amounts indicated on the consolidated balance sheet due to deferred revenue relating to renewals and subscriptions that have been paid for by subscribers but not yet delivered; and the costs associated with the fulfillment of this liability are less than the amount indicated in current liabilities.

Capital expenditures were \$4.9 million in the year down from \$9.6 million as compared to the prior year. The majority of the current year expenditures relate the development and implementation of software and websites, content development, data and technology, hardware, and leasehold improvements. Prior year capital expenditures primarily relate to the development and implementation of software and websites, content development, data and technology acquisition and the purchase of weather stations.

### CHANGES IN FINANCIAL POSITION

(thousands of dollars)	2022	2021	2020
	\$	\$	\$
Cash generated from (used in)			
Operating activities	7,946	14,113	26,319
Investing activities	(2,770)	(342)	(6,391)
Financing activities	(7,284)	(6,302)	(10,766)
(Decrease) increase in cash	(2,108)	7,469	9,162

The changes in the components of cash flows during the years ended 2022 and 2021 are detailed in the consolidated statements of cash flows of the financial statements. The more significant changes are discussed below.

### OPERATING ACTIVITIES

Glacier generated cash flow from operations before changes in non-cash operating accounts of \$7.1 million for the year ended December 31, 2022, as compared to \$16.5 million in the prior year as the result of the factors stated under Revenue, Gross Profit, General & Administrative Expenses and EBITDA. Cash flow generated from operations after changes in non-cash working capital was \$7.9 million for the year ended December 31, 2022, as compared to \$14.1 million in the prior year.

### INVESTING ACTIVITIES

Cash used in investing activities totalled \$2.8 million for the year ended December 1, 2022, as compared to \$0.3 million in the prior year. Investing activities included \$4.9 million of capital expenditures, \$2.4 million distributions received from joint ventures and associates, and \$0.3 million of other net investing activities.

### FINANCING ACTIVITIES

Cash used in financing activities was \$7.3 million for the year ended December 31, 2022, as compared to \$6.3 million in the prior year. The Company made distributions to non-controlling interests of \$4.0 million, received contributions from non-controlling interests of \$1.6 million, repurchase of common shares through the NCIB of \$0.4 million, interest paid on debt of \$0.5 million, interest paid on lease liabilities of \$0.5 million, net repayment of debt of \$0.4 million and principal payment of lease liabilities of \$3.1 million.

### OUTSTANDING SHARE DATA

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

As at December 31, 2022, there were 131,629,429 common shares and 1,115,000 share purchase warrants outstanding.

The Company has a Normal Course Issuer Bid ("NCIB") to buy back up to 5,300,000 common shares, for cancellation, between April 4, 2022, and April 3, 2023. Daily purchases of shares under the NCIB are limited to 20,016 shares, subject to certain exceptions. The Company also entered into an automatic securities purchase plan with a designated broker under the NCIB which would allow for the purchase of shares under the NCIB when the Company ordinarily would not be permitted to purchase shares due to regulatory restrictions and customary self-imposed blackout periods. Between April 4, 2022, and December 31, 2022, the Company repurchased 1,126,130 common shares. Between January 1, 2023, and March 22, 2023, the Company repurchased 352,231 common shares at an average share price of \$0.34 per share.

As at March 22, 2023, there were 131,277,198 common shares and 1,115,000 share purchase warrants outstanding. The warrants outstanding allow the holder to purchase one common share per warrant at \$4.48 per share. The warrants expire on June 28, 2029, unless extended.

### CONTRACTUAL AGREEMENTS

As at December 31, 2022, the Company has an agreement with a major Canadian bank. The facility, which matures on May 31, 2024, is a revolving facility with no requirement for principal payments during the term.

In summary, the Company's contractual obligations due over the next five calendar years are as follows:

(thousands of dollars)	Total	2023	2024	2025	2026	2027	Thereafter
	\$	\$	\$	\$	\$	\$	\$
Debt	7,621	456	7,165	-	-	-	-
Undiscounted lease liabilities	11,330	3,764	2,828	1,485	892	662	1,699
	18,951	4,220	9,993	1,485	892	662	1,699

Under the existing agreement, the Company, its subsidiaries and its affiliates are required to meet certain covenants. The Company, its subsidiaries and its affiliates were fully in compliance with these covenants at December 31, 2022, and 2021.

### FINANCIAL INSTRUMENTS

The Company's activities result in exposure to a variety of financial risks, including risks relating to foreign exchange, credit, interest rate, and liquidity risk.

Certain of the Company's products are sold at prices denominated in U.S. dollars while the majority of its operational costs and expenses are incurred in Canadian dollars. An increase in the value of the Canadian dollar relative to the U.S. dollar reduces the revenue in Canadian dollar terms realized by the Company from sales made in U.S. dollars.

The Company also has foreign operations in the United States whose earnings are exposed to foreign exchange risk.

The Company sells its products and services to a variety of customers under various payment terms and therefore is exposed to credit risks from its trade receivables from customers. The Company has adopted policies and procedures designed to limit these risks. The carrying amounts for trade receivables are net of applicable expected credit loss allowances, which are determined using the expected credit losses ("ECL") model. Expected credit losses are measured as the present value of cash shortfalls from all possible default events, discounted at the effective interest rate of the financial asset. The Company is protected against any concentration of credit risk through its products, broad clientele, and geographic diversity.

## GLACIER MEDIA INC.

### MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

The Company's interest rate risk mainly arises from the interest rate impact on cash and floating rate debt. The Company actively manages its interest rate risk through ongoing monitoring of market interest rates and the overall economic situation.

The Company is exposed to liquidity risk with respect to trade payables, debt, and contractual obligations. The Company manages liquidity by maintaining adequate cash balances and by having appropriate lines of credit available. In addition, the Company continuously monitors and reviews both actual and forecasted cash flows. Management believes that future cash flow from operations and the availability under existing banking arrangements will be adequate to support its financial liabilities. Glacier's actual cash working capital is greater than reflected by the amounts indicated on the consolidated balance sheet due to deferred revenue relating to renewals and subscriptions that have been paid for by subscribers but not yet delivered; and the costs associated with the fulfillment of this liability are less than the amount indicated in current liabilities.

The carrying value of certain financial instruments maturing in the short-term approximates their fair value. These financial instruments include cash and cash equivalents, trade and other receivable, trade and other payables, debt and other current and non-current liabilities (classified as measured at amortized cost), and other investments (classified as measured at fair value through other comprehensive income or fair value through profit and loss). The fair values calculated approximate the amounts for which the financial instruments could be settled between consenting parties, based on current market data for similar instruments. Consequently, as estimates must be used to determine fair value, they must not be interpreted as being realizable in the event of an immediate settlement of the instruments.

#### BUSINESS ENVIRONMENT AND RISKS

##### FOREIGN EXCHANGE

Certain of the Company's products are sold at prices denominated in U.S. dollars while the majority of its operational costs and expenses are incurred in Canadian dollars. An increase in the value of the Canadian dollar relative to the U.S. dollar reduces the revenue in Canadian dollar terms realized by the Company from sales made in U.S. dollars.

The Company also has foreign operations in the United States and the United Kingdom, whose earnings are exposed to foreign exchange risk.

##### GOVERNMENT PROGRAMS

The Department of Canadian Heritage's Canada Periodical Fund's Aid to Publishers program and Special Measures for Journalism program provides subsidies to eligible Canadian publications, including Western Producer Publications, Farm Business Communications and the Glacier community media group. While the Aid to Publishers program has been in place for decades, there is no guarantee that this subsidy will continue to be offered.

In 2022, the Company received these grants at levels comparable to the prior year. These grants are recorded as an offset against the related expenses in the statement of operations.

The federal government introduced a journalism tax credit whereby qualifying news organizations may apply for a refundable tax credit applied to the salaries of certain journalists.

The federal government introduced the Canadian Emergency Wage Subsidy program to help businesses keep workers employed through the challenges posed by the COVID-19 pandemic. The Company no longer qualified for the CEWS program funding after October 2021.

##### GENERAL MARKET CONDITIONS

Glacier's Business Information operations generate revenue through the sale of specialized data and information available electronically to its customers. Revenue is generated through the purchase of data and information products, advertising, and subscriptions.

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

Glacier's Community Media Group generates revenue through the sale of print and digital advertising and digital services revenue. As such, it is reliant upon general economic conditions and the spending plans of advertisers. A significant downturn in the national or regional economies may adversely affect revenues, as could significant changes in advertisers' promotional strategies.

Certain operations are tied to both the commercial and residential real estate markets. A downturn in real estate markets, from events such as rising interest rates, economic uncertainty, and government regulations can have an effect on the related revenue generations in the operations.

Glacier's print publications, in both the Business Information Group and the Community Media Group are affected by changes in the prices of purchased supplies, including newsprint.

Certain of our products operate in the commodity and resource space and are subject to the fluctuations in their price, volume and other factors in their various markets.

Widespread inflation and corresponding interest rate increases resulted in increased input costs, wage expenses and office costs. Economic uncertainty relating to inflation and interest rate increases is also affecting the Company's customers and spending plans of advertisers.

Although Glacier is well diversified, competition is a continuing risk from existing businesses or new ones.

- ERIS provides comprehensive information from a variety of databases regarding potential environmental liability.
- REW is a real estate portal providing residential real estate listings and property information.
- Glacier FarmMedia, Glacier Resource Innovation Group and Business in Vancouver publishes a wide variety of specialized publications distributed across Canada.
- Glacier FarmMedia host two large outdoor agricultural exhibition shows annually. Many of Glacier's operations host other smaller events.
- The Community Media Group publishes newspapers in a variety of communities in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec and the United States, and is geographically diversified as a result.
- Glacier disseminates its information in print, online and digital format.

The large North American business information and community media markets continue to offer many growth opportunities for the Company.

Additional information on the Company's business environment and risks is included in the Company's Annual Information Form filed on SEDAR.

### DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

The Company has established disclosure controls and procedures to ensure that information disclosed in this MD&A and the related consolidated financial statements was properly recorded, processed, summarized and reported to the Audit Committee and the Board. The Company's Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") have evaluated the effectiveness of these disclosure controls and procedures for the year ending December 31, 2022, and have concluded that they are effective.

The CEO and CFO, while acknowledging responsibility for the design of internal controls over financial reporting ("ICFR"), and confirming that there were no changes in these controls that occurred during the most recent year ended December 31, 2022 which materially affected, or are reasonably likely to materially affect, the Company's ICFR and based upon their evaluation of these controls for the year ended December 31, 2022, the CEO and CFO have concluded that these controls are effective. The CEO and CFO have certified such findings and reported to the Audit Committee, which in turn, has included such certification and report in the Audit Committee's

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

recommendation to the Board of Directors. The Board of Directors in passing its resolutions acknowledges that it is basing and relying on such certification and report.

### CRITICAL ACCOUNTING ESTIMATES

The preparation of the annual consolidated financial statements in conformity with International Financial Reporting Standards requires management to make estimates and assumptions that affect the amounts recorded in the consolidated financial statements. Management regularly reviews these estimates, including impairment of goodwill and assets with indefinite and finite lives, retirement benefit assets/obligations, income taxes, fair value assessment of business combinations, and useful lives for depreciation and amortization of property, plant and equipment and finite life intangible assets. While it is reasonably possible that circumstances may arise which cause actual results to differ from these estimates, management does not believe it is likely that any such differences will materially affect Glacier's financial position.

### INCOME TAXES

In accordance with IFRS recommendations, Glacier recognizes deferred income tax assets when it is more likely than not that the future income tax assets will be realized. This assumption is based on management's best estimate of future circumstances and events. If these estimates and assumptions are changed in the future, the value of the future income tax assets could be reduced or increased, resulting in an income tax expense or recovery. Glacier re-evaluates its future income tax assets on a regular basis.

### RETIREMENT BENEFIT ASSETS/OBLIGATIONS

Glacier's defined benefit plan provides both pension and other retirement benefits to certain salaried and hourly employees not covered by industry union plans.

Effective December 31, 2015, the Company made the decision to eliminate future benefit accruals under the defined benefit provision of the plan. Credited Service and final average earnings were permanently set. This change affects all members who were actively accruing benefits in the Plan as at December 31, 2015. Effective January 1, 2016, all eligible employees have joined a new defined contribution plan sponsored by Glacier. The Company also has health care plans covering certain hourly and retired salaried employees. Effective December 31, 2015, the post retirement benefit plan was closed for new retirees. Employees retiring after December 31, 2015, are not eligible for post-retirement benefits. The Company's defined benefit pension plan related to its subsidiary remains unchanged.

Glacier uses independent actuarial firms to perform actuarial valuations of the fair value of pension and other retirement benefit plan obligations. The application of these recommendations requires judgments regarding certain assumptions that affect the accrued benefit provisions and related expenses, including the discount rate used to calculate the present value of the obligations and the assumed health care cost trend rates. Management and the Board of Director's Pension Committee evaluate these assumptions annually based on experience and the recommendations of its actuarial firms. Changes in these assumptions result in actuarial gains or losses, which are recorded in comprehensive income or loss for the year.

### SHARE-BASED PAYMENTS

The Company provides incentives via share-based payment entitlements. Share based compensation relates to equity settled restricted share units within certain of the Company's subsidiaries. The grant date fair values of equity settled RSUs granted are recognized as an expense, with a corresponding increase in equity, over the vesting period. The amount recognized as an expense is based on the estimate of the number of RSUs expected to vest. Upon vesting of equity settled RSUs, an expense is recorded with an offset to share capital within the subsidiary. This is converted to contributed surplus upon consolidation. The fair value of the RSU is determined based on the fair value of the underlying equity securities using market multiples of projected annual revenues and operating income and/or recent third-party transactions.

## GLACIER MEDIA INC. MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")

### IMPAIRMENT OF INTANGIBLE ASSETS AND GOODWILL

Goodwill, which is the excess of the purchase price paid for an acquisition over the fair value of the net assets acquired, is not amortized but is assessed annually for impairment or more frequently if events or circumstances indicate that it may be impaired.

Indefinite life intangible assets consisting mainly of mastheads which have an indefinite useful life and are not amortized but tested annually for impairment or more frequently if impairment indicators arise.

Intangible assets with a finite life, which consist of subscription lists, customer relationships, other intangible assets and data and technology, and software, are reviewed for impairment when the occurrence of events or changes in circumstances indicates that the carrying value of the assets may not be recoverable.

For goodwill, finite life intangible assets and investments in joint ventures and associates, the recoverable amount was determined using five-year cash flow budgets approved by management that made maximum use of observable market inputs and outputs. For periods beyond the budget period, cash flows were extrapolated using expected future growth rates taking into consideration historical rates and projected future structural changes to the industry, in the respective CGU or groups of CGUs and taking into account expected future operating results, cost savings achieved through cost savings initiatives, economic conditions and outlook for the industry within which the reporting unit operates. For certain CGUs, where cash flows have become difficult to forecast, we have also considered other valuation techniques such as an enterprise value approach utilizing revenue multiples and considering other comparable market information.

For indefinite life intangible assets, the recoverable amount was determined using budgeted revenues to determine the relief from royalties that the mastheads and trademarks provide. For periods beyond the budget period, revenues were extrapolated using expected future growth rates taking into consideration historical rates and projected future structural changes to the industry.

The methods are based on many assumptions and estimates that may have a significant impact on the recoverable value of a CGU, and as a result on the amount of impairment recorded, if any. The impact of any significant changes in assumptions and the review of estimates are recognized through profit or loss in the period in which the change occurs. The most significant assumptions used in the Company's discounted cash flow models relating to goodwill is the forecasted EBITDA, annual growth rates and discount rates. The most significant assumptions used in the Company's relief from royalty models relating to indefinite life intangible assets are relating to the royalty rate and revenue growth rates.

In 2022, certain CGUs were impacted by the current economic uncertainty driven by inflation and rising interest rates, along with the continued decline of the print industry. Based on the annual testing \$15.5 million of impairment expense was recorded in the fourth quarter of 2022. In 2021, no impairment was recorded.

In its assessment of the recoverable amounts of the groups of CGUs, the Company performed a sensitivity analysis of key assumptions used in the impairment testing models, being: discount rates, forecasted EBITDA growth and annual growth rates. The results of the sensitivity analysis show that some of the CGU's remain sensitive to a reasonable change in underlying significant assumptions. The Commodity Information group of CGUs remain sensitive to forecasted EBITDA, annual growth rates and discount rate. Certain CGUs within the BC Community group remain sensitive to changes in royalty rates and discount rates.

### FAIR VALUE OF BUSINESS COMBINATIONS

On the acquisition of a business, the Company is required to identify and measure the various assets and liabilities acquired. This is based on the estimated fair value of each item acquired with the remainder of the purchase price being recognized as goodwill. Judgements are used when determining the split between intangible assets and goodwill. Estimates and judgments related to revenue and gross margin forecasts, customer attrition rate, and discount rate are used to determine the overall fair value of the purchase price when there is deferred and variable consideration.





**GLACIER MEDIA INC.**  
**MANAGEMENT'S DISCUSSION & ANALYSIS ("MD&A")**

To estimate the fair value of the customer relationships, management used the excess earnings method by using a discounted cash flow model. Management developed key assumptions related to revenue and gross margin forecasts, customer attrition rate, and discount rate. To estimate the fair value of the data, management used the replacement cost method.

**ESTIMATED USEFUL LIVES**

Management estimates the useful lives of property, plant and equipment and finite life intangible assets based on the period during which the assets are available for use. The amounts and timing of depreciation and amortization for these assets are affected by useful lives. The estimates are reviewed annually and are updated for changes in the assets' expected useful lives.



## Independent auditor's report

To the Shareholders of Glacier Media Inc.

---

### Our opinion

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Glacier Media Inc. and its subsidiaries (together, the Company) as at December 31, 2022 and 2021, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board (IFRS).

### What we have audited

The Company's consolidated financial statements comprise:

- the consolidated statements of operations for the years ended December 31, 2022 and 2021;
- the consolidated statements of comprehensive (loss) income for the years ended December 31, 2022 and 2021;
- the consolidated balance sheets as at December 31, 2022 and 2021;
- the consolidated statements of changes in equity for the years ended December 31, 2022 and 2021;
- the consolidated statements of cash flows for the years ended December 31, 2022 and 2021; and
- the notes to the consolidated financial statements, which include significant accounting policies and other explanatory information.

---

### 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 *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report.

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

### Independence

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

PricewaterhouseCoopers LLP  
PricewaterhouseCoopers Place, 250 Howe Street, Suite 1400, Vancouver, British Columbia, Canada V6C 3S7  
T: +1 604 806 7000, F: +1 604 806 7806

"PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.



## Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements for the year ended December 31, 2022. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matter	How our audit addressed the key audit matter
<p><b>Impairment assessment of goodwill, and impairment assessment of investments in joint ventures and associates</b></p> <p><i>Refer to note 3 – Significant accounting policies, note 4 – Critical accounting estimates and judgments and uncertainty, note 7 – Investments in joint ventures and associates, note 13 – Goodwill and note 14 – Impairment to the consolidated financial statements.</i></p> <p>The Company had goodwill of \$27.1 million and investments in joint ventures and associates of \$26.3 million as at December 31, 2022. Management conducts an impairment test for goodwill annually, or more frequently if events or circumstances indicate that the carrying value of goodwill may not be recoverable. Management conducts an impairment test for investments in joint ventures and associates if events or circumstances indicate that the carrying value of these investments may be impaired. Goodwill is tested for impairment by management at the cash generating unit (CGU) or group of CGUs level. Investments in joint ventures and associates are monitored and tested for impairment by management at an investment level. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is based on the greater of the value in use and the fair value less costs to dispose of the CGUs, groups of CGUs, or investments. The recoverable</p>	<p>Our approach to addressing the matter involved the following procedures, among others:</p> <ul style="list-style-type: none"><li>• Evaluated how management determined the recoverable amounts, which included the following:<ul style="list-style-type: none"><li>– For the discounted cash flow models:<ul style="list-style-type: none"><li>○ Tested the appropriateness of the models used and the mathematical accuracy of the discounted cash flow models.</li><li>○ Evaluated whether management's assumptions related to cash flow forecasts and annual and expected growth rates were reasonable, considering (i) the current and past performance of the relevant CGUs and investments; (ii) the comparability with external market and industry data; and (iii) whether these assumptions were aligned with evidence obtained in other areas of the audit.</li><li>○ Tested the underlying data used in the discounted cash flow model.</li><li>○ Professionals with specialized skill and knowledge in the field of valuation assisted in evaluating the appropriateness of management's models and testing the reasonableness of the pre-tax</li></ul></li></ul></li></ul>



Key audit matter	How our audit addressed the key audit matter
<p>amounts were determined using discounted cash flow models or market-based valuation models.</p> <p>For discounted cash flow models, management used five-year cash flow forecasts that made use of observable market inputs and outputs. For the period beyond the five-year forecast period, cash flows were extrapolated using expected future growth rates. Key assumptions used by management included cash flow forecasts, annual and expected future growth rates and pre-tax discount rates.</p> <p>During the year ended December 31, 2022, management recorded impairment losses of \$9.0 million and \$5.1 million related to goodwill and investments in joint ventures and associates, respectively.</p> <p>We considered this a key audit matter due to the judgments made by management in determining the recoverable amount of the CGUs or investments, including the use of key assumptions. This has resulted in a high degree of subjectivity and audit effort in performing audit procedures to test the key assumptions. Professionals with specialized skill and knowledge in the field of valuation assisted us in performing our procedures.</p>	<p>discount rates applied by management.</p> <ul style="list-style-type: none"><li>• Tested the disclosures made in the consolidated financial statements.</li></ul>
<p><b>Impairment assessment of indefinite life intangible assets</b></p> <p><i>Refer to note 3 – Significant accounting policies, note 4 – Critical accounting estimates and judgments and uncertainty, note 11 – Intangible assets and note 14 – Impairment to the consolidated financial statements.</i></p> <p>The Company had indefinite life intangible assets with a carrying value of \$17.1 million as at</p>	<p>Our approach to addressing the matter involved the following procedures, among others:</p> <ul style="list-style-type: none"><li>• Evaluated how management determined the recoverable amounts of the indefinite life intangible assets, which included the following:<ul style="list-style-type: none"><li>– Tested the reasonability of management’s assumptions related to budgeted revenues and annual growth rates by considering the current and past</li></ul></li></ul>



### Key audit matter

December 31, 2022. The indefinite life intangible assets consist of mastheads and trademarks across various CGUs. Management conducts an impairment test annually, or more frequently if events or circumstances indicate that the carrying value of indefinite life intangible assets may not be recoverable. Indefinite life intangible assets are tested for impairment by management at the CGU or group of CGUs level. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is based on the greater of the value in use and the fair value less costs to dispose of the CGUs or groups of CGUs.

To determine the recoverable amounts of indefinite life intangible assets, management used the relief from royalty method, which involves budgeted revenues for the mastheads and trademarks. For periods beyond the budget period, revenues were extrapolated using expected future growth rates taking into consideration historical rates and projected future structural changes to the industry. Key assumptions used by management in estimating the recoverable amounts included budgeted revenues, annual growth rates, royalty rates, and pre-tax discount rates.

During the year ended December 31, 2022, management recorded an impairment of indefinite life intangible assets of \$0.5 million.

We considered this a key audit matter due to the judgments made by management in developing assumptions to determine the recoverable amounts. This in turn resulted in significant audit effort and subjectivity in performing audit procedures to test the recoverable amounts determined by management. Professionals with specialized skill and knowledge in the field of

### How our audit addressed the key audit matter

performance of the CGU or group of CGUs on the assumptions used in the method, and whether these assumptions were consistent with evidence obtained in other areas of the audit.

- Professionals with specialized skill and knowledge in the field of valuation assisted in evaluating the appropriateness of management's relief from royalty method, as well as certain key assumptions such as royalty rates and the pre-tax discount rates.
- Tested the underlying data used in the relief from royalty method.
- Tested the disclosures made in the consolidated financial statements.



#### Key audit matter

#### How our audit addressed the key audit matter

valuation assisted us in performing our procedures.

---

#### Other information

Management is responsible for the other information. The other information comprises the Management's Discussion and Analysis.

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

In connection with our audit of the consolidated 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 consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

---

#### Responsibilities of management and those charged with governance for the consolidated financial statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS, 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.

In preparing the consolidated 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.

---

#### Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 these consolidated 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 consolidated 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 auditor's report to the related disclosures in the consolidated 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 auditor's 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 consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We 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.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.



From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Frans Minnaar.

**/s/PricewaterhouseCoopers LLP**

Chartered Professional Accountants

Vancouver, British Columbia  
March 22, 2023



**GLACIER MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

(EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

	2022	2021
	\$	\$
<b>Revenue</b> (Note 24)	176,012	164,562
Operational expenses before depreciation and amortization and other items		
Direct expenses (Note 25)	128,680	109,497
General and administrative (Note 25)	44,249	37,318
	3,083	17,747
Interest expense, net (Note 27)	1,713	1,117
Depreciation and amortization (Note 12)	12,455	12,626
Net gain on sale (Note 5)	-	(2,207)
Impairment expense (Note 14)	15,525	-
Other income (Note 29)	(4,247)	(1,770)
Restructuring and other expenses (net) (Note 28)	904	5,426
Share of losses from joint ventures and associates (Note 7)	11,829	5,467
Net loss before income taxes	(35,096)	(2,912)
Income tax recovery (Note 23)	(6,167)	(3,758)
<b>Net (loss) income for the year</b>	<b>(28,929)</b>	<b>846</b>
Net loss attributable to:		
Common shareholders (Note 21)	(29,553)	(4,880)
Non-controlling interests (Note 8)	624	5,726
Net loss attributable to common shareholder per share		
Basic and diluted (Note 21)	(0.22)	(0.04)
Weighted average number of common shares		
Basic and diluted	132,558,408	130,895,835

See accompanying notes to these consolidated financial statements

GLACIER MEDIA INC.  
 CONSOLIDATED STATEMENTS OF  
 COMPREHENSIVE (LOSS) INCOME  
 FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021  
 (EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS)

	2022	2021
	\$	\$
<b>Net (loss) income for the year</b>	(28,929)	846
Other comprehensive (loss) income (net of tax) (Note 22)		
Actuarial (loss) income on defined benefit pension plans <sup>(1)</sup>	(1,820)	6,269
Currency translation adjustment <sup>(2)</sup>	37	145
Share of other comprehensive income from joint ventures and associates <sup>(1)</sup> (Note 7)	1,074	2,708
<b>Other comprehensive (loss) income (net of tax)</b>	(709)	9,122
<b>Total comprehensive (loss) income</b>	(29,638)	9,968
Total comprehensive (loss) income attributable to:		
Common shareholders	(30,160)	3,634
Non-controlling interests	522	6,334

<sup>(1)</sup> Recorded directly in deficit.

<sup>(2)</sup> Recycled through the consolidated statement of operations in current and future periods.

See accompanying notes to these consolidated financial statements

GLACIER MEDIA INC.  
CONSOLIDATED BALANCE SHEETS  
AS AT DECEMBER 31, 2022 AND 2021

(EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS)

	2022	2021
	\$	\$
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	19,636	21,744
Trade and other receivables (Note 6)	34,332	35,686
Inventory	3,054	2,672
Prepaid expenses	2,670	2,504
	59,692	62,606
<b>Non-current assets</b>		
Investments in joint ventures and associates (Note 7)	26,324	44,604
Other assets (Note 5 and 19)	26,556	28,894
Right-of-use assets (Note 9)	9,264	10,244
Property, plant and equipment (Note 10)	30,083	31,802
Intangible assets (Note 11)	37,485	41,411
Goodwill (Note 13)	27,141	35,741
Post-employment benefit asset (Note 18)	7,828	10,438
Deferred income taxes (Note 23)	13,184	5,380
<b>Total assets</b>	237,557	271,120
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables (Note 15)	29,515	29,624
Deferred revenue	11,611	10,798
Current portion of lease liabilities (Note 9)	3,192	3,091
Current portion of long term debt (Note 17)	456	451
Other current liabilities (Note 16)	2,982	3,035
	47,756	46,999
<b>Non-current liabilities</b>		
Non-current portion of deferred revenue	851	866
Lease liabilities (Note 9)	6,984	7,819
Other non-current liabilities (Note 16)	7,760	11,365
Long term debt (Note 17)	7,165	7,611
<b>Total liabilities</b>	70,516	74,660
<b>Equity</b>		
Share capital (Note 20)	224,538	224,970
Contributed surplus (Note 5 and 25)	24,098	21,120
Accumulated other comprehensive loss (Note 22)	(258)	(270)
Deficit	(97,445)	(67,273)
<b>Total equity attributable to common shareholders</b>	150,933	178,547
Non-controlling interests (Note 8)	16,108	17,913
<b>Total equity</b>	167,041	196,460
<b>Total liabilities and equity</b>	237,557	271,120

See accompanying notes to these consolidated financial statements

Approved by the Directors

"Jonathon J.L. Kennedy"  
Jonathon J.L. Kennedy, Director

"Bruce W. Aunger"  
Bruce W. Aunger, Director

GLACIER MEDIA INC.  
**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

(EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AMOUNTS)

	Attributable to common shareholders							
	Share capital		Contributed surplus	Accumulated other comprehensive loss	Retained earnings (deficit)	Total	Non-controlling interest	Total equity
	Shares	Amount						
		\$	\$	\$	\$	\$	\$	\$
Balance, January 1, 2021	125,213,346	221,802	20,022	(339)	(70,724)	170,761	21,512	192,273
Net (loss) income for the year	-	-	-	-	(4,880)	(4,880)	5,726	846
Other comprehensive income (net of tax)	-	-	-	183	8,331	8,514	608	9,122
Total comprehensive income for the year	-	-	-	183	3,451	3,634	6,334	9,968
Disposal of foreign operation (Note 5)	-	-	-	(114)	-	(114)	-	(114)
Repurchase of non-controlling interest (Note 5)	7,542,213	3,168	1,098	-	-	4,266	(5,149)	(883)
Sale of non-controlling interest in a subsidiary	-	-	-	-	-	-	69	69
Contribution from non-controlling interests	-	-	-	-	-	-	1,221	1,221
Distributions to non-controlling interests	-	-	-	-	-	-	(6,074)	(6,074)
Balance, December 31, 2021	132,755,559	224,970	21,120	(270)	(67,273)	178,547	17,913	196,460
Net (loss) income for the year	-	-	-	-	(29,553)	(29,553)	624	(28,929)
Other comprehensive (loss) income (net of tax)	-	-	-	12	(619)	(607)	(102)	(709)
Total comprehensive (loss) income for the year	-	-	-	12	(30,172)	(30,160)	522	(29,638)
Repurchase of common shares (Note 20)	(1,126,130)	(432)	-	-	-	(432)	-	(432)
Stock base compensation (Note 25 c)	-	-	2,978	-	-	2,978	-	2,978
Contributions from non-controlling interests	-	-	-	-	-	-	1,626	1,626
Distributions to non-controlling interests	-	-	-	-	-	-	(3,953)	(3,953)
Balance, December 31, 2022	131,629,429	224,538	24,098	(258)	(97,445)	150,933	16,108	167,041

See accompanying notes to these consolidated financial statements

**GLACIER MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**  
(EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS)

	2022	2021
	\$	\$
<b>Operating activities</b>		
Net (loss) income for the year	(28,929)	846
Items not affecting cash:		
Depreciation and amortization (Note 12)	12,455	12,626
Net gain on sale (Notes 5)	-	(2,026)
Impairment expense (Note 14)	15,525	-
Employee future benefit expense (less than) in excess of of employer contributions	114	(88)
Deferred income tax recovery (Note 23)	(6,349)	(3,802)
Interest expense, net (Note 27)	1,713	1,175
Share of losses from joint ventures and associates (Note 7)	11,829	5,467
Share-based compensation expenses (Note 25 c)	2,978	-
Other non-cash items	(2,269)	2,291
Cash flow from operations before changes in non-cash operating accounts	7,067	16,489
Changes in non-cash operating accounts		
Trade and other receivables	1,975	1,263
Inventory	(382)	(516)
Prepaid expenses	(166)	917
Trade and other payables	(1,346)	(6,370)
Deferred revenue	798	2,330
Cash generated from operating activities	7,946	14,113
<b>Investing activities</b>		
Acquisitions, inclusive of assumed and related financing liabilities	-	(200)
Net cash disposed of on sale (Note 5)	-	(155)
Other investing activities	(250)	1,811
Proceeds from disposal of assets (Note 5)	-	4,297
Distributions received from joint ventures and associates (Note 7)	2,425	3,471
Purchase of property, plant and equipment (Note 10)	(1,612)	(5,490)
Purchase of intangible assets (Note 11)	(3,333)	(4,076)
Cash used in investing activities	(2,770)	(342)
<b>Financing activities</b>		
Distribution to non-controlling interests	(3,953)	(6,074)
Contribution from non-controlling interests	1,626	1,221
Repurchase of non-controlling interests (Note 5)	-	(475)
Proceeds from sale of non-controlling interest in a subsidiary	-	69
Repurchase of commons shares (Note 20)	(432)	-
Interest paid, debt	(458)	(634)
Interest paid, lease liabilities (Note 9)	(505)	(481)
Additional borrowing of debt (Note 17)	-	3,524
Net repayment of long term debt (Note 17)	(441)	(301)
Principal payment of lease liabilities (Note 9)	(3,121)	(3,151)
Cash used in financing activities	(7,284)	(6,302)
Net cash (used) generated	(2,108)	7,469
Cash and cash equivalents, beginning of year	21,744	14,275
<b>Cash and cash equivalents, end of year</b>	<b>19,636</b>	<b>21,744</b>

See accompanying notes to these consolidated financial statements

# GLACIER MEDIA INC.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

#### 1. GENERAL BUSINESS DESCRIPTION

Glacier Media Inc. ("Glacier" or the "Company") is an information and marketing solutions company pursuing growth in sectors where the provision of essential information and related services provides high customer utility and value. The related "go to market" strategy is being implemented through two operational areas: content and marketing solutions and data, analytics and intelligence.

The Company is incorporated under the Canada Business Corporations Act, with common shares listed on the Toronto Stock Exchange ("TSX"). The address of its head office is 2188 Yukon Street, Vancouver, British Columbia. Glacier is controlled by Madison Venture Corporation.

#### 2. BASIS OF PREPARATION

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") applicable to the preparation of consolidated financial statements. Certain prior year comparative figures have been reclassified to conform to the current year's presentation. These reclassifications did not have an impact on the statement of operations.

These consolidated financial statements have been approved by the Board of Directors for issue on March 22, 2023.

#### 3. SIGNIFICANT ACCOUNTING POLICIES

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

(a) Basis of measurement

The consolidated financial statements have been prepared under the historical cost convention.

(b) Principles of consolidation

Subsidiaries

The consolidated financial statements incorporate the assets and liabilities of all entities controlled by the Company and the results of all controlled entities. Controlled entities are those entities over which the Company has i) the power to govern the financial and operating policies, ii) the right to receive benefits from that entity and iii) the ability to use its operating decisions to alter the benefits received. These criteria are generally met by having a shareholding of more than one-half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Company controls another entity. In addition, for consolidation purposes, factors may exist where one may consolidate without having more than 50% of the voting power through ownership or agreements, or in the circumstances of enhanced minority rights, as a consequence of de facto control. De facto control is control without the legal right to exercise unilateral control, and involves decision making ability that is not shared with others and the ability to give direction with respect to the operating and financial policies of the entity concerned. Where control of a subsidiary ceases during a financial year, its results are included up to the point in the year when control ceases.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

All intercompany balances, transactions and unrealized profits resulting from intercompany transactions have been eliminated. Where control of an entity is acquired during a financial year, its results are included in the consolidated statement of operations from the date on which control commences.

*Non-controlling interests*

Non-controlling interests represent equity interests in subsidiaries owned by outside parties. The share of net assets of subsidiaries attributable to non-controlling interests is presented as a component of equity. Their share of net income or loss and comprehensive income or loss is recognized in equity. Changes in the parent company's ownership interest in subsidiaries that do not result in a loss of control are accounted for as equity transactions.

*Associates*

Associates are entities over which the Company has significant influence but not control. Generally, the Company has a voting shareholding of between 20% and 50% of the voting rights in its associates. Investments in associates are accounted for using the equity method as follows:

- Investments are initially recognized at cost.
- Associates include goodwill and intangible assets identified on acquisition, net of any accumulated impairment loss.
- The Company's share of its associates' post-acquisition profits or losses is recognized in the consolidated statement of operations.
- Dividends and distributions receivable from associates reduce the carrying amount of the investment.
- The Company's liability with respect to its associates is limited to its net investment and it has no obligation to fund any subsequent losses should they arise.

*Joint arrangements*

Joint arrangements are entities over which the Company has joint control with one or more unaffiliated entities. The Company classifies its joint arrangements as joint ventures and accounts for them using the equity method of accounting. The Company records its investment in its joint ventures as follows:

- Investments are initially recognized at cost.
- Joint ventures include goodwill and intangible assets identified on acquisition, net of any accumulated impairment loss.
- The Company's share of its joint ventures' post-acquisition profits or losses is recognized in the consolidated statement of operations.
- Dividends and distributions receivable from joint ventures reduce the carrying amount of the investment.
- The Company's liability with respect to its joint ventures is limited to its net investment and has no obligation to fund any subsequent losses should they arise.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

- Subsequent investments are recognized at cost and increase the carrying amount. When control is attained, the investment is recognized at fair value and subsequently consolidated.

(c) Foreign currency

*Functional and presentation currency*

The consolidated financial statements are presented in Canadian dollars, which is Glacier's functional currency.

The financial statements of entities that have a functional currency different from that of Glacier ("foreign operations") are translated into Canadian dollars as follows: assets and liabilities at the closing rate at the date of the balance sheet, and income and expenses at the average rate. All resulting changes are recognized in the statement of other comprehensive income (loss) as currency translation adjustments.

*Transactions and balances*

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign currency balances are translated at the year-end exchange rate. Foreign exchange gains and losses resulting from the settlement of foreign currency transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in currencies other than an operation's functional currency are recognized in the consolidated statement of operations.

(d) Revenue recognition

*Advertising revenue*

Advertising revenue includes both digital and non-digital advertisements. The Company contracts with customers to publish advertisements in print or online which generally include one performance obligation. The Company has concluded that revenue from advertising should be recognized at the point in time when the advertisement is published. Revenue from these contracts is recognized based on the price specified in the contracts and the payment is due immediately when the advertisement is published.

*Subscription, data and services revenue*

Subscription, data and services revenue includes: subscription, digital products and services, and event revenues.

Subscription revenue: Subscription revenue includes both digital and non-digital subscriptions. The Company contracts with customers to provide ongoing monthly services or products. The contracts are generally not more than a year. The Company has concluded that the performance obligation for subscription revenue is recognized over the time of the subscription based on the price specified in the contracts. Payment is due at the beginning of the subscription period based on the fixed contract price. Subscription revenue for which consideration has been received in advance and is attributable to future access is deferred until such products or services are delivered.





**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Digital products and services: Digital products and services do not include digital subscription revenue. The Company contracts with customers to provide digital products and services, which include one performance obligation. The performance obligation is satisfied when the product is delivered or when the service is performed. Revenue from these contracts is thus recognized at a point in time based on the price specified in the contracts. Payments for these contracts are due immediately when performance obligations are satisfied.

Event revenue: The Company holds various events throughout the year. There is one performance obligation which is satisfied when the event is held. Payment is due when customers enter into the contract to attend the event. Revenue from these contracts is recognized based on the price specified in the contract when the event is held. Event revenue for which consideration has been received in advance is deferred until the event has taken place.

(e) Income taxes

Tax expense is comprised of current and deferred tax. Tax is recognized in the consolidated statement of operations except to the extent it relates to items recognized directly in equity, in which case the related tax is recognized in equity.

Current tax expense is based on the results for the year as adjusted for items that are not taxable or not deductible. Current tax is calculated using tax rates and laws that were enacted or substantively enacted at the balance sheet date.

Deferred tax liabilities are generally recognized for all taxable temporary differences. Deferred tax liabilities are recognized for taxable temporary differences arising on investments in subsidiaries, associates and joint ventures except where the reversal of the temporary difference can be controlled and it is probable that the difference will not reverse in the foreseeable future.

Deferred tax is accounted for using a temporary difference approach and is the tax expected to be payable or recoverable on temporary differences between the carrying amount of assets and liabilities in the consolidated balance sheets and the corresponding tax bases used in the computation of taxable profit. Deferred tax is calculated based on the expected manner of realization or settlement of the carrying amount of assets and liabilities, using tax rates that are expected to apply to the year of realization or settlement based on tax rates and laws enacted or substantively enacted at the balance sheet date.

Deferred tax assets are recognized to the extent it is probable that taxable profits will be available against which the deductible temporary differences can be utilized. The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

The Company's investment tax credits are subject to uncertainty as to the timing of the usage in the future. The Company has unrecognized investment tax credits which will be recognized as part of the provision for income taxes as utilization of the credits is incurred and considered probable.

The Company is also entitled to a refundable journalism tax credit which is recognized as the related costs are incurred.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Deferred tax liabilities are not recognized on temporary differences that arise from goodwill. Deferred tax assets and liabilities are not recognized in respect of temporary differences that arise on initial recognition of assets and liabilities acquired other than in a business combination, and at the time of transaction, affects neither accounting or tax profit.

(f) Cash and cash equivalents

Cash and cash equivalents are comprised of cash on hand, demand deposits, and investments with an original maturity at the date of purchase of three months or less.

(g) Inventory

Inventory consists of newsprint, publishing supplies and work in progress amounts relating to certain publications. These amounts are stated at the lower of cost and net realizable value.

Costs are assigned to inventory quantities on hand at the balance sheet date using either the average cost or a first-in, first-out basis, based on the nature of the inventory. Cost is comprised of material, labour and an appropriate proportion of fixed and variable overhead. Net realizable value is the estimated selling price in the ordinary course of business less the estimated cost of completion and the estimated cost necessary to make the sale.

(h) Property, plant and equipment

Property, plant and equipment are recorded at cost less accumulated depreciation. Costs directly attributable to the acquisition or construction of property, plant and equipment, including internal labour and interest, are also capitalized as part of the cost.

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 Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the consolidated statement of operations during the financial year in which they are incurred.

*Depreciation*

Land is not depreciated. Depreciation on other assets is calculated using the straight-line method to allocate their cost, net of their residual values, over their estimated useful lives, as follows:

Land improvements	40 years
Buildings	20 – 40 years
Production equipment	3 – 25 years
Office equipment and fixtures	3 – 15 years
Leased equipment	3 – 15 years
Leasehold improvements	5 – 20 years

The Company allocates the amount initially recognized in respect of an item of property, plant and equipment to its significant components and depreciates separately each such component. Leasehold improvements are depreciated on a straight-line basis over the lesser of their useful life and the term of the lease.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

The assets' residual values, method of depreciation and useful lives are reviewed and adjusted, if appropriate, at least annually. An asset's carrying amount is written down to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount. These are included in the consolidated statement of operations.

(i) Identifiable intangible assets

Upon acquisition, identifiable intangible assets are recorded at fair value. The carrying values of all intangible assets are reviewed for impairment whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable. Additionally, the carrying values of identifiable intangible assets with indefinite lives are tested annually for impairment. Impairment is determined by comparing the recoverable amount of such assets with their carrying amounts. The Company evaluates impairment losses for potential reversals when events or changes in circumstances warrant such consideration.

*Trademarks and mastheads*

Trademarks and newspaper mastheads are initially recorded at fair value. The trademarks and mastheads have been assessed to have indefinite useful lives. Accordingly, they are not amortized and are tested for impairment annually or when there is a change in circumstances that indicates that the carrying value may not be recoverable, and are carried at cost less accumulated impairment losses. For purposes of impairment testing the fair value of trademarks and mastheads is determined using the relief from royalty method.

The Company's trademarks and mastheads operate in established markets with limited restrictions and are expected to continue to complement the Company's media initiatives. On this basis, the Company has determined that trademarks and mastheads have indefinite lives as there is no foreseeable limit to the period over which the assets are expected to generate cash flows for the Company.

*Other identifiable intangible assets*

Other identifiable intangible assets consist of subscription lists, customer relationships and other intangible assets and are recorded at cost. Subscription lists and customer relationships are amortized on a straight-line basis over their expected useful life of 3 to 15 years. Other identifiable intangible assets with finite lives are tested for impairment whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable.

*Computer software, data and technology, and websites*

Acquired computer software licences are capitalized as an intangible asset, as are internal and external costs directly incurred in the purchase or development of computer software, data and technology, and websites, including subsequent upgrades and enhancements when it is probable that they will generate future economic benefits attributable to the consolidated entity. These costs are amortized using the straight-line method over their expected useful lives of 2 to 5 years.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(j) Goodwill

Goodwill represents the excess of the consideration of an acquisition over the fair value of the Company's share of the net identifiable assets of the acquired subsidiary, joint venture or associate at the date of acquisition. Goodwill on acquisitions of joint ventures and associates is included in investments in joint ventures and associates. Goodwill is not amortized. Instead, goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

(k) Impairment of non-financial assets

Non-financial assets are tested for impairment when events or changes in circumstances indicate that their carrying amounts may not be recoverable. In addition, long-lived assets that are not amortized are subject to an annual impairment assessment. An impairment charge is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is based on the greater of the value in use and the fair value less cost to dispose of the CGUs, groups of CGUs or investments.

Goodwill and indefinite life intangible assets are reviewed for impairment annually or at any time if an indicator of impairment exists. For the purposes of impairment testing, goodwill or indefinite life intangible assets acquired through a business combination are allocated to each cash generating unit ("CGU") or group of CGUs that are expected to benefit from the related business combination. A group of CGUs represents the smallest identifiable group of assets that generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets.

Investments in joint ventures and associates are monitored and tested for impairment by management at the investment level.

Non-financial assets, other than goodwill, that suffer impairment are evaluated for possible reversal of the impairment when events or circumstances warrant such consideration.

(l) Leases

The Company recognizes leases as a right-of-use ("ROU") asset and a corresponding lease liability at the date at which the leased asset is available for use by the Company. Each lease payment is allocated between the liability and interest expense. The interest expense is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the lease liability for each period. The ROU asset is depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. The ROU is subject to impairment testing if indicators of impairment exist.

At inception, the Company assessed whether a contract is or contains a lease. This assessment involves the exercise of judgment about whether it depends on specified assets, whether the Company obtains substantially all the economic benefits from the ROU asset and whether the Company has the right to direct the use of the asset.

ROU assets and lease liabilities are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments: fixed payments, less any lease incentives receivable and variable payments. When the lease contains an extension that the Company considers reasonably certain to be exercised, the cost of the option is included in the lease payment.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

ROU assets are measured at cost comprising of the following: the amount of the initial measurement of the lease liability; any lease payments made at or before the commencement date less any lease incentives received; any initial direct costs; and restoration costs.

Payments associated with short-term leases and leases of low-value assets are recognized on a straight-line basis as an expense in profit or loss. Short term leases are leases with a minimum term of 12 months or less. Low-value assets are comprised of IT-equipment and other small items of office equipment.

Extension and termination options are included in a number of property and equipment leases across the Company. These terms are used to maximize operational flexibility in terms of managing contracts. The majority of the extension and termination options are exercisable only by the company and not by the respective lessor.

In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option, or not to exercise a termination option. Extension options or periods after termination options are only included in the lease term if the lease is reasonably certain to be extended or not terminated. The assessment is reviewed if a significant event or significant change in circumstances occurs which affects this assessment and that is within the control of the lease.

The Company leases office space and office equipment. Contracts are typically made for fixed periods of 1 to 11 years; however, may have extension options as described below. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose covenants, but leased assets may not be used as security of borrowing purposes.

(m) Provisions

Provisions for restructuring costs and legal claims, where applicable, are recognized in trade and other payables when the Company has a legal, equitable or constructive obligation to make a future outflow of economic benefits to others as a result of past transactions or past events, it is probable that a future outflow of economic benefits will be required, and a reliable estimate can be made of the amount of the obligation. Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the balance sheet date using a discounted cash flow methodology. Provisions are not recognized for future operating losses.

(n) Employee pension and other post-employment benefits

The Company has defined benefit plans that provide both pension and other retirement benefits to certain salaried and hourly employees not covered by industry union plans.

A liability or asset in respect of the defined benefit pension plans and certain other post-employment benefit plans is recognized in the consolidated balance sheet, and is measured as the present value of the defined benefit obligation at the reporting date less the fair value of the pension fund's assets. The present value of the defined benefit obligation is based on expected future payments which arise from membership of the fund to the reporting date, calculated by independent actuaries using the projected unit credit method.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Actuarial gains and losses are recognized in full in the year in which they occur, in other comprehensive income (loss) and retained earnings (deficit) without recycling through the consolidated statement of operations in subsequent years. The interest income on plan assets, the return on plan assets greater (less) than the discount rate and the interest on the pension liability are included in the same line items in the consolidated statement of operations as the related compensation expense.

(o) Share based payment

*Share based compensation*

During 2022, the Company implemented a Share Based Compensation ("SBC") plan issuing Restricted Share Units ("RSU") within certain of the Company's subsidiaries.

Share based compensation relates to equity settled restricted share units within certain of the Company's subsidiaries. The grant date fair values of equity settled RSUs granted are recognized as an expense, with a corresponding increase in equity, over the vesting period. The amount recognized as an expense is based on the estimate of the number of RSUs expected to vest. Upon vesting of equity settled RSUs, an expense is recorded with an offset to share capital within the subsidiary. This is converted to contributed surplus upon consolidation.

The fair value of the RSU was determined based on the fair value of the underlying equity securities using market multiples of projected annual revenues and operating income and/or recent third-party transactions.

*Share purchase warrants*

The fair value of share purchase warrants are recognized as a compensation expense with a corresponding increase in contributed surplus within the Company's equity. The fair value is measured at the grant date and recognized over the period during which the warrants vest.

The fair value at the grant date is independently determined using the Black-Scholes option pricing model that takes into account the exercise price, the term of the warrants, the vesting and performance criteria, the share price at the grant date and expected price volatility of the underlying share, the expected dividend yield and the risk-free interest rate for the term of the warrant.

(p) Government programs

Income based government programs provided to offset an expense are recorded as a decrease in the expense in the year in which the expense is incurred. Any amounts due from the government for qualifying expenses are recorded in trade and other receivables. Any amounts received in advance are deferred in current liabilities until the related expense is incurred.

(q) Share capital

Common shares are classified as equity. Incremental costs directly attributable to the issuance of shares are recognized as a deduction from equity.

(r) Dividends

Dividends on common shares are recognized as a liability in the Company's consolidated financial statements when the dividends are declared by the Board of Directors of the Company.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(s) Earnings per share

*Basic earnings per share*

Basic earnings per share is calculated by dividing profit or loss attributable to equity holders of the Company, excluding any costs to service equity other than common shares, by the weighted average number of common shares outstanding during the year operations in the year in which they are incurred.

*Diluted earnings per share*

Diluted earnings per share is calculated by adjusting the weighted average shares outstanding for dilutive instruments. The number of shares included with respect to equity instruments is computed using the treasury stock method.

(t) Borrowing costs

Borrowing costs attributable to the acquisition, construction or production of qualifying assets are added to the cost of those assets, until such time as the assets are substantially ready for their intended use. All other borrowing costs are recognized as interest expense in the consolidated statement of

(u) Financial Instruments

The Company classifies its financial assets in the following measurement categories:

- those to be measured subsequently through fair value (either through other comprehensive income ("OCI"), or through profit or loss), and
- those to be measured at amortized cost using the effective interest method.

The classification depends on the Company's business model for managing the financial assets and the contractual terms of the cash flow.

For assets measured at fair value, gains and losses will be recorded directly in the statement of operations or OCI. For financial assets other than equities measured at fair value through other comprehensive income ("FVOCI") changes in the carrying amount will be recorded in OCI except for recognition of impairment losses, interest revenue and foreign exchange gain and losses on the instrument's amortized cost which are recognized in income. For investments in equity instruments that are not held for trading, this will depend on whether the Company has made an irrevocable election at the time of initial recognition to account for the equity instrument at FVOCI. The Company has not designated any investments as FVOCI.

Measurement

At initial recognition, the Company measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss ("FVPL"), transaction costs that are directly attributable to the acquisition of the financial asset. The transaction costs of a financial asset carried at FVPL are expensed in profit or loss.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Financial instruments at amortized costs: Financial instruments at amortized costs include cash and cash equivalents, trade and other receivable, other assets, trade and other payables, debt and other current and non-current liabilities. Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortized costs. When material, interest income from these financial assets are included in finance income using the effective interest rate method. Impairment losses are presented as a separate line item in the statement of operations.

Equity instruments: The Company subsequently measures all equity instruments at fair value. Dividends from such investments continue to be recognized in profit or loss as other income when the Company's right to receive payments is established. Changes in the fair value of the financial assets at FVPL are recognized in other gains or (losses) in the statement of operations as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVPL are not reported separately from other changes in fair value.

**Impairment of Financial Assets and Liabilities**

The Company assesses on a forward-looking basis the expected credit losses associated with its debt instruments carried at amortized cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

For trade and other receivables, the Company applies the simplified approach permitted by IFRS 9, which requires expected credit losses ("ECL") to be recognized from initial recognition of the receivables.

**4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS AND UNCERTAINTY**

The preparation of the consolidated financial statements requires the use of certain critical accounting estimates. It also requires management to exercise judgement in the process of applying the accounting policies. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity and that are believed to be reasonable under the circumstances. The resulting accounting estimates will, by definition, seldom equal the related actual results.

The key estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

**(a) Estimated impairment of goodwill and assets with indefinite and finite lives**

In accordance with the accounting policy stated in Note 3(k), the Company annually tests whether goodwill and intangible assets with indefinite lives have incurred any impairment based on the recoverable value of a CGU. The recoverable value is determined using discounted future cash flow models or market-based valuation models.

The discounted future cash flow model incorporates assumptions regarding future events, specifically future cash flows, budgeted revenues to determine the relief from royalties, growth rates and discount rates. Future cash flow projections are determined using certain industry, economic and market trends which represent management's best estimate as to future results. The recoverable value is also affected by the discount rate, the weighted average cost of capital, future growth rates and tax rates, which may or may not occur, resulting in the need for future revisions of estimates.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS AND UNCERTAINTY (CONTINUED)**

The market-valuation model estimates the fair value of the CGU by using a multiple of normalized revenues and normalized results before amortization, depreciation, interest, tax and other items. The multiple is determined by evaluating multiples for similar transactions in the marketplace.

The methods are based on many assumptions and estimates that may have a significant impact on the recoverable value of a CGU and, as a result, on the amount of impairment recorded, if any. The impact of any significant changes in assumptions and the review of estimates are recognized through profit or loss in the period in which the change occurs. There are also judgements involved in determination of CGUs and groups of CGUs. If future events were to differ from management's best estimate, key assumptions and associated cash flows could be adversely affected and the Company could potentially experience future impairment charges in respect of the goodwill and indefinite life intangible assets. Refer to Note 14.

When indicators of impairment exist, the Company reviews finite life intangible assets, investments in joint ventures and associates, and property, plant and equipment for impairment. The method for estimating impairment is consistent with goodwill and intangible assets with indefinite lives, as noted above.

(b) Retirement benefit assets/obligations

The asset/liability in respect of the defined benefit pension plans are calculated as the defined benefit obligation less plan assets and other adjustments. The methodology utilized by the Company to determine the benefit obligation is consistent with the prior year. Judgement and estimates used by the Company in determining the benefit obligation include interest rate, return on assets and health care trend rates.

(c) Income taxes

The Company is subject to income taxes in Canada and in certain of its foreign operations. Management has estimated the income tax provision and deferred income tax balances in accordance with its interpretation of the various income tax laws and regulations including expected tax rate and timing of the deferred tax balance. It is possible, due to the complexity inherent in estimating income taxes that the tax provision and deferred income tax balances could change.

(d) Utilization of tax losses

The recognition of income tax assets (Notes 19(a)(i) and 23), including those in associates, related to the utilization of non-capital losses and other tax attributes requires significant judgement and is subject to uncertainty as to the timing and ability to utilize the losses and other tax attributes in the future.

(e) Fair value assessment of business combinations

On the acquisition of a business, the Company is required to identify and measure the various assets and liabilities acquired. This is based on the estimated fair value of each item acquired with the remainder of the purchase price being recognized as goodwill. Judgements are used when determining the split between intangible assets and goodwill. Estimates and judgments related to revenue and gross margin forecasts, customer attrition rate, and discount rate are used to determine the overall fair value of the purchase price when there is deferred and variable consideration.

To estimate the fair value of the customer relationships, management used the excess earnings method by using a discounted cash flow model. Management developed key assumptions related to revenue and gross margin forecasts, customer attrition rate, and discount rate.

# GLACIER MEDIA INC.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

#### 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS AND UNCERTAINTY (CONTINUED)

To estimate the fair value of the data, management used the replacement cost method.

Management developed key assumptions related to the time and cost taken to collect and geo-reference images, which includes average wage rates of employees.

(f) Estimated useful-lives

Management estimates the useful lives of property, plant and equipment and finite life intangible assets based on the period during which the assets are available for use. The amounts and timing of depreciation and amortization for these assets are affected by the useful lives. The estimates are reviewed annually and are updated for changes in the expected useful life

(g) Share-based payments

The Company provides incentives via share-based payment entitlements. Share based compensation relates to equity settled restricted share units within certain of the Company's subsidiaries. The grant date fair values of equity settled RSUs granted are recognized as an expense, with a corresponding increase in equity, over the vesting period. The amount recognized as an expense is based on the estimate of the number of RSUs expected to vest. Upon vesting of equity settled RSUs, an expense is recorded with an offset to share capital within the subsidiary. This is converted to contributed surplus upon consolidation. The fair value of the RSU is determined based on the fair value of the underlying equity securities using market multiples of projected annual revenues and operating income and/or recent third-party transactions.

(h) Consolidation of entities

Management uses judgements and assumptions in determining which entities the Company consolidates in its financial statements where the Company does not have greater than 50% of the voting shares.

#### 5. ACQUISITIONS AND DISPOSITIONS

- (a) On March 31, 2021, the Company and GVIC Communications Corp. ("GVIC") completed a Plan of Arrangement pursuant to which Glacier acquired all of the Class B voting common shares and Class C non-voting shares of GVIC not already held by Glacier and its subsidiary, or by a wholly-owned limited partnership of GVIC. Shareholders of GVIC received, for each GVIC Share held, 0.8 of a common share of Glacier.

As a result of this transaction, the Company issued 7,542,213 shares at a value of \$3.2 million; based on the closing price of Glacier shares on March 31, 2021, which was \$0.42 per share. The Company repurchased \$5.1 million of non-controlling interests and recorded contributed surplus of \$1.1 million, after deducting costs to complete the transaction.

- (b) On March 12, 2021, the Company completed the sale of its energy business to geoLOGIC systems ltd for \$4.5 million cash at closing, net of a \$0.2 million escrow holdback, plus a potential earn-out of up to \$3.5 million, for a total of up to \$8.0 million. The earn-out is revenue based and payable over three years. The sale resulted in a net gain on sale of \$2.2 million.

The earn-out was accounted for as variable deferred contingent consideration and was recorded at an estimated fair value within Other assets. The energy operations sold, which included the RIG energy assets and Evaluate Energy, were previously included within the Commodity Information segment.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**6. TRADE AND OTHER RECEIVABLES**

(thousands of dollars)	2022	2021
	\$	\$
Trade receivables	30,165	29,815
Allowance for doubtful accounts	(908)	(922)
Trade receivables (net)	29,257	28,893
Other current receivables	5,075	6,793
	<u>34,332</u>	<u>35,686</u>

**7. INVESTMENTS IN JOINT VENTURES AND ASSOCIATES**

Set out below are the joint ventures and associates of the Company as at December 31, 2022. The entities listed below have share capital consisting solely of ordinary shares, which are held directly by the Company. All of these entities are accounted for using the equity method.

The Company's share of the joint ventures and associates consists of the following:

Name of entity	Principal place of business	% ownership interest	Nature of relationship	Principal activities
Great West Media LP	Alberta	50%	Joint venture	Community media
Rhode Island Suburban Newspapers, Inc. <sup>(1)</sup>	Rhode Island, USA	48%	Joint venture	Community media
Village Media Inc.	British Columbia	23%	Associate	Community media
1294739 Alberta Ltd. <sup>(2)</sup>	British Columbia	59%	Associate	Community media

<sup>(1)</sup> This entity has a March 31 year-end.

<sup>(2)</sup> The Company does not have control over this investment as it does not have a majority of members on the Board of Directors, nor does it have voting control over the entity.

The Company acquired the remaining 50% of Borden Bridge Development Corp. on August 31, 2021, at which point the Company started to consolidate the results. This resulted in the addition of land and a corresponding mortgage (refer to Notes 10 and 17).

The Company has aggregated the presentation of summarized financial information into joint ventures and associates.

The Company's joint ventures have been aggregated into one group as they operate in similar business environments and markets, the joint venture agreements contain substantially similar terms and represent similar business risks for the Company and are organized in a similar manner within the Company's corporate and regulatory structure.

The Company's associates have been aggregated into one group as they operate in similar business environments and markets, the agreements between the Company and its associates contain substantially similar terms and represent similar business risks for the Company and are organized in a similar manner within the Company's corporate and regulatory structure.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

7. INVESTMENTS IN JOINT VENTURES AND ASSOCIATES (CONTINUED)

(thousands of dollars)	2022	2021
	\$	\$
Aggregate amounts of the Company's share of:		
Income for the year	-	15
Total comprehensive income	-	15

The Company's share of the joint ventures and associates consists of the following:

(thousands of dollars)	2022	2021
	\$	\$
Balance, beginning of year	44,604	51,189
Acquisition of control of investment in joint ventures and associates	-	(355)
Share of loss for the year	(11,829)	(5,467)
Share of other comprehensive income (net of tax) (Note 22)	1,074	2,708
Distributions, dividends received and other equity movements	(2,425)	(3,471)
Impairment of investment in joint ventures and associates (Note 14)	(5,100)	-
Balance, end of year	26,324	44,604

During the year ended December 31, 2022, one of the Company's associates took an impairment of \$5.0 million of goodwill and took a \$18.5 million valuation allowance on certain deferred tax assets. The Company's share of losses from joint ventures and associates relating to these two transactions was \$13.8 million.

During the year ended December 31, 2021, one of the Company's associates took an impairment of \$4.5 million of goodwill and \$3.5 million of non-amortizing intangible assets and took a \$11.6 million valuation allowance on certain tax assets. The Company's share of losses from joint ventures and associates relating to these two transactions was \$11.5 million.

During the year ended December 31, 2022, the Company recorded an impairment of \$5.1 million of an investment in joint ventures and associates, refer to Note 14.

The following is the summarized financial information for the Company's joint ventures and associates, reported in the Company's share of ownership. The results have been amended to reflect adjustments made by the Company when using the equity method, including modifications for differences in accounting policy.

GLACIER MEDIA INC.  
 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
 AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

7. INVESTMENTS IN JOINT VENTURES AND ASSOCIATES (CONTINUED)

(thousands of dollars)	Joint ventures		Associates		Total	
	2022	2021	2022	2021	2022	2021
	\$	\$	\$	\$	\$	\$
Revenue	19,727	17,679	14,164	13,717	33,891	31,396
Operating expenses before depreciation and amortization	16,829	13,500	13,792	12,156	30,621	25,656
	2,898	4,179	372	1,561	3,270	5,740
Interest expense, net	50	93	40	62	90	155
Depreciation and amortization	1,325	1,371	259	331	1,584	1,702
Impairment, restructuring and other expenses (income) expenses (net)	114	(1,028)	3,005	4,703	3,119	3,675
Net (loss) income before income taxes	1,409	3,743	(2,932)	(3,535)	(1,523)	208
Income tax expense	213	175	10,093	5,500	10,306	5,675
Net (loss) income for the year	1,196	3,568	(13,025)	(9,035)	(11,829)	(5,467)

  

(thousands of dollars)	Joint ventures		Associates		Total	
	2022	2021	2022	2021	2022	2021
	\$	\$	\$	\$	\$	\$
Assets	26,273	28,740	8,173	20,861	34,446	49,601
Liabilities	5,156	6,912	5,696	6,429	10,852	13,341
Net Assets	21,117	21,828	2,477	14,432	23,594	36,260

Subsequent to December 31, 2022, the Company completed the sale of assets of its printing operations into two new joint venture operations.

Additionally, subsequent to December 31, 2022, certain entities which were consolidated in 2022, will be treated as joint ventures in 2023. As a result of changes in the structure or underlying shareholders agreements with the previous minority shareholders, it was determined that Company no longer has the ability to exercise control.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**8. SUBSIDIARIES, AFFILIATED ENTITIES AND NON-CONTROLLING INTEREST**

The Company operates a number of entities whose primary business is information communications. The Company owns or is affiliated with the following entities with material non-controlling interests:

Name of entity	Principal place of business	Principal activities
Alta Newspaper Group LP	Alberta	Community media
Glacier FarmMedia LP	Manitoba	Agricultural information
Western Producer LP	Manitoba	Agricultural information
ERI Environmental Risk LP	British Columbia	Environmental Information

In the prior year, the Company had a material non-controlling interest in GVIC Communication Corp. In March 2021, the Company re-purchased the outstanding non-controlling interest (Note 5).

The following is summarized financial information for subsidiaries and affiliates that have non-controlling interests that are material to the Company. The amounts disclosed are before intercompany eliminations.

(thousands of dollars)	2022	2021
	\$	\$
<b>Summarized balance sheets</b>		
Current assets	40,323	36,334
Non-current assets	82,619	89,312
Current liabilities	(21,947)	(21,646)
Non-current liabilities	(21,864)	(19,361)
<b>Net assets</b>	<b>79,131</b>	<b>84,639</b>
<b>Summarized statements of comprehensive income</b>		
Revenue	88,450	81,065
(Loss) income for the year	223	9,271
Other comprehensive (loss) income	(492)	2,116
<b>Total comprehensive (loss) income</b>	<b>(269)</b>	<b>11,387</b>
Income allocated to non-controlling interest	1,491	3,232
Dividends paid to non-controlling interest	3,768	5,724
<b>Summarized cash flows</b>		
Cash flows from operating activities	16,692	22,009
Cash flows from investing activities	(8,185)	(9,347)
Cash flows from financing activities	(5,368)	(6,613)
<b>Net increase in cash and cash equivalents</b>	<b>3,139</b>	<b>6,049</b>

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**9. RIGHT-OF-USE-ASSETS AND LEASE LIABILITIES**

The Company has various right-of-use assets including its lease arrangements of property and equipment.

(thousands of dollars)	Property leases	Equipment leases	Total
	\$	\$	\$
<b>Cost</b>			
Balance at January 1, 2021	14,813	97	14,910
Additions	402	1,021	1,423
Retirements	(2,003)	-	(2,003)
Renewals	3,191	-	3,191
Early Terminations	(674)	-	(674)
Foreign Exchange	(4)	-	(4)
<b>Balance at December 31, 2021</b>	<b>15,725</b>	<b>1,118</b>	<b>16,843</b>
Additions	2,131	-	2,131
Retirements	(147)	-	(147)
Renewals	176	-	176
Foreign Exchange	121	-	121
<b>Balance at December 31, 2022</b>	<b>18,006</b>	<b>1,118</b>	<b>19,124</b>
<b>Accumulated depreciation</b>			
Balance at January 1, 2021	5,677	44	5,721
Depreciation (Note 12)	3,108	173	3,281
Retirements	(2,003)	-	(2,003)
Terminations	(400)	-	(400)
<b>Balance at December 31, 2021</b>	<b>6,382</b>	<b>217</b>	<b>6,599</b>
Depreciation (Note 12)	2,947	450	3,397
Retirements	(136)	-	(136)
<b>Balance at December 31, 2022</b>	<b>9,193</b>	<b>667</b>	<b>9,860</b>
<b>Carrying amounts</b>			
At December 31, 2021	9,343	901	10,244
At December 31, 2022	8,813	451	9,264



GLACIER MEDIA INC.  
 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
 AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

9. RIGHT-OF-USE-ASSETS AND LEASE LIABILITIES (CONTINUED)

The Company's lease liabilities are as follows:

(thousands of dollars)	2022	2021
	\$	\$
Current portion of lease liabilities	3,192	3,091
Long term lease liabilities	6,984	7,819
	10,176	10,910

Changes to the Company's lease liabilities were as follows:

(thousands of dollars)	2022	2021
	\$	\$
Balance, beginning of year	10,910	9,749
New leases and lease renewals	2,307	4,614
Interest expense, lease liability (Note 27)	481	479
Interest paid, lease liability	(505)	(481)
Payment of principal portion of lease liabilities	(3,121)	(3,151)
Termination	(12)	(299)
Foreign exchange	116	(1)
Balance, end of year	10,176	10,910

During the year ended December 31, 2022, the Company had short-term and low value lease expenses of \$0.6 million (2021: \$0.7 million).

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

10. PROPERTY, PLANT AND EQUIPMENT

(thousands of dollars)	Land and land improvements	Buildings	Production equipment	Office equipment and leaseholds	Total
	\$	\$	\$	\$	\$
<b>Cost</b>					
Balance at January 1, 2021	6,618	12,856	28,492	23,744	71,710
Additions	3,697	60	711	1,022	5,490
Acquisition on business combinations	2,856	-	-	-	2,856
Disposals	(11)	(38)	(111)	(964)	(1,124)
<b>Balance at December 31, 2021</b>	<b>13,160</b>	<b>12,878</b>	<b>29,092</b>	<b>23,802</b>	<b>78,932</b>
Additions	59	36	224	1,293	1,612
Disposals	-	-	(285)	(203)	(488)
Retirements	-	(815)	(6,146)	(12,212)	(19,173)
<b>Balance at December 31, 2022</b>	<b>13,219</b>	<b>12,099</b>	<b>22,885</b>	<b>12,680</b>	<b>60,883</b>
<b>Accumulated depreciation</b>					
Balance at January 1, 2021	212	3,909	21,202	19,482	44,805
Depreciation (Note 12)	30	467	1,298	1,463	3,258
Disposals	-	(11)	(28)	(894)	(933)
<b>Balance at December 31, 2021</b>	<b>242</b>	<b>4,365</b>	<b>22,472</b>	<b>20,051</b>	<b>47,130</b>
Depreciation (Note 12)	30	367	1,386	1,177	2,960
Disposals	-	237	(157)	(197)	(117)
Retirements	-	(260)	(6,386)	(12,527)	(19,173)
<b>Balance at December 31, 2022</b>	<b>272</b>	<b>4,709</b>	<b>17,315</b>	<b>8,504</b>	<b>30,800</b>
<b>Carrying amounts</b>					
At December 31, 2021	12,918	8,513	6,620	3,751	31,802
At December 31, 2022	12,947	7,390	5,570	4,176	30,083

During 2022, the Company performed an assessment of historical cost and accumulated depreciation. As a result of this assessment, the Company removed \$19.2 million of fully depreciated property, plant and equipment.

During 2021, the Company acquired the remaining 50% of Borden Bridge Development Corp, at which point the Company started to consolidate the results. This resulted in the addition of \$2.9 million of land and a corresponding mortgage (refer to Note 7 and 17).

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**11. INTANGIBLE ASSETS**

The Company has various intangible assets including customer relationships, subscription lists, mastheads, software, data and technology, websites, copyrights and trademarks. Of these, certain mastheads and trademarks are considered to have an indefinite life and; therefore, are not amortized. Intangible assets are as follows:

(thousands of dollars)	Indefinite life		Finite life			Total
	Mastheads and Trademarks	Copyrights	Customer relationships	Subscription lists	Software, data and technology, and websites	
	\$	\$	\$	\$	\$	\$
<b>Cost</b>						
Balance at January 1, 2021	59,700	10,242	69,729	3,841	48,502	192,014
Additions	-	-	-	-	4,120	4,120
Acquisitions on business combinations	-	-	200	-	-	200
Disposals	(1,812)	-	-	-	(745)	(2,557)
Foreign exchange revaluation	(1)	-	(20)	-	4	(17)
<b>Balance at December 31, 2021</b>	<b>57,887</b>	<b>10,242</b>	<b>69,909</b>	<b>3,841</b>	<b>51,881</b>	<b>193,760</b>
Additions	-	-	-	-	3,333	3,333
Disposals	-	-	-	-	(2,177)	(2,177)
Retirements	(40,290)	(10,242)	(56,599)	(3,841)	(22,100)	(133,072)
Foreign exchange revaluation	16	-	218	-	83	317
<b>Balance at December 31, 2022</b>	<b>17,613</b>	<b>-</b>	<b>13,528</b>	<b>-</b>	<b>31,020</b>	<b>62,161</b>
<b>Accumulated amortization and impairment losses</b>						
Balance at January 1, 2021	40,290	10,238	59,882	3,841	32,692	146,943
Amortization (Note 12)	-	4	1,649	-	4,434	6,087
Disposals	-	-	-	-	(681)	(681)
<b>Balance at December 31, 2021</b>	<b>40,290</b>	<b>10,242</b>	<b>61,531</b>	<b>3,841</b>	<b>36,445</b>	<b>152,349</b>
Amortization (Note 12)	-	-	1,599	-	4,499	6,098
Disposals	-	-	-	-	(2,144)	(2,144)
Retirements	(40,290)	(10,242)	(56,599)	(3,841)	(22,100)	(133,072)
Impairment (Note 14)	500	-	-	-	945	1,445
<b>Balance at December 31, 2022</b>	<b>500</b>	<b>-</b>	<b>6,531</b>	<b>-</b>	<b>17,645</b>	<b>24,676</b>
<b>Carrying amounts</b>						
At December 31, 2021	17,597	-	8,378	-	15,436	41,411
At December 31, 2022	17,113	-	6,997	-	13,375	37,485

During 2022, the Company performed an assessment of historical cost and accumulated amortized and impairment. As a result of this assessment, the Company removed \$133.1 million of fully amortized/impaird intangible assets.

During the year ended December 31, 2022, the Company recorded an impairment of indefinite life intangible assets of \$0.5 million and \$0.9 million of finite life intangible assets, refer to Note 14.

The allocation of indefinite life intangible assets by group of CGUs at December 31, 2022, is as follows: BC Community Media \$8.2 million, Prairie Community Media \$2.4 million, Commodity Information \$5.2 million and Environmental and Property Information \$1.3 million.

During 2021, the Company finalized the purchase price allocation of the GeoSearch acquisition resulting in a \$1.2 million increase of software, data and technology, and websites.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**12. DEPRECIATION AND AMORTIZATION**

(thousands of dollars)	2022	2021
	\$	\$
Depreciation of property, plant and equipment (Note 10)	2,960	3,258
Depreciation of right-of-use assets (Note 9)	3,397	3,281
Amortization of intangible assets (Note 11)	6,098	6,087
Depreciation and amortization	12,455	12,626

**13. GOODWILL**

(thousands of dollars)	2022	2021
	\$	\$
Balance, beginning of year	35,741	37,217
Disposition (Note 5)	-	(1,449)
Foreign exchange revaluation	380	(27)
Impairment (Note 14)	(8,980)	-
Balance, end of year	27,141	35,741

During the year ended December 31, 2022, the Company recorded a goodwill impairment of \$9.0 million, refer to Note 14.

The allocation of goodwill by group of CGUs is as follows: BC Community Media \$7.8 million, Commodity Information \$13.6 million and Environmental and Property Information \$5.7 million.

**14. IMPAIRMENT**

During 2022, the Company conducted its annual impairment testing of goodwill and indefinite life intangible assets. The Company used the aggregate recoverable amount of the assets included in each cash generating unit or group of CGUs and compared it to their respective carrying amounts. The recoverable amount is based on the greater of the value in use and the fair value less costs to dispose of the CGUs or groups of CGUs.

The Company also reviewed for further indicators of impairment on its finite life intangible assets and investments in joint ventures and associates.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**14. IMPAIRMENT (CONTINUED)**

For goodwill, and investments in joint ventures and associates, the recoverable amount was determined using a discounted cash flow model which included five-year cash flow budgets approved by management that made maximum use of observable market inputs and outputs. For periods beyond the budget period, cash flows were extrapolated using expected future growth rates taking into consideration historical rates and projected future structural changes to the industry, in the respective CGU or groups of CGUs and taking into account expected future operating results, cost savings achieved through cost savings initiatives, economic conditions and outlook for the industry within which the reporting unit operates.

For indefinite life intangible assets, the recoverable amount was determined using budgeted revenues to determine the relief from royalties that the mastheads and trademarks provide. For periods beyond the budget period, revenues were extrapolated using expected future growth rates taking into consideration historical rates and projected future structural changes to the industry.

Key assumptions for all CGUs or groups of CGUs included in the 2022 testing are: cash flow forecasts and budgeted revenues, annual growth rates of 0.0% - 5.0% (2021: 0.0% - 5.0%), royalty rates of 3.5% - 10.0% (2021: 3.5% - 10.0%) and pre-tax discount rates of 9.5% - 15.7% (2021: 11.76% - 12.71%).

In 2022, certain CGUs were impacted by uncertain economic conditions resulting from inflation and rising interest rates, along with the continued decline of the print industry. Based on the annual testing \$15.5 million of impairment expense was recorded in the year ending December 31, 2022. In 2021, as a result of the annual testing, no impairment expense was recorded.

In its assessment of the recoverable amounts of the groups of CGUs, the Company performed a sensitivity analysis of key assumptions used in the impairment testing models, being: discount rates, forecasted EBITDA growth and annual growth rates. The results of the sensitivity analysis show that some of the CGU's remain sensitive to a reasonable change in underlying significant assumptions. The Commodity Information group of CGUs remain sensitive to forecasted EBITDA, annual growth rates and discount rate. Certain CGUs within the BC Community group remain sensitive to changes in royalty rates and discount rates.

(thousands of dollars)	2022	2021
	\$	\$
Goodwill (Note 13)	8,980	-
Indefinite life intangible assets (Note 11)	500	-
Intangible assets (Note 11)	945	-
Investment in joint ventures and associates (Note 7)	5,100	-
	15,525	-

**15. TRADE AND OTHER PAYABLES**

(thousands of dollars)	2022	2021
	\$	\$
Trade payables	6,352	7,013
Accrued liabilities	23,163	22,611
	29,515	29,624

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**16. OTHER CURRENT AND NON-CURRENT LIABILITIES**

As at December 31, 2022, other current and non-current liabilities was \$10.7 million (2021: \$14.4 million), which primarily relate to deferred payments from acquisition transactions in previous periods. Included in this amount are fixed, variable and contingent payments. These amounts are due in future periods; the amounts due in the next year are included in other current liabilities.

**17. DEBT**

As at December 31, 2022, the Company had \$7.6 million (2021: \$8.1 million) of current and long term mortgages and other loans outstanding.

Changes to the Company's debt obligation were as follows:

(thousands of dollars)	2022	2021
	\$	\$
Balance, beginning of year	8,062	2,593
Additional borrowings	-	3,524
Assumption of mortgage from former joint venture	-	2,181
Financing charges (net)	-	65
Repayment of debt	(441)	(301)
Balance, end of year	7,621	8,062

Under various financing arrangements with its banks, the Company is required to meet certain covenants. The Company was in compliance with all covenants at December 31, 2022 and 2021.

(a) Revolving bank loan

The Company has a financing agreement with a major Canadian bank, which matures on May 31, 2024; it is a revolving facility with no requirement for principal payments during the term.

(b) Mortgages and other loans

The Company has mortgages, predominately on the agricultural show site land in Ontario and Saskatchewan.

The total repayment of principal on interest-bearing debt obligations is as follows:

(thousands of dollars)	2023	2024	2025	2026	2027	Thereafter	Total
	\$	\$	\$	\$	\$	\$	\$
Long-Term Debt	456	7,165	-	-	-	-	7,621

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**18. POST EMPLOYMENT BENEFIT OBLIGATIONS**

The Company has defined benefit pension plans which cover certain employees. These plans provide pensions based on length of service and final average annual earnings. Effective December 31, 2015, the Company eliminated future benefit accruals under the defined benefit provision of the plan for certain employees. Effective January 1, 2016, all eligible employees joined a new defined contribution plan sponsored by Glacier. The Company also has health care plans covering certain retired employees.

Effective December 31, 2015, the post retirement benefit plan was closed for new retirees. Employees retiring after December 31, 2015, are not eligible for post-retirement benefits. Information about the Company's salaried pension plans and other non-pension benefits, in aggregate, is as detailed in the following.

The defined benefit plans are operated in Canada and are funded arrangements where benefit payments are made from plan assets which are held in trust. The pension committee, which reports to the Board of Directors, is responsible for the governance of the plans including investment and contribution decisions. The registered defined benefit pension plans have regulation set minimum requirements for contributions.

Actuarial valuations are performed every three years, or sooner based on management's discretion, for the defined benefit pension plans. The plans underwent actuarial valuations for funding purposes, which were completed in 2021.

The status of the net defined benefit obligation is as follows:

(thousands of dollars)	Pension benefit plans		Other benefit plans	
	2022	2021	2022	2021
	\$	\$	\$	\$
Present value of benefit obligation	(30,450)	(40,683)	(563)	(702)
Fair value of plan assets	39,231	51,823	-	-
Irrecoverable surplus	(390)	-	-	-
<b>Net benefit asset (obligation)</b>	<b>8,391</b>	<b>11,140</b>	<b>(563)</b>	<b>(702)</b>

The movement in the defined benefit obligation is as follows:

(thousands of dollars)	Pension benefit plans		Other benefit plans	
	2022	2021	2022	2021
	\$	\$	\$	\$
Balance, beginning of year	40,683	44,693	702	769
Interest cost on the defined benefit obligation	1,190	1,162	20	18
Actuarial loss	(6,824)	(2,823)	(104)	(32)
Benefits paid from plan assets	(1,868)	(2,349)	(55)	(53)
Settlements	(2,731)	-	-	-
<b>Balance, end of year</b>	<b>30,450</b>	<b>40,683</b>	<b>563</b>	<b>702</b>

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**18. POST EMPLOYMENT BENEFIT OBLIGATIONS (CONTINUED)**

The movement in the fair value of the plan assets for the year is as follows:

(thousands of dollars)	Pension benefit plans		Other benefit plans	
	2022	2021	2022	2021
	\$	\$	\$	\$
Balance, beginning of year	51,823	47,224	-	-
Interest income on plan assets	1,537	987	-	-
Non investment expenses	(250)	(250)	-	-
Return on plan assets greater (less) than Interest Income	(9,108)	5,732	-	-
Employer contributions	20	479	55	53
Benefits paid	(1,868)	(2,349)	(55)	(53)
Settlements	(2,923)	-	-	-
<b>Balance, end of year</b>	<b>39,231</b>	<b>51,823</b>	<b>-</b>	<b>-</b>

At year-end 2022, the surplus exceeds the expected future economic benefit for the Glacier Plan. Therefore, an asset ceiling is recognized in the defined benefit asset or liability in excess of the expected future economic benefit. The change in the irrecoverable surplus is as follows:

(thousands of dollars)	Pension benefit plans		Other benefit plans	
	2022	2021	2022	2021
	\$	\$	\$	\$
Balance, beginning of year	-	-	-	-
Change in irrecoverable surplus	390	-	-	-
<b>Balance, end of year</b>	<b>390</b>	<b>-</b>	<b>-</b>	<b>-</b>

The total expense recognized in the consolidated statement of operations is as follows:

(thousands of dollars)	Pension benefit plans		Other benefit plans	
	2022	2021	2022	2021
	\$	\$	\$	\$
Net interest on defined benefit liability	(350)	179	20	20
Other	754	(416)	-	-
	404	(237)	20	20

The estimation of post-retirement benefit obligations involves a high degree of judgement for matters such as discount rate, employee service periods, rate of compensation increases, expected retirement ages of employees, expected health-care costs and other variable factors. These estimations are reviewed annually with independent actuaries and are based on industry standards over a number of years. The significant actuarial assumptions used to determine the balance sheet date defined benefit assets, liabilities and expenses are as follows:



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

18. POST EMPLOYMENT BENEFIT OBLIGATIONS (CONTINUED)

	Pension benefit plans		Other benefit plans	
	2022	2021	2022	2021
Benefit obligations:				
Discount rate	5.10%	2.90%	5.10%	2.90%
Net benefit expense:				
Discount rate	2.90%	2.40%	2.90%	2.40%

<sup>(1)</sup> Actual compensation increases differ from those used in the actuarial assumptions.

<sup>(2)</sup> Assumptions for compensation increases are not required subsequent to the closure of the plan.

The assumed trend in health care costs is 5% per year.

The impact of a change in these assumptions on the post-retirement obligation is as follows:

	Change in assumption	Increase in assumption	Decrease in assumption
Discount rate	1.00%	(2,708)	3,236

Assumed health care costs trend rates have a significant effect on the amounts reported for the other benefit plans. A one-percentage-point change in assumed health care cost trend rates would have the following effects:

	Change in assumption	Increase in assumption	Decrease in assumption
Discount rate	1.00%	(46)	54
Health care trend rates	1.00%	21	(17)

Each sensitivity has been calculated on the basis that all other variables remain consistent. The same methodology is applied when generating the asset/liability in the financial statements as is used in calculating the defined benefit obligation.

In addition to the assumptions listed in the table above, as at December 31, 2022, the weighted average duration of the defined benefit plan and the other benefit plans is 11.2 years (2021: 13.6 years) and 9.0 years (2021: 9.3 years), respectively.

Expected contributions to the benefit plans for the year ended December 31, 2022, are less than \$0.1 million. As at December 31, 2022, the accumulated actuarial income recognized in other comprehensive loss was \$2.4 million (2021: income of \$8.6 million).

The Company has determined that the minimum funding requirement for past service is determined at the measurement date based on the remaining scheduled payments with respect to any funding deficit disclosed in the most recently filed actuarial valuation report. For greater clarity, these payments are not to be adjusted to reflect gains or losses that occurred during the period between the valuation date and the measurement date or future changes in the contribution requirements due to actuarial valuation reports to be filed after the measurement date.

A minimum funding requirement for past service exists only if the Company has an obligation to fund a pension deficit in cash. A minimum funding requirement for past service may be reduced or eliminated by the amount that may be secured by letters of credit.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**18. POST EMPLOYMENT BENEFIT OBLIGATIONS (CONTINUED)**

The plan assets are comprised of:

	Acceptable range	Normal policy	2022	2021
Canadian equities	0% - 10%	0%	5%	13%
International equities	0% - 10%	0%	0%	1%
Fixed income and cash and cash equivalents	90% - 100%	100%	95%	86%
		100%	100%	100%

**Risk management practices**

The defined benefit pension plans' investments are exposed to various risks. These risks include market risk (which includes interest rate risk), credit risk and liquidity risk. The pension committee manages these risks in accordance with a Statement of Investment Policies and Procedures. The following are some specific risk management practices employed by the Company:

- Monitoring the assets and net cash flow of the fund.
- Monitoring adherence to the asset allocation guidelines, the current asset mix and permitted categories of investments.
- Monitoring performance and management of the fund and managers against relative objectives.

**19. CONTINGENCIES AND COMMITMENTS**

(a) The Company has the following guarantees and contingencies at December 31, 2022:

- (i) During 2014-2018 an affiliate of the Company ("the affiliate") received, from the Canada Revenue Agency ("CRA") and provincial tax authorities, tax notices of reassessments and assessments relating to the taxation years 2008-2017. The notices deny the application of non-capital losses, capital losses, scientific research and experimental development ("SR&ED") pool deductions and SR&ED tax credits claimed. As a result additional taxes payable including interest and penalties are assessed at approximately \$63.9 million.

The affiliate has filed notices of objection with the CRA and provincial taxing authorities. In connection with filing the notices of objection, the affiliate is required to make a 50% deposit of the amounts claimed by the CRA and provincial authorities as assessed. The affiliate has paid substantially all of the required deposit of \$24.0 million. No further amounts are due at this time for the 2008-2017 taxation years as the appeal process continues. These payments have been recorded as Other assets, within non-current assets, as the Company and its affiliate expect to ultimately be successful in its objection.

The Company, the affiliate and its counsel believe that the filing positions adopted by the affiliate in all years are appropriate and in accordance with the law. Accordingly, the Company has not recorded a liability in these consolidated financial statements for the reassessed taxes payable and related interest described. The affiliate intends to vigorously defend such positions. The ultimate outcome is uncertain.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**19. CONTINGENCIES AND COMMITMENTS (CONTINUED)**

If the affiliate is successful in defending its positions, the deposits made plus applicable interest will be refunded to the affiliate. There is no assurance that the affiliate's objections and appeals will be successful. If the CRA and provincial tax authorities are successful, the affiliate will be required to pay the remaining balance of taxes owing plus applicable interest, and will be required to write-off any remaining tax assets relating to reassessed amounts.

- (ii) In connection with certain dispositions of assets and/or businesses, the Company and/or its affiliates have indemnified the purchasers in the event that a third party asserts a claim against the purchaser that relates to a liability retained by the Company. These types of indemnification guarantees typically extend for a number of years. The Company is unable to estimate the maximum potential liability for these indemnifications as the underlying agreements do not always specify a maximum amount and the amounts are dependent upon the outcome of future contingent events, the nature and likelihood of which cannot be determined at this time. Historically, the Company and its other affiliates have not made any significant indemnification payments under such agreements and no amount has been accrued in the consolidated balance sheet with respect to these indemnification guarantees.
- (iii) An affiliate entity has been named as a co-defendant in a series of disputes, investigations and legal proceedings relating to transactions between Sun Times Media Group Inc. (formerly Hollinger International Inc.) ("Sun Times") and certain former officers and directors of Sun Times and its affiliates. The ultimate outcome of these proceedings to the affiliated entity is not determinable.
- (iv) The Company and certain of its affiliates have also been named as defendants in certain legal actions in the normal course of business, none of which management believes, singularly or cumulatively, will have a material impact on the results of operations and financial position of the Company.
- (v) A subsidiary of the Company has been named as a defendant in a dispute over copyright infringement by Sanborn Library LLC. The Company is vigorously defending its position. The ultimate outcome of this case cannot be determined.

No provisions have been recorded for these items as at December 31, 2022, or 2021.

- (b) The Company and its subsidiaries have entered into operating leases for premises and office equipment which expire on various dates up to 2032.

The minimum annual lease payments are required as follows:

	2023	2024	2025	2026	2027	Thereafter	Total
	\$	\$	\$	\$	\$	\$	\$
<b>Undiscounted lease liability</b>	<b>3,764</b>	<b>2,828</b>	<b>1,485</b>	<b>892</b>	<b>662</b>	<b>1,699</b>	<b>11,330</b>

The Company's share of its joint ventures and associates' minimum lease payments is \$0.6 million (2021: \$1.0 million), due through 2027.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**20. SHARE CAPITAL**

At December 31, 2022, and 2021, the Company has authorized an unlimited number of common shares without par value and an unlimited number of preferred shares.

At December 31, 2022, the Company had 131,629,429 (2021: 132,755,559) common shares outstanding.

At December 31, 2022 and 2021, the Company did not have any preferred shares issued. In the comparative year, as a result of the transaction described in Note 5(a) the Company issued 7,542,213 at a value of \$3.2 million.

At December 31, 2022, the Company has 1,115,000 warrants outstanding allowing the holder to purchase one common share per warrant at \$4.48 per share. The warrants will expire on June 28, 2029, unless extended.

In 2022, the Company entered into a Normal Course Issuer Bid ("NCIB") to buy back up to 5,300,000 common shares, for cancellation, between April 4, 2022, and April 3, 2023. Daily purchases of shares under the NCIB are limited to 20,016 shares, subject to certain exceptions. The Company also entered into an automatic securities purchase plan with a designated broker under the NCIB which would allow for the purchase of shares under the NCIB when the Company ordinarily would not be permitted to purchase shares due to regulatory restrictions and customary self-imposed blackout periods.

	Number of common shares	Amount \$
Balance, January 1, 2021	125,213,346	221,802
Shares issued	7,542,213	3,168
Balance, December 31, 2021	132,755,559	224,970
Balance, January 1, 2022	132,755,559	224,970
Shares repurchased	(1,126,130)	(432)
Balance, December 31, 2022	131,629,429	224,538

GLACIER MEDIA INC.  
 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
 AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

21. LOSS PER SHARE

	Loss	Shares	Per share
2021	\$		\$
Basic loss per share			
Loss	(4,880)	130,895,835	(0.04)
Effect of dilutive securities	-	-	-
Diluted loss per share:			
Net Loss	(4,880)	130,895,835	(0.04)
2022	\$		\$
Basic loss per share			
Loss	(29,553)	132,558,408	(0.22)
Effect of dilutive securities	-	-	-
Diluted loss per share:			
Net Loss	(29,553)	132,558,408	(0.22)

22. OTHER COMPREHENSIVE INCOME (LOSS)

The components of other comprehensive income (loss), net of tax, are as follows:

(thousands of dollars)	Accumulated other comprehensive (loss) income	Retained deficit	Non-controlling interest	Total other comprehensive income (loss)
	Cumulative translation adjustment	Actuarial income (loss) on defined benefit plans		
	\$	\$	\$	\$
Balance, January 1, 2021	(339)	(3,096)	53	(3,382)
Actuarial income on defined benefit plans	-	5,633	636	6,269
Cumulative translation adjustment	183	-	(38)	145
Share of other comprehensive income from joint ventures and associates (Note 7)	-	2,698	10	2,708
Other comprehensive income for the year	183	8,331	608	9,122
Disposal of foreign operation (Note 5)	(114)	-	-	(114)
Balance, December 31, 2021	(270)	5,235	661	5,626
Actuarial loss on defined benefit plans	-	(1,693)	(127)	(1,820)
Cumulative translation adjustment	12	-	25	37
Share of other comprehensive income from joint ventures and associates (Note 7)	-	1,074	-	1,074
Other comprehensive (loss) income for the year	12	(619)	(102)	(709)
Balance, December 31, 2022	(258)	4,616	559	4,917

Other comprehensive income (loss) items that do not recycle through the consolidated statement of operations in future periods are recorded directly in retained earnings (deficit).

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**22. OTHER COMPREHENSIVE INCOME (LOSS) (CONTINUED)**

Other comprehensive income (loss) items are reported net of the following tax effects:

(thousands of dollars)	2022	2021
	\$	\$
Income tax effect of:		
Actuarial loss (income) on defined benefit plans	674	(2,319)
Share of other comprehensive income from joint ventures and associates	(396)	(1,002)

**23. INCOME TAXES**

Income tax recovery is recognized based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The estimated average annual rate used for the year ended December 31, 2022, was 27.0% (2021: 27.0%). The components of income tax recovery are shown in the following table:

(thousands of dollars)	2022	2021
	\$	\$
Current tax	182	44
Deferred tax	(6,349)	(3,802)
Income tax recovery	(6,167)	(3,758)

The tax on the Company's net income before tax differs from the amount that would arise using the weighted average tax rate applicable to consolidated profits of the Company as follows:

(thousands of dollars)	2022	2021
	\$	\$
Net loss before income taxes	(35,096)	(2,912)
Tax rate	27.0%	27.0%
	(9,476)	(786)
Effect of capital transactions and non-deductible expenses	1,836	(1,364)
Loss from joint ventures and associates and non-controlling interest	2,970	2,072
Adjustment in respect of prior years	(1,497)	(3,680)
Income tax recovery	(6,167)	(3,758)

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**23. INCOME TAXES (CONTINUED)**

The Company's net deferred tax asset consists of the following:

(thousands of dollars)	2022	2021
	\$	\$
Deferred Tax Assets:		
Available capital and non-capital losses	10,530	7,714
Long-term investments	169	169
Deferred income and other	880	827
Intangible assets	6,304	2,968
	17,883	11,678
Deferred Tax Liabilities:		
Property, plant and equipment	(2,822)	(3,811)
Pension asset and post-retirement benefit	(1,877)	(2,487)
	(4,699)	(6,298)
Net tax position	13,184	5,380

The Company has recognized non-capital tax loss of approximately \$46.5 million (2021: \$30.6 million) that can be carried forward and may be used to reduce future years' net income for tax purposes from the Canadian tax jurisdictions.

Refer to Note 19 regarding the contingency relating to the CRA reassessment.

**24. REVENUE BY CATEGORY**

(thousands of dollars)	2022	2021
	\$	\$
Advertising	96,361	97,152
Subscription, data, services and events	73,862	61,069
Commercial printing and other	5,789	6,341
	176,012	164,562

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

25. EXPENSE BY NATURE

(thousands of dollars)	2022	2021
	\$	\$
Wages and benefits (c)	102,066	91,460
CEWS (a)	-	(5,219)
Newsprint, ink and other printing costs	10,204	10,322
Delivery costs	10,247	8,133
Rent, utilities and other property costs	5,046	4,754
Advertising, marketing and other promotion costs	7,388	3,950
Third party production, development and editorial costs	10,875	9,570
Legal, bank, insurance and professional services	9,088	10,430
Data services, system maintenance, telecommunications and software licences	11,187	8,487
Fees, licences and other services	3,677	3,083
Event costs	1,293	252
Other	1,858	1,593
	<u>172,929</u>	<u>146,815</u>
Direct expenses	128,680	109,497
General and administrative expenses	44,249	37,318
	<u>172,929</u>	<u>146,815</u>

- (a) The Government of Canada passed the Canadian Emergency Wage Subsidy ("CEWS") Program to help businesses keep workers employed through the challenges posed by the COVID-19 pandemic. The Company recognized a recovery of compensation expense of \$5.2 million during the comparative year ended December 31, 2021. The Company's eligibility to the CEWS program funding ended in October 2021.
- (b) The Company received grants from various government aid programs, some relating to COVID relief, including the Department of Canadian Heritage's Canada Periodical Fund's Aid to Publishers program, Special Measures for Journalism, which were treated as an offset to certain expenses above.
- (c) Share-Based Compensation

In 2022, the Company implemented Restricted Share Unit ("RSU") plans under which the Company, through its subsidiaries, may issue restricted share units in certain business units. The RSU plan allows the subsidiary's directors to issue up to 15% of the subsidiary's outstanding common shares or specified limits established by the subsidiary's directors as equity settled RSUs from time to time. The RSU plans have a time vesting component and a performance vesting component. The fair value of the RSU plans were determined using recent third-party transactions.

During 2022, the Company, through its subsidiaries, granted a total of 2,248,609 equity settled RSUs to some employees pursuant to the terms of the RSU plans with fair value ranges from \$0.70 to \$2.96 per unit at grant date. 581,508 RSUs vested immediately and the remaining RSUs will vest over various terms between 1-6 years on each anniversary date of the grant and/or December 31 of each year.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**25. EXPENSE BY NATURE (CONTINUED)**

The estimated fair value of the equity settled RSUs granted during the year ended December 31, 2022, was \$4.5 million and will be recognized as an expense over the vesting period of the RSUs.

For the year ended December 31, 2022, a total of \$3.0 million was recorded as share-based compensation expense related to equity settled RSU, with an offset to contributed surplus. This is a non-cash expense in the year.

**26. WAGES AND EMPLOYEE BENEFITS EXPENSE**

(thousands of dollars)	2022	2021
	\$	\$
Salaries and wages	87,394	80,497
CEWS (Note 25 (a))	-	(5,219)
Share-based compensation (Note 25 (c))	2,978	-
Pension and benefit plan costs	11,235	10,487
Other	459	476
	102,066	86,241

Compensation awarded to key management for the year consists of salaries and short-term benefits of \$5.6 million (2021: \$4.8 million) and share-based compensation of \$2.1 million (2021: \$nil). As at December 31, 2022, there were termination benefits payable to key management of \$0.1 million (2021: \$nil). Key management includes the Company's directors, officers, and divisional managers.

**27. INTEREST EXPENSE, NET**

(thousands of dollars)	2022	2021
	\$	\$
Interest income	(158)	(58)
Interest income, accretion on long-term assets	(432)	(325)
Interest expense, debt	458	228
Interest expense, leases	481	479
Interest expense, accretion on current and long-term liabilities	1,116	495
Interest expense, other	248	298
Interest expense, net	1,713	1,117

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**28. RESTRUCTURING AND OTHER (INCOME) EXPENSES (NET)**

(thousands of dollars)	2022	2021
	\$	\$
Restructuring expenses (a)	577	395
Transaction and transition costs (b)	151	1,406
Other expense (c)	468	3,846
Other income (d)	(292)	(221)
	904	5,426

(a) Restructuring expenses

During the year ended December 31, 2022, restructuring expenses of \$0.6 million were recognized (2021: \$0.4 million). Restructuring expenses include severance costs of \$0.4 million (2021: \$0.3 million) incurred as the Company restructured and reduced its workforce.

(b) Transaction and transition costs

Transaction and transition costs incurred related to its acquisitions and divestitures. These costs include both the costs of completing the transactions and the costs of integrating these new operations into the Company, including equity transactions with non-controlling interest. Transaction costs include legal, accounting, due diligence, consulting and general acquisition costs. Transition costs include information technology costs, transitional staffing requirements, service fees paid to the vendor during the transition period and other costs directly related to the operational integration of the newly acquired businesses, as well as any closing costs associated with the closure or divestiture of operations.

(c) Other expenses

Other expenses primarily relate to revaluation of deferred purchase price payables. It also includes, foreign exchanges losses, and other expenses.

(d) Other income

Other income includes foreign exchange gains and other income.

**29. OTHER INCOME**

During the year ended December 31, 2022, the Company recorded other income of \$4.2 million (2021: \$1.8 million). During the current year, this primarily related to the revaluation of the deferred purchase price payable, amounts received in excess of accrued deferred sales prices receivable and amounts received from the government relating to the Canadian Emergency Rent Subsidy. During the comparative year, other income primarily related to distributions by a company in which Glacier is a minority shareholder, amounts received in excess of accrued deferred sales prices receivable and amounts received from the government relating to the Canadian Emergency Rent Subsidy.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**30. RELATED PARTY TRANSACTIONS**

In addition to other related party disclosures in the consolidated financial statements, the Company has the following related parties with which it completed transactions:

- (a) During the year ended December 31, 2022, the Company recorded IT, administration, consulting, interest, and other expenses of \$3.5 million (2021: \$2.0 million) from Madison Venture Corporation ("Madison") and its subsidiaries. IT charges were not included in the prior year's fees as IT services transitioned from Glacier to Madison on January 1, 2022. Madison is a shareholder of the Company and certain of its officers and directors are officers and directors of the Company.

Madison provides strategic, financial, transactional advisory services and administrative services to the Company on an ongoing basis. These services have been provided with the intention of maintaining an efficient and cost-effective corporate overhead structure, instead of i) hiring more full-time corporate and administrative staff and thereby increasing fixed overhead costs and ii) retaining outside professional advisory firms on a more extensive basis.

- (b) During the year ended December 31, 2022, the Company paid Madison Pacific Properties Inc., a related entity to a shareholder of the Company, \$0.7 million for rent on leased properties. During the comparative period between April 15, 2021, and December 31, 2021, the Company paid Madison Pacific Properties Inc. \$0.7 million for rent on leased properties. April 15, 2021, was the date at which Madison Pacific Properties Inc. became related parties to the Company. At December 31, 2022, \$ nil was due to Madison Pacific Properties Inc.
- (c) During the year ended December 31, 2022, the Company paid an entity related to a shareholder of the Company, \$0.4 million for rent on leased properties. During the comparative period between April 15, 2021, and December 31, 2021, the Company paid the related entity \$0.3 million for rent on leased properties. April 15, 2021, was the date at which the related entity became related parties to the Company. At December 31, 2022, \$ nil was due to the related entity.
- (d) During the year ended December 31, 2022, the Company paid Grant Street Properties Inc., a related entity to a shareholder of the Company, \$0.8 million for rent on leased properties. During the comparative period between April 15, 2021, and December 31, 2021, the Company paid Madison Pacific Properties Inc. \$0.6 million for rent on leased properties. April 15, 2021, was the date at which Grant Street Properties Inc. became related parties to the Company. At December 31, 2022, \$ nil was due to Grant Street Properties Inc.
- (e) During the year ended December 31, 2022, the Company paid \$0.5 million (2021: \$0.4 million) to its associate Village Media Inc. for operational services. At December 31, 2021, less than \$0.1 million was due to Village Media Inc.
- (f) During the year ended December 31, 2022, the Company paid its joint venture Great West Media LP for printing services as part of its normal operations. These services were provided at an agreed upon value. Total printing charged to the Company for the year was \$0.3 million (2021: \$0.3 million). At December 31, 2022, \$0.1 million (2021: \$0.1 million) was due to Great West Media LP for printing services and other amounts plus accrued interest on the outstanding balance.
- (g) At December 31, 2022, the Company had amounts due from an associate of \$2.7 million (2021: \$3.2 million) relating to non-operating advances. These amounts are non-interest bearing and have no fixed terms of repayment. These amounts are included in trade and other receivables.

The Company provides digital advertising related services to the associate at rates consistent with those charged to third parties for similar services.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**31. SEGMENT DISCLOSURE**

The Company, its subsidiaries, its joint ventures and its associates operate in three distinct operating segments throughout Canada and the United States. These segments are Environmental and Property Information, Commodity Information and Community Media. Environmental and Property Information includes the Company's business to business content, marketing solutions and data information products which are environmental and property related. Commodity Information includes the Company's business to business content, marketing solutions and data information products which are agriculture and mining related. The Community Media segment includes the Company's community media assets and related digital and printing operations.

The following segment information is for the years ended December 31, 2022, and 2021:

Year ended December 31, 2022 (thousands of dollars)	Environmental and Property Information	Commodity Information	Community Media	Total Operations	Joint Ventures and Associates	IFRS Total
	\$	\$	\$	\$	\$	\$
Revenue	47,290	45,373	117,240	209,903	(33,891)	176,012
Divisional earnings before interest, taxes, depreciation, and amortization	176	3,333	8,419	11,928	(3,270)	8,658
Centralized and corporate expenses						5,575
						3,083
Interest expense, net						1,713
Depreciation and amortization						12,455
Impairment expense						15,525
Other income						(4,247)
Restructuring and other expense, net						904
Share of losses from joint ventures and associates						11,829
Income tax recovery						(6,167)
Net loss for the year						(28,929)

Year ended December 31, 2021 (thousands of dollars)	Environmental and Property Information	Commodity Information	Community Media	Total Operations	Joint Ventures and Associates	IFRS Total
	\$	\$	\$	\$	\$	\$
Revenue	41,554	42,199	112,205	195,958	(31,396)	164,562
Divisional earnings before interest, taxes, depreciation, and amortization	4,688	5,769	18,923	29,380	(5,740)	23,640
Centralized and corporate expenses						5,893
						17,747
Interest expense, net						1,117
Depreciation and amortization						12,626
Net gain on sale						(2,207)
Other income						(1,770)
Restructuring and other expense, net						5,426
Share of losses from joint ventures and associates						5,467
Income tax recovery						(3,758)
Net income for the year						846

The Company operates in the following main geographical areas:

(thousands of dollars)	2022	2021
	\$	\$
Canada	140,697	134,709
United States	35,315	29,853
Total revenue	176,012	164,562

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**32. FINANCIAL INSTRUMENTS**

Financial risk management

The Company's activities result in exposure to a variety of financial risks, including risks relating to foreign exchange, credit, liquidity and interest rate risks. Details of these risks, how they arise and the objectives and policies for managing them are described as follows:

(a) Market risk

(i) Foreign exchange risk

A portion of the Company's products are sold at prices denominated in U.S. dollars while the majority of its operational costs and expenses are incurred in Canadian dollars. An increase in the value of the Canadian dollar relative to the U.S. dollar reduces the revenue in Canadian dollar terms realized by the Company from sales made in U.S. dollars.

The Company also has foreign operations in the United States and the United Kingdom, whose earnings are exposed to foreign exchange risk.

An assumed \$0.01 increase in the USD/CAD foreign exchange rate during the year ended December 31, 2022, would have less than \$0.1 million (2021: less than \$0.1 million) impact on pre-tax net income. An assumed \$0.01 decrease would have an equal but opposite effect on pre-tax net income.

(ii) Interest rate risk

The Company's interest rate risk mainly arises from the interest rate impact on cash and floating rate debt. The Company actively manages its interest rate risk through ongoing monitoring of market interest rates and the overall economic situation. Where appropriate, the Company has in the past and may in the future enter into derivative transactions to fix its interest rates.

An assumed 100 basis points increase in interest rates during the year ended December 31, 2022, would have a less than \$0.1 million (2021: less than \$0.1 million) impact on pre-tax net income. An assumed 100 basis points decrease would have had an equal but opposite effect on pre-tax net income.

(b) Credit risk

Credit risk is risk of financial loss to the Company if a customer, a deposit taking institution, or a third party to a derivative instrument fails to meet its contractual obligation.

The Company holds its cash and cash equivalents at major Canadian financial institutions in order to minimize the risk of default on the Company's cash position.

The Company sells its products and services to a variety of customers under various payment terms and therefore is exposed to credit risks from its trade receivables from customers.

The Company has adopted policies and procedures designed to limit these risks. The carrying amounts for trade receivables are net of applicable allowances for doubtful accounts, which are determined using the ECL model, credit losses are measured as the present value of cash shortfalls from all possible default events, discounted at the effective interest rate of the financial asset.

**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**32. FINANCIAL INSTRUMENTS (CONTINUED)**

The Company is protected against any concentration of credit risk through its products, broad clientele and geographic diversity. As at December 31, 2022, no single customer accounts for more than 5% of consolidated trade receivables.

Management regularly monitors trade receivable aging and customer credit limits, performs credit reviews and provides allowances for potentially uncollectible trade receivables. The amounts disclosed in the consolidated balance sheets are net of allowances for doubtful accounts. The Company establishes an allowance for doubtful accounts that represents its estimate of incurred losses in respect of trade receivables. Trade receivables are impaired when there is evidence that collection is unlikely. At December 31, 2022, the Company had trade receivables of \$30.2 million (2021: \$29.8 million), net of allowance for doubtful accounts of \$0.9 million (2021: \$0.9 million).

Based on the historical payment trend of the customers, the Company believes that this allowance for doubtful accounts is sufficient to cover the risk of default.

The Company is also exposed to credit-related losses in the event of non-performance by counterparties to derivative instruments. The Company manages its counterparty risk by only entering into derivative contracts with major financial institutions with high credit ratings assigned by international credit-rating agencies as counterparties.

The maximum exposure to credit risk at the reporting date is the carrying value of cash and cash equivalents, trade receivables and the credit risk of counter parties relating to the Company's derivatives.

	2022		2021	
	Gross	Impairment	Gross	Impairment
	\$	\$	\$	\$
Not past due	19,103	(9)	19,961	(8)
Past due 0 - 30 days	5,044	(16)	4,297	(12)
Past due 30 - 60 days	2,490	(31)	2,035	(27)
Past due > 60 days	3,528	(852)	3,522	(875)

The movement in the allowance for impairment in respect of loans and receivables during the year was as follows:

(thousands of dollars)	2022	2021
	\$	\$
Balance, beginning of year	(922)	(1,131)
Impairment loss, net of recoveries	14	209
Balance, end of year	(908)	(922)

(c) Liquidity risk

Liquidity risk is the risk that the Company will be unable to meet its financial obligations on a current basis. The Company is exposed to liquidity risk with respect to trade payables, debt, and contractual obligations and contingencies; refer to Notes 15, 16, 17, 18 and 19 for repayment terms of the Company's financial liabilities.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**32. FINANCIAL INSTRUMENTS (CONTINUED)**

The Company manages liquidity by maintaining adequate cash balances and by having appropriate lines of credit available. In addition, the Company continuously monitors and reviews both actual and forecasted cash flows. Management believes that future cash flow from operations and the availability under existing banking arrangements will be adequate to support its financial liabilities. The Company continues to monitor costs and restructure accordingly to maintain sufficient levels of profitability and cash flow.

The other liabilities related to contingent consideration (Note 16) are recorded as level 3 FVTPL financial instruments.

Fair value

The Company's cash and cash equivalents, trade and other receivable, trade and other payables, debt and other current and non-current liabilities are classified as measured at amortized cost, and other investments are classified as measured at FVOCI. The carrying amounts of these instruments at December 31, 2022, approximate fair value.

The three levels of the fair value hierarchy are:

Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 – 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 – Inputs for the asset or liability that are not based on observable market data.

**33. CAPITAL DISCLOSURES**

The Company's fundamental objectives in managing capital are to maintain financial flexibility in order to preserve its ability to meet financial obligations, ensure adequate liquidity and financial flexibility at all times and deploy capital to provide an appropriate investment return to its shareholders while maintaining prudent levels of financial risk. The Company believes that the aforementioned objectives are appropriate in the context of Glacier's business.

The Company defines its capital as shareholders' equity, debt, and preferred shares, net of any cash and cash equivalents.

The Company's financial strategy is designed to maintain a flexible capital structure including an appropriate debt to equity ratio consistent with the objectives stated above and to respond to changes in economic conditions and the risk characteristics of underlying assets. In order to maintain or adjust its capital structure, the Company may purchase shares for cancellation pursuant to normal course issuer bids, issue new shares, raise debt (secured, unsecured, convertible and/or other types of available debt instruments), enter into hedging arrangements and refinance existing debt with different characteristics, amongst others.

The Company constantly monitors and assesses its financial performance and economic conditions in order to ensure that its net debt levels are prudent.

The Company's financial objectives and strategy are reviewed on an annual basis. The Company believes that its ratios are within reasonable limits, in light of the relative size of the Company and its capital management objectives.



**GLACIER MEDIA INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**AS AT AND FOR THE YEARS ENDED DECEMBER 31, 2022, AND 2021**

(AMOUNTS EXPRESSED IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT SHARE AND PER SHARE AMOUNTS)

**32. CAPITAL DISCLOSURES (CONTINUED)**

The Company is also subject to financial covenants, in its operating credit facility agreement, which are measured on a quarterly basis. The Company is in compliance with all financial covenants at December 31, 2022 and 2021.





## GLACIER MEDIA INC. CORPORATE INFORMATION

### BOARD OF DIRECTORS

Bruce W. Aunger	Jonathon J.L. Kennedy
Sam Grippo	Hugh McKinnon
S. Christopher Heming	Geoffrey L. Scott

### OFFICERS

Sam Grippo, Chairman  
Jonathon J.L. Kennedy, President & Chief Executive Officer  
Orest Smysnuik, CA, Chief Financial Officer  
Bruce W. Aunger, Secretary

### TRANSFER AGENT

Computershare Trust Company of Canada  
Toronto, Calgary and Vancouver

### AUDITORS

PricewaterhouseCoopers LLP

### STOCK EXCHANGE LISTING

The Toronto Stock Exchange  
Trading symbol: GVC

### INVESTOR RELATIONS

Institutional investors, brokers, security analysts and others requiring financial and corporate information about Glacier should visit our website [www.glaciermedia.ca](http://www.glaciermedia.ca) or contact: Orest Smysnuik, CA, Chief Financial Officer.

### CORPORATE OFFICE

2188 Yukon Street  
Vancouver, BC V5Y 3P1  
Phone: 604.872.8565  
Fax: 604.439.2603

Glacier Media Inc.  
2188 Yukon Street, Vancouver, British Columbia, Canada V5Y 3P1  
Tel: 604.872.8565 Fax: 604.439.2603  
[www.glaciermedia.ca](http://www.glaciermedia.ca)