

# Forestry Innovation Investment®

## **Consolidated Financial Statements**

Forestry Innovation Investment Ltd.

March 31, 2024

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#### Statement of Management Responsibility

#### Scope of Responsibility

Management has supervised preparation of the accompanying consolidated financial statements and related note disclosures and is responsible for their integrity and objectivity. The consolidated financial statements of Forestry Innovation Investment Ltd. (FII) have been prepared by management in accordance with the financial reporting provisions prescribed by the Province of British Columbia pursuant to Section 23.1 of the Budget Transparency and Accountability Act (see Note 2(a).

We believe that these consolidated financial statements present fairly FII's financial position as at March 31, 2024 and the consolidated statement of operations, change in net assets, and cash flow for the year ending March 31, 2024 and that the other information contained in the Company's annual report is consistent with the consolidated financial statements as presented.

#### Internal Controls

Management is responsible for the integrity of the financial statements and has established systems of internal controls to provide reasonable assurance that transactions are properly authorized, assets are safeguarded, and financial records are properly maintained to facilitate the preparation of the financial statements in a timely manner. We continually monitor these internal accounting controls, modifying and improving them as business conditions and operations change. We believe our system of internal accounting controls provide reasonable assurance that errors or irregularities that would be material to the consolidated financial statements are prevented or detected in the normal course of business.

#### Board of Directors and Audit Committee

The Board of Directors is responsible for reviewing and approving the consolidated financial statements and overseeing management's discharge of its financial reporting responsibilities. An Audit Committee is appointed by the Board. The Audit Committee reviews the consolidated financial statements, adequacy of internal controls, audit process and financial reporting with management and with the external auditors. The Audit Committee has reviewed these consolidated statements prior to recommending approval by the Board of Directors. The Board of Directors has reviewed and approved the financial statements.

#### Independent Auditors

Grant Thornton has performed an independent audit of the consolidated financial statements of Forestry Innovation Investment Ltd. The Auditor's Report, as attached, outlines the scope of this independent audit and expresses an opinion on the financial statements of Forestry Innovation Investment Ltd.

Michael Loseth Chief Executive Officer

Vancouver, British Columbia May 27, 2024

Douglas Greig

Vice President & CFO



## **Independent Auditor's Report**

Grant Thornton LLP Suite 1600 333 Seymour Street Vancouver, BC V6B 0A4 T +1 604 687 2711 F +1 604 685 6569

To the Board of Directors of Forestry Innovation Investment Ltd.

To the Minister of Jobs, Economic Development and Innovation, Province of British Columbia

#### Opinion

We have audited the consolidated financial statements of Forestry Innovation Investment Ltd. (the "Company"), which comprise the consolidated statement of financial position as at March 31, 2024, and the consolidated statements of operations and accumulated surplus, changes in net financial assets and cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements are prepared, in all material respects, in accordance with the accounting requirements of Section 23.1 of the Budget Transparency and Accountability Act of the Province of British Columbia.

#### **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 are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the consolidated financial, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Emphasis of matter - basis of accounting

We draw attention to Note 2 to the consolidated financial statements, which describes the basis of accounting and the significant differences between such basis of accounting and Canadian public sector accounting standards.



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

Management is responsible for the preparation of these consolidated financial statements in accordance with the accounting requirements of Section 23.1 of the Budget Transparency and Accountability Act of the Province of British Columbia, 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 a 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 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.

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- 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company and the organizations it controls 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.

Grant Thornton LLP

Vancouver, Canada May 27, 2024

Chartered Professional Accountants

### Forestry Innovation Investment Ltd. Consolidated Statement of Financial Position

(in thousands of dollars) March 31		2024	2023
	Note		
Financial assets			
Cash and cash equivalents		\$ 6,831	\$ 6,029
Accounts receivable		189	355
Recipient advances	4	79	113
Due from other governments		 917	 1,294
Total financial assets		8,016	 7,791
Liabilities			
Accounts payable and accrued liabilities	3	1,266	979
Recipient payables	4	151	532
Due to Province of British Columbia		18	15
Due to other governments		276	417
Deferred contributions	6	 537	 611
Total liabilities		 2,248	 2,554
Net financial assets		 5,768	 5,237
Non-financial assets			
Tangible capital assets	7	278	326
Prepaid expenses		458	 507
Total non-financial assets	,	736	 833
Accumulated surplus		\$ 6,504	\$ 6,070

Commitments (Note 8)

Approved by the Board

Rubio 211 Director Director

### Forestry Innovation Investment Ltd. Consolidated Statement of Operations and Accumulated Surplus

(in thousands of dollars) Year ended March 31		Budget	2024	2023
Not	e			
Revenue 10 Government contributions				
Provincial	\$	19,811	\$ 20,274	\$ 23,065
Federal		1,980	290	1,906
Other revenue		200	144	78
Investment income		-	 465	 335
		21,991	 21,173	 25,384
Expenses 10				
Funding recipient initiatives Market initiatives and outreach		9,050	8,350	13,673
FII Vancouver		5,311	4,679	4,133
FII China		2,300	2,216	2,199
FII India		2,100	1,879	2,328
FII Vietnam		1,500	1,714	1,152
Corporate services		1,730	1,901	 1,613
		21,991	 20,739	 25,098
Annual surplus		-	434	286
Accumulated surplus, beginning of year		6,070	 6,070	 5,784
Accumulated surplus, end of year	\$	6,070	\$ 6,504	\$ 6,070

(in thousands of dollars) Year ended March 31	Budget	2023			
Annual surplus	\$ -	\$ 434	\$	286	
Acquisition of tangible capital assets Amortization of tangible capital assets Disposal of tangible capital assets Acquisition of prepaid expenses	 (100) 150 - 200	 (148) 195 1 49		(112) 196 60 44	
Increase in net financial assets	250	531		474	
Net financial assets, beginning of year	 5,237	 5,237		4,763	
Net financial assets, end of year	\$ 5,487	\$ 5,768	\$	5,237	

### Forestry Innovation Investment Ltd. Consolidated Statement of Changes in Net Financial Assets

(in thousands of dollars) Year ended March 31	2024	2023
Cash provided by (used in):		
<b>Operating</b> Annual surplus Items not involving cash	\$ 434	\$ 286
Amortization of tangible capital assets Amortization of deferred contributions Loss on disposal of assets	195 (211) 1	196 (264) 60
Change in accounts receivable Change in receipient advances Change in due from Province of British Columbia	166 34 -	(191) (32) 13
Change in due from other governments Change in accounts payable and accrued liabilities Change in recipient payables Change in due to Province of British Columbia	377 287 (381) 3	(741) 6 381 (39)
Change in due to other governments Change in prepaid expenses	 (141) 49	 (13) 44
Investing Acquisition of tangible capital assets	 <u>813</u> (148)	 (294)
Disposition (acquisition) of short-term investments	 - (148)	 1,009 897
Financing Receipt of deferred contributions	 137	 272
Increase in cash	802	875
Cash and cash equivalents, beginning of year	 6,029	 5,154
Cash and cash equivalents, end of year	\$ 6,831	\$ 6,029

### Forestry Innovation Investment Ltd. Consolidated Statement of Cash Flows

(in thousands of dollars) March 31, 2024

#### 1. General

Forestry Innovation Investment Ltd. (the "Company" or "FII Vancouver") was incorporated on March 31, 2003 under the laws of the Province of British Columbia (the "Province"). The Company has authorized capital of 100 common shares without par value of which 10 shares are issued and outstanding. Her Majesty the Queen in Right of the Province of British Columbia, as represented by the Ministry of Jobs, Economic Development and Innovation, holds the shares issued. A board of directors governs the Company, and all directors are appointed by the Province. The Company's principal activities are to fund forest industry associations and research institutions and to deliver market development and market initiatives and outreach programs.

#### 2. Summary of significant accounting policies

#### (a) Basis of presentation

These consolidated financial statements have been prepared in accordance with Section 23.1 of the Budget Transparency and Accountability Act of the Province of British Columbia which requires accounting policies which are consistent with Canadian public sector accounting standards except in regard to the accounting for restricted capital contributions.

Under Section 23.1 of the Budget Transparency and Accountability Act and its related regulations, the Company is required to recognize restricted capital contributions as a liability and recognize them into revenue on the same basis as the related amortization expense.

Under Canadian public sector accounting standards, those transfers with stipulations that have been met or that do not contain stipulations that create a liability, are fully recognized into revenue.

The impact of this difference on the consolidated financial statements of the Company would be a decrease in deferred capital contributions as at March 31, 2024, and increases in revenues and annual surplus for the year then ended.

#### (b) Reporting Company and basis of consolidation

These consolidated financial statements reflect the assets, liabilities, revenues and expenses of the reporting Company. The reporting Company is comprised of the Company consolidated with FII Consulting (Shanghai) Co., Ltd. ("FII China"), a wholly-owned subsidiary registered under the laws of the People's Republic of China; 0939031 B.C. Ltd., a wholly-owned subsidiary registered under the laws of British Columbia; Forestry Innovation Consulting India Pvt. Ltd. ("FII India"), a wholly-owned subsidiary of the Company and 0939031 B.C. Ltd., registered under the laws of the Republic of India; and Forestry Innovation Consulting (Vietnam) Ltd., a wholly-owned subsidiary registered under the laws of Vietnam.

FII China is based in Shanghai, China, FII India is based in Mumbai, India, and FII Vietnam is based in Thu Dau Mot City, Vietnam with all subsidiaries delivering market development programs on behalf of the Company. The subsidiaries are consolidated on a line-by-line basis after inter-organizational transactions and balances between these entities have been eliminated.

(in thousands of dollars) March 31, 2024

#### 2. Summary of significant accounting policies (continued)

#### (c) Revenue recognition

Unrestricted contributions, donations and grants are recorded as revenue when receivable if the amounts can be reasonably estimated and collection is reasonably assured.

Restricted contributions include amounts received from the Province and the Canadian Federal Government for specific purposes. Restricted contributions are recorded as deferred contributions when received or receivable. The deferred contribution and associated revenue are recognized based upon the nature of the restriction, as follows:

#### (i) Restricted capital contributions

Capital contributions for the purpose of acquiring or developing a depreciable tangible capital asset are recorded and referred to as deferred capital contributions. Deferred capital contributions are reduced and the associated revenue recognized at the same rate and in the same fiscal period that amortization is recognized in respect of acquired depreciable tangible capital asset used to provide services.

(ii) Other restricted contributions

Deferred contributions are reduced and the associated revenue recognized in the period during which the stipulation or restriction on the contribution have been met.

Investment income includes interest recorded on an accrual basis.

#### (d) Program expenses

Program expenses include amounts transferred to recipient organizations based on recipient funding contracts to carry out specific program activities. Amounts transferred are recognized as expenses in the period in which events giving rise to the transfer occur, providing the transfers are authorized, any eligibility criteria have been met by the recipient, and reasonable estimates of the amounts can be made.

#### (e) Pension plans

The Company and its employees contribute to the Public Service Pension Plan, which is a multi-employer jointly trusteed plan. The plan is a defined benefit plan, providing pension on retirement based on the member's age at retirement, length of service and highest earnings averaged over five years. As the assets and liabilities of the plan are not segregated by employer, the plan is accounted for as a defined contribution plan and any Company contributions to the plan are expensed as incurred.

#### (f) Financial instruments

Financial instruments consist of cash and cash equivalents, accounts receivable, recipient advances, amounts due from other governments, accounts payable and accrued liabilities, amounts due to the Province, amounts due to other governments, and recipient payables.

The Company measures its financial instruments at cost or amortized cost.

(in thousands of dollars) March 31, 2024

#### 2. Summary of significant accounting policies (continued)

#### (f) Financial instruments (continued)

For financial instruments measured at cost or amortized cost, transaction costs are added to the cost of the financial instruments.

Interest and dividends attributable to financial instruments are reported in the consolidated statement of operations.

All financial assets are tested annually for impairment. When financial assets are impaired, impairment losses are recorded in the consolidated statement of operations.

There are no financial instruments measured at fair value; therefore, the consolidated financial statements do not include a consolidated statement of remeasurement gains and losses.

#### (g) Non-financial assets

#### (i) Tangible capital assets

Tangible capital assets are recorded at cost, which includes all amounts that are directly attributable to the acquisition, construction, development or betterment of the asset. Cost, less residual value, of the tangible capital assets is amortized on a straight-line basis over their estimated useful lives as follows:

Asset	<u>Useful life</u>
Computer equipment Furniture and equipment	3 years 5 years
Leasehold improvements	lesser of the lease term
Tradeshow booths	and its useful life 3 years

Assets under construction are not amortized until the asset is available for productive use.

(ii) Contributions of tangible capital assets

Tangible capital assets received as contributions are recorded at their fair value at the date of receipt.

#### (iii) Interest capitalization

The Company does not capitalize interest costs associated with the acquisition or construction of tangible capital assets.

(iv) Intangible assets

Intangible assets are not recognized in these consolidated financial statements.

(in thousands of dollars) March 31, 2024

#### 2. Summary of significant accounting policies (continued)

#### (h) Foreign currency translation

These consolidated financial statements are stated in Canadian dollars. The Company's foreign operations, conducted through FII China, FII India, and FII Vietnam are considered financially interdependent with the Company, and are translated from Chinese renminbi ("RMB"), Indian rupee ("INR"), and Vietnamese dong ("VND") using the temporal method of translation. Accordingly, monetary assets and liabilities are translated at the spot exchange rates in effect at the date of the statement of financial position; non-monetary items are translated at historical exchange rates in effect on the dates of the transactions. Revenue and expense items are translated at monthly average exchange rates in effect during the month in which the transaction occurred, except for amortization which is translated at the historical exchange rate of the corresponding non-monetary item. Realized exchange gains and losses are included in the consolidated statement of operations.

#### (i) Budget

Budget data presented in these consolidated financial statements are based on the Company's Service Plans. The budget was approved by the Board of Directors on January 30, 2023.

#### (j) Use of estimates

The preparation of these consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenue and expenses during the year. Significant items subject to such estimates and assumptions include the useful lives of tangible capital assets. Actual results could differ from those estimates.

#### (k) Segment disclosures

A segment is defined as a distinguishable activity or group of activities of an Company for which is it is appropriate to separately report financial information. The Company has provided definitions of segments used by the Company as well as presented financial information of the segments in Note 10.

#### (I) Cash and cash equivalents

Cash and cash equivalents comprises cash on hand and deposits with financial institutions.

(in thousands of dollars) March 31, 2024

3. Accounts payable and accrued liabilities	 2024	 2023
Trade payables Accrued liabilities	\$ 649 617	\$ 281 698
	\$ 1,266	\$ 979

#### 4. Recipient advances and payables

The Company's policy on recipient funding contracts stipulates that unspent advances are repaid to the Company. Historically, unspent advances have been repaid to the Company prior to the end of the first quarter of the new fiscal year after final reconciliation reports have been submitted.

In addition, the Company withholds a percentage of earnable administration costs from their interim advances. Recipients would qualify for this final funding amount withheld based on meeting eligible reporting criteria in the recipient reporting process.

As at March 31, 2024, the Company has identified \$151 (2023 - \$532) as payable to the recipient organizations and \$79 (2023 - \$113) as receivable from the recipient organizations.

#### 5. Pension plans

The Company and its employees contribute to the Public Service Pension Plan, which is a multiemployer jointly trusteed plan. The plan is a defined benefit plan, providing pension on retirement based on the member's age of retirement, length of service and highest earnings averaged over five years. The board of trustees of the plan represents plan members and employers and is responsible for the management of the plan including investment of the assets and administration of the plan.

The most recent actuarial valuation for the Public Service Pension Plan as at March 31, 2023 indicated a \$4,491 funding surplus for basic pension benefits on a going concern basis.

As described in Note 2(e), the plan is accounted for as a defined contribution plan. During the year ended March 31, 2024, the Company paid \$281 (2023 - \$261) for employer contributions to the plan.

(in thousands of dollars) March 31, 2024

#### 6. Deferred contributions

Deferred contributions consist of contributions received from the Province for tangible capital assets and other capital and operating contributions for which goods and services remain outstanding. Deferred contributions are comprised of the following:

	Provincial		Other	2024	2023		
Balance, beginning of year	\$	587	\$	24	\$ 611	\$	603
Contributions received during the year Amounts recognized		100		37	137		272
as revenue		(198)		(13)	 (211)		(264)
Balance, end of year	\$	489	\$	48	\$ 537	\$	611

Included in Provincial deferred contributions is \$97 (2023 - \$145) that is unspent.

(in thousands of dollars) March 31, 2024

#### 7. Tangible capital assets

#### (a) Assets in use

Cost

		2023	A	dditions	D	isposals	 2024
Computer equipment Furniture and equipment Leasehold improvements Tradeshow booths	\$	518 377 491 275	\$	46 29 - 73	\$	(19) (4) - (7)	\$ 545 402 491 341
	\$	1,661	\$	148	\$	(30)	\$ 1,779
Accumulated amortizati	on						
		2023	Amo	rtization	D	isposals	 2024
Computer equipment Furniture and equipment Leasehold improvements Tradeshow booths	\$	452 281 373 230	\$	65 34 66 30	\$	(19) (4) - (7)	\$ 498 311 439 253
	\$	1,336	\$	195	\$	(30)	\$ 1,501
Net book value							
		2023					 2024
Computer equipment Furniture and equipment Leasehold improvements Tradeshow booths	\$	66 96 118 45					\$ 47 91 52 88
	\$	326					\$ 278

#### (b) Assets disclosed at nominal values

The cost of tangible capital assets includes the fair market value of certain assets transferred to the Company from the Province effective April 1, 2003 for one dollar. These assets are now fully amortized.

(in thousands of dollars) March 31, 2024

#### 8. Commitments

(a) The Company has lease commitments for its premises it occupies.

2025 2026 2027	\$ 819 257 24
2028 Thereafter	-
	\$ 1,100

- (b) The Company also has an obligation to pay \$403 (2023 \$543) for contracts entered into and not yet completed at March 31, 2024.
- (c) The Company has an operating line of credit with HSBC Bank of Canada with maximum available credit of \$2,000 which incurs interest at prime plus 1.5% per annum. As of March 31, 2024, no amounts have been withdrawn through the utilization of the credit line.

#### 9. Financial instruments risk management

The Company has exposure to the following risks from its use of financial instruments:

#### Credit risk

Credit risk is the risk that the Company's counterparties default or become insolvent.

The Company is potentially exposed to credit risk through cash and cash equivalents, accounts receivable, short term investments, recipient advances, amounts due from the Province, and amounts due from other governments. Cash is maintained with financial institutions of reputable credit and may be redeemed upon demand. Accounts receivable consist mainly of cost share agreements which are monitored on a regular basis. Amounts due from the Province and amounts due from other governments consist of reimbursement claims. It is the Company's opinion that its exposure to credit risk is subject to normal industry risks and is considered minimal.

As at March 31, 2024, accounts receivable, recipient advances, amounts due from the Province, and amounts due from other governments are comprised of:

	Unde	er 90 days	Ove	r 90 days	Total		
Accounts receivable Recipient advances Due from other governments	\$	189 79 915	\$	- - 2	\$	189 79 917	
	\$	1,183	\$	2	\$	1,185	

(in thousands of dollars) March 31, 2024

#### 9. Financial instruments risk management (continued)

#### Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due.

The Company manages its exposure to liquidity risk by maintaining sufficient cash balances throughout the year to meet its short-term obligations. It is the Company's opinion that its exposure to liquidity risk is subject to normal industry risks and is considered minimal.

#### Market risk

Market risk is the risk that fluctuations in market prices will affect the Company's net financial assets. Market risk comprises two types of risk:

#### Currency risk and foreign denominated cash

Currency risk is the risk that fluctuations in foreign currencies will affect the Company's net financial assets denominated in foreign currencies.

The Company is subject to foreign exchange risk through its program payables and program advances and a portion of the Company's program and tradeshow costs, which are denominated in Chinese renminbi, Indian rupee, Vietnamese dong and United States dollars. The Company manages its exposure to currency risk by monitoring its assets and liabilities denominated in foreign currencies and purchasing foreign denominated currency to pay upcoming commitments when the market conditions are favourable. The Company does not use derivatives instruments to reduce its exposure to foreign currency risk. Included in office costs is \$46 (2023 - \$177) of foreign exchange gains.

	2024									
		enominated ints in CAD	RMB denominated amounts in CAD		INR denominated amounts in CAD		VND denominated amounts in CAD			CAD Total
Cash Accounts receivable and due from other	\$	842	\$	534	\$	2,425	\$	45	\$	3,846
governments Accounts payable		:		- 94		628 340		14 81		642 515
					20	)23				
		enominated unts in CAD						lenominated ounts in CAD		CAD Total
Cash Accounts receivable and due from other	\$	728	\$	358	\$	2,120	\$	16	\$	3,222
governments		-		162		482		44		688
Accounts payable		-		162		281		133		576

The amounts shown are translated to Canadian dollars at the closing rate:

(in thousands of dollars) March 31, 2024

#### 9. Financial instruments risk management (continued)

#### Market risk (continued)

#### Interest rate risk

Interest rate risk is the risk that fluctuations in interest rates will affect the Company's net financial assets that bear interest at variable rates. The Company manages its exposure to interest rate risk by investing in interest bearing cash accounts and short-term investments.

#### 10. Segmented information

Segmented information has been identified based upon programs provided by the Company. Company programs and their activities are reported by functional area in the body of the consolidated financial statements. Programs that have been separately disclosed in the segmented information, along with the services they provide, are as follows:

#### (a) Funding Recipient Initiatives

Uses project funding delivered through an annual "Call for Proposals" in partnership with the Government of Canada to fund non-profit organizations, universities, forest industry associations and research institutions to:

- Maintain and create opportunities for B.C. wood products in existing and emerging markets;
- Ensure that customers, consumers, designers, builders, developers and architects know about BC wood products and the many positive features they bring to wood construction and interior finishing;
- Support the development of innovative new forest products and building systems; and
- Provide interested parties around the world with information on the properties and qualities of BC's forest products and the BC companies that supply them.

#### (b) Market Initiatives and Outreach Program

(i) FII Vancouver Initiatives

Internally directs delivered programs that:

- Promote the benefits of wood as a green building material;
- Position B.C. as a global supplier of world-class environmentally friendly forest products;
- Research opportunities in new and emerging markets, and initiate early market exploration activities;
- Support industry efforts to mitigate non-tariff trade and market barriers for B.C. forest products;
- Champion the Province's wood innovation priorities and advance the use of wood building systems and technologies in public and private construction;
- Raise awareness of the Province as a world leader in innovative, next generation wood construction and design; and
- Encourage a robust valued-added sector in BC through enhanced capacity and competitiveness.

(in thousands of dollars) March 31, 2024

#### **10. Segmented information (continued)**

#### (b) Market Initiatives and Outreach Program (continued)

(ii) FII China Initiatives

FII China has a mandate to optimize the value of B.C. lumber exports to China by expanding the share of wood construction in China's building sector. FII China focuses on the following activities:

- Expand and strengthen relationships with Chinese national, regional and local government entities (including state-owned developers) to position the environmental benefits of wood construction in response to new policies of the Chinese government to encourage low-carbon, energy-efficient and prefabricated construction in China;
- Promote wood construction in high priority segments such as cultural buildings, tourism, wellness and elderly care facilities, hybrid construction (wood mixed with concrete/steel) and mid-rise and taller wood construction; and
- Work closely with Canadian forest industry trade association staff to expand China's technical capacity to deploy wood construction.

#### (iii) FII India Initiatives

FII India has a mandate to establish a local presence in India for B.C. and Canadian forest products; develop working relationships with manufacturers, importers, architects, developers and the wood-user community; and grow demand for B.C. lumber in the wood in manufacturing sector. The operation focuses on early market development activities including:

- Positioning B.C.'s sustainable softwoods to take advantage of India's growing fibre needs;
- Undertaking promotional and educational activities targeting potential end users;
- Conducting product trials and providing technical support to allow local manufacturers to gain experience working with B.C. species in specific applications; and
- Building a stockist (importer/distributor) network in India to carry and supply B.C. wood species in the market.

#### (iv) FII Vietnam Initiatives

FII Vietnam has a mandate to identify opportunities for B.C. species in Vietnam's wood manufacturing sector; identify key players in the supply chain to introduce them to B.C. species; and build the demand for, and awareness of, Canadian wood products in the market. The operation focuses on early (pre-commercial) market development activities, including:

- Positioning B.C.'s sustainable softwoods as an alternative to hardwood for furniture manufacturing;
- Introducing B.C. species and suppliers to Vietnamese importers, traders and furniture manufacturers;
- Conducting product trials and providing technical support to allow local manufacturers to gain experience working with B.C. species in specific applications; and
- Identifying opportunities in the marketplace and any barriers to entry.

(in thousands of dollars) March 31, 2024

#### 10. Segmented information (continued)

#### (c) Corporate services

Corporate services performs the following activities:

- Ensures financial reporting to government standards;
- Provides Human Resource, IT and office services to meet organizational needs;
- Oversees budget and planning, internal controls and cash management;
- Support government and industry trade missions and related initiatives;
- Provide corporate secretary services; and
- Provides corporate communication, market data and analytical services to meet internal and external needs.

(in thousands of dollars) March 31, 2024

#### **10. Segmented information (continued)**

		Market Initiatives and Outreach						
Revenues	Funding Recipient Initiatives	FII Vancouver	FII China	FII India	FII Vietnam	Corporate services	2024 Total	<b>2023</b> Total
Government contributions								
Provincial	\$ 9,114	\$ 5,396	\$ 2,388	\$ 907	\$ 752	\$ 1,717	\$ 20,274	\$ 23,065
Federal	124	165	-	-	-	, 1	290	1,906
Other revenue	-	35	-	104	-	5	144	78
Investment income	5		1	126		333	465	335
Total revenues	9,243	5,596	2,389	1,137	752	2,056	21,173	25,384
Expenses								
Amortization	-	-	13	18	38	126	195	196
Auditing	192	-	45	25	10	73	345	427
Grants	862	-	-	-	-	-	862	4,386
Office costs	80	303	407	401	312	97	1,600	1,715
Professional services	142	1,522	228	584	583	113	3,172	2,941
Program costs	6,771	565	-	1	-	-	7,337	8,554
Salaries, wages and benefits	303	2,061	1,332	603	628	1,221	6,148	6,043
Trade missions	-	10	17	-	18	-	45	15
Travel and business costs	-	218	174	247	125	271	1,035	821
Total expenses	8,350	4,679	2,216	1,879	1,714	1,901	20,739	25,098
Annual surplus (deficit)	\$ 893	\$ 917	\$ 173	\$ (742)	\$ (962)	\$ 155	\$ 434	\$ 286

(in thousands of dollars) March 31, 2024

#### 11. Contingency

During the 2023/2024 fiscal year, GST rebate applications in the amount of INR \$21,512,248 (CAD \$358,538) made by FII India were denied by the India GST authority. FII India is appealing the decision and its business operations have remained unchanged since previously accepted filings. The GST rebates receivable are included in Receivable from Other Governments at March 31, 2024. The Company believes the claim is without merit; however, as the outcome is not determinable at this time, no consequent provisions or accruals have been recorded in these financial statements.