

**ACADIAN TIMBER**  
ANNUAL REPORT



**2016**



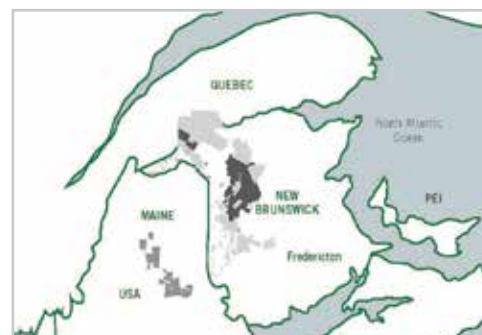
**Acadian Timber Corp.** (TSX: ADN), is a leading supplier of primary forest products in Eastern Canada and the Northeastern U.S. With a total of approximately 2.4 million acres of land under management, Acadian is the second largest timberland operator in New Brunswick and Maine. Acadian is managed by a wholly-owned subsidiary of Brookfield Asset Management Inc. (NYSE: BAM, TSX: BAM.A and Euronext: BAMA).

Acadian owns and manages approximately 1.1 million acres of freehold timberlands in New Brunswick and Maine, and provides management services relating to approximately 1.3 million acres of Crown licensed timberlands. Acadian also owns and operates a forest nursery in Second Falls, New Brunswick. Acadian's products include softwood and hardwood sawlogs, pulpwood and biomass by-products, sold to approximately 100 regional customers

**Acadian's business strategy** is to maximize cash flows from its existing timberland assets while growing its business by acquiring assets on a value basis and utilizing its operations-oriented approach to drive improved performance.

## ACADIAN'S LOCATIONS

FOREST AREAS	ACRES	HECTARES
MAINE TIMBERLANDS	299,000	121,000
NEW BRUNSWICK TIMBERLANDS	761,000	308,000
CROWN LANDS UNDER MANAGEMENT	1,313,000	531,000
<b>AREA UNDER MANAGEMENT</b>	<b>2,373,000</b>	<b>960,000</b>



## ACADIAN'S PRODUCT MIX BY END USE\*

Acadian sells a wide variety of products to a broad group of customers. Acadian's greatest exposure is to softwood sawlogs; however, markets for hardwood sawlogs, hardwood and softwood pulpwood, and biomass diversify our sales.



### SOLID WOOD

53%

Softwood Dimension Lumber 36%  
Softwood Specialty Products 4%  
Hardwood Lumber 10%  
Hardwood Specialty Products 3%

### PAPER

22%

Freesheet 3%  
Groundwood 4%  
Tissue 15%

### PULP

12%

### FUEL

8%

### ENGINEERED WOOD PRODUCTS

5%

\* Percentage of log sales by value for the year ended December 31, 2016.





## 2016 HIGHLIGHTS

- Solid financial performance with net sales of \$77.2 million, Adjusted EBITDA of \$22.5 million and Free Cash Flow of \$19.4 million
- Paid a dividend to shareholders of \$1.00 per share, which represents a payout ratio of 86% comfortably below our target levels of 95%
- Successful maintenance of Sustainable Forestry Initiative® certification

## FINANCIAL HIGHLIGHTS

Years Ended December 31

(CAD thousands, except where indicated)

	2016	2015	2014
Sales volume (000s m <sup>3</sup> )	<b>1,213.4</b>	1,289.5	1,307.3
Net sales	<b>\$ 77,168</b>	\$ 84,422	\$ 77,369
Adjusted EBITDA <sup>1</sup>	<b>\$ 22,547</b>	\$ 26,423	\$ 21,801
Free Cash Flow <sup>1</sup>	<b>\$ 19,384</b>	\$ 22,012	\$ 17,634

<sup>1</sup> Adjusted EBITDA and Free Cash Flow are key performance measures in evaluating Acadian's operations and are important in enhancing investors' understanding of Acadian's operating performance. Acadian's management defines Adjusted EBITDA as earnings before interest, taxes, fair value adjustments, recovery of or impairment of land and roads, unrealized exchange gain/loss on debt, depreciation and amortization and Free Cash Flow as Adjusted EBITDA less interest paid, current income tax expense, additions to, and gains from the sale of, fixed assets plus losses on, and proceeds from, the sale of fixed assets. As these performance measures do not have standardized meanings prescribed by International Financial Reporting Standards ("IFRS"), they may not be comparable to similar measures presented by other companies. Please refer to Management's Discussion and Analysis for further details.

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# LETTER TO SHAREHOLDERS



## Overview

Acadian Timber Corp (“Acadian”) maintained its momentum and posted strong performance for the year ended December 31, 2016. While results were down year-over-year, our operations continued to benefit from steady demand and strong pricing in New Brunswick, driving a 1% year-over-year increase in the weighted average realized log price. The decline was primarily due to relatively weak softwood pulpwood markets in Maine and a planned reduction in New Brunswick hardwood harvest levels, which we plan on maintaining.

Acadian paid a dividend to shareholders of \$1.00 per share, a payout ratio of 86% which is below our long-term target of 95%. Based on our expectation of continued strong performance, further supported by our strong liquidity, we are pleased to announce that our Board of Directors have approved a 10% increase in Acadian’s annual dividend to \$1.10 per share, effective in the first quarter of 2017.

## Strong Financial Performance

Acadian generated net sales of \$77 million in 2016, a year-over-year decrease of \$7 million. Although we saw strength in log selling prices in the New Brunswick market, this was more than offset by lower log sales volumes, due primarily to the aforementioned planned reduction in hardwood harvest levels, under Acadian’s forest management plan. In addition, the harvest of certain softwood species was impacted by less favourable year-over-year operability. Selling prices for our products were solid, with the weighted average realized log price up 1% year-over-year, led by a ~5% increase in our average realized price for hardwood products. Adjusted EBITDA margin of 29% was slightly below the prior year level as an increase in the average realized log selling price for the year was offset by longer average haul distances and lower margin sales mix.

Our balance sheet continues to be solid with ~\$100 million of net liquidity as at December 31, 2016, including funds available under Acadian’s Revolving Facility and our stand-by equity commitment with Brookfield.

## Continued Commitment to Safety and the Environment

Acadian takes its commitment to safety very seriously as we believe that emphasizing and achieving a good safety record

is a leading indicator of success in the broader business. Acadian maintained a strong record of positive safety performance among employees and contractors across our operations. The few reportable accidents that occurred were mostly minor in nature and resulted in minimal lost time. We continue to work with our contractors and employees to ensure the highest standards of workplace safety are met. The employees of our Maine operations have now extended their impressive record to sixteen accident free years.

Acadian is also pleased to report that both the New Brunswick and Maine operations completed their surveillance audits under the 2015-2019 standard of the Sustainable Forestry Initiative® in 2016 without any non-conformances.

## Outlook<sup>2</sup>

The U.S. economy appears to have started the new year with strong momentum on the basis of robust job growth and rising wages. Housing starts would appear positioned for continued growth owing to a combination of improving employment opportunities, and the release of pent-up demand. However, shortages of skilled labour and finished lot availability remain as potential constraints. Further, potential successive rate increases and a more protectionist U.S. trade stance both remain as downside risks to housing affordability. Nevertheless, current consensus expectations still call for healthy year-over-year improvements in total housing starts for each of 2017 and 2018 of about 6-7%. Industry forecasters predict that North American sawtimber demand will grow at over 3% per year over the next few years to support expanding domestic construction needs.

Despite the expectation for steadily improving U.S. lumber consumption, the lumber pricing environment for 2017 remains uncertain following the recent U.S. ITC injury determination which is widely expected to result in preliminary application of countervailing duties in late spring and anti-dumping duties by early summer. As in past disputes, we would anticipate relatively high initial duties, which will be reduced over time during the litigation period. However, we anticipate a highly politicized process may obscure visibility on progress towards a negotiated settlement for at least most of 2017. During the prior U.S./Canada softwood lumber dispute, Canada’s Atlantic lumber producers and Québec





border mills experienced lower relative duties than the rest of Canada and we continue to believe treatment of these producers during the current dispute should be materially the same as in the past. This differential treatment is due to the significantly greater proportion of private timberlands in the Atlantic region relative to the rest of Canada as well as a long history of active cross-border log exports within the Northeast region.

Acadian's key markets include softwood sawtimber, hardwood sawtimber and hardwood pulpwood. While we anticipate softwood sawtimber markets will remain well balanced through the year, greater volatility in this market should be expected as the softwood dispute plays out. While continued oversupply of softwood sawmill residuals and softwood pulpwood markets remains a concern, we anticipate regional timberland owners will aggressively manage pulpwood harvest levels through 2017. Hardwood sawtimber markets, typically oriented to mill work and higher value specialty markets are expected to remain at healthy current levels through the upcoming year. Hardwood pulpwood, increasingly consumed by tissue and other non-publishing paper end uses, also remains in good balance, but historically very strong prices may be somewhat vulnerable in a strengthening U.S. dollar environment. Biomass is also an important market for Acadian. We anticipate domestic biomass markets to remain stable in New Brunswick and anticipate improved potential for a gradual recovery of export volumes through the year. Maine's biomass market appears positioned for at least a modest recovery following a challenging 2016, as state subsidies have now permitted three previously idled biomass generation facilities to restart. Additionally, potential for sustained higher natural gas prices may be a catalyst for a shift back to biomass consumption for regional cogeneration capacity.

As the only Canadian publicly listed timberland investment vehicle, it is worth recalling what makes timberlands a compelling investment proposition. While timberlands have historically provided strong risk-adjusted returns, they have also done so demonstrating relatively low volatility and correlation to other asset classes, and a positive correlation with inflation. This helps to provide significant benefits in terms of achieving portfolio diversification and real returns. Notwithstanding the current turbulence in some markets today, the long-term supply/demand dynamics for timberland products remain favourable. In addition, and for these reasons, timberlands worldwide remain an attractive asset class.

With a strong balance sheet, and highly capable operating team, we are well positioned to meet our distributable cash commitments over the coming year. On behalf of the board and management of Acadian, I would like to thank all our shareholders for their ongoing support. I look forward to updating you on our progress in the coming periods.

**Mark Bishop**

*President and Chief Executive Officer*

*February 15, 2017*

- 1 Adjusted EBITDA and Free Cash Flow are key performance measures in evaluating Acadian's operations and are important in enhancing investors' understanding of Acadian's operating performance. Acadian's management defines Adjusted EBITDA as earnings before interest, taxes, fair value adjustments, recovery of or impairment of land and roads, unrealized exchange gain/loss on debt, depreciation and amortization and Free Cash Flow as Adjusted EBITDA less interest paid, current income tax expense, additions to, and gains from the sale of, fixed assets plus losses on, and proceeds from, the sale of fixed assets. As these performance measures do not have standardized meanings prescribed by International Financial Reporting Standards ("IFRS"), they may not be comparable to similar measures presented by other companies. Please refer to Management's Discussion and Analysis for further details.*
- 2 This section contains forward-looking information within the meaning of applicable Canadian securities laws that involve known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please refer to the section entitled "Forward-Looking Statements" in Management's Discussion and Analysis for further details.*



# MARKET OVERVIEW

## **Softwood Sawlogs – 40% of Net Sales**

Softwood sawlogs accounted for 40% of Acadian Timber Corp.'s ("Acadian") net sales and 37% of sales volume for the year ended December 31, 2016. Softwood sawlog sales volume was down marginally year-over-year, as less than favourable operability impacted the harvest of our pine and cedar stands. In addition, continued strength in New Brunswick markets were more than offset by weaker prices in Maine, where weak demand for softwood residuals continued to drive weaker pricing for softwood sawlogs. On a Canadian dollar basis, Acadian's weighted average realized price per m<sup>3</sup> decreased 4% year-over-year.

## **Hardwood Sawlogs – 12% of Net Sales**

Hardwood sawlogs accounted for 12% of Acadian's net sales and 6% of sales volume for the year ended December 31, 2016. Acadian's total hardwood sales volumes were up 1% year-over-year, as a 2% increase in New Brunswick was partially offset by a marginal decline in Maine. Hardwood sawlog markets continue to be strong, with Acadian's average realized price per m<sup>3</sup> in Canadian dollar terms increasing 5% year-over-year.

## **Softwood and Hardwood Pulpwood – 41% of Net Sales**

Softwood and hardwood pulpwood shipments accounted for 4% and 37%, respectively, of Acadian's net sales and 6% and 32%, respectively, of sales volume for the year ended December 31, 2016. While hardwood pulpwood sales volumes were down 11% year-over-year, this was due primarily to a planned reduction in hardwood harvest levels under Acadian's forest management plan. Hardwood pulpwood markets continue to be strong, with average realized sales prices per m<sup>3</sup> increasing 2%. Softwood pulpwood sales volumes and prices were down 35% and 14% year-over-year, respectively, driven primarily by weakness in the residual market in Maine.

## **Biomass – 7% of Net Sales**

Biomass accounted for 7% of Acadian's net sales and 19% of sales volume for the year ended December 31, 2016. Acadian's total gross margin from biomass increased by 12% year-over-year, due to an 11% and 1% increase, respectively, in volumes and margin per m<sup>3</sup>. While strength in Acadian's export market for the first half of the year more than offset weakness in Maine driven by idled mill and biomass generator capacity, exports during the second half of the year were disrupted by geopolitical events in eastern Europe.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

*(All figures in Canadian dollars unless otherwise stated)*

## INTRODUCTION

Acadian Timber Corp. (“Acadian” or the “Company”) is a leading supplier of primary forest products in Eastern Canada and the Northeastern United States. With a total of 2.4 million acres of land under management, Acadian is the second largest timberland operator in New Brunswick and Maine. Acadian is managed by a wholly-owned subsidiary of Brookfield Asset Management Inc. (NYSE: BAM, TSX: BAM.A and Euronext: BAMA).

Acadian owns and manages approximately 761,000 acres of freehold timberlands in New Brunswick (“New Brunswick Timberlands”), approximately 299,000 acres of freehold timberlands in Maine (“Maine Timberlands”) and provides management services relating to approximately 1.3 million acres of Crown licensed timberlands (“New Brunswick Crown Lands”). Acadian also owns and operates a forest nursery in Second Falls, New Brunswick. Acadian’s products include softwood and hardwood sawlogs, pulpwood and biomass by-products sold to over 100 regional customers.

Acadian’s business strategy is to maximize cash flows from its existing timberland assets while growing our business by acquiring assets on a value basis and utilizing our operations-oriented approach to drive improved performance.

### **Basis of Presentation**

This section of our annual report presents management’s discussion and analysis (“MD&A”) of our financial results and is followed by our consolidated financial statements for the year ended December 31, 2016. The MD&A is intended to provide an assessment of our performance during the three month period and year ended December 31, 2016, as compared to the three month period and year ended December 31, 2015.

Our financial results are determined in accordance with International Financial Reporting Standards (“IFRS”) and are expressed in Canadian dollars (“CAD”) unless otherwise stated. External economic and industry factors remain unchanged since the previous annual report, unless otherwise noted. This MD&A has been prepared based on information available as at February 15, 2017. Additional information is available on Acadian’s website at [www.acadiantimber.com](http://www.acadiantimber.com) and on SEDAR’s website at [www.sedar.com](http://www.sedar.com).

### **Non-IFRS Measures**

Throughout the MD&A, reference is made to Adjusted EBITDA, which Acadian’s management defines as earnings before interest, taxes, fair value adjustments, recovery of or impairment of land and roads, unrealized exchange gain/loss on debt, depreciation and amortization and to “Free Cash Flow” which Acadian’s management defines as Adjusted EBITDA less interest paid, current income tax expense, additions to, and gains from the sale of, fixed assets plus losses on, and proceeds from, the sale of fixed assets. Management believes that Adjusted EBITDA and Free Cash Flow are key performance measures in evaluating Acadian’s operations and are important in enhancing investors’ understanding of the Company’s operating performance. As Adjusted EBITDA and Free Cash Flow do not have a standardized meaning prescribed by IFRS, they may not be comparable to similar measures presented by other companies. As a result, we have provided reconciliations of net income as determined in accordance with IFRS, to Adjusted EBITDA and Free Cash Flow in the “Adjusted EBITDA and Free Cash Flow” section of this MD&A.

### **Internal Control over Financial Reporting**

Management of Acadian is responsible for establishing and maintaining adequate internal control over financial reporting. Internal control over financial reporting is a process designed by, or under the supervision of, the Chief Executive Officer and the Chief Financial Officer and effected by the Board of Directors, management and other personnel to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

Management assessed the effectiveness of the Company’s internal control over financial reporting as of December 31, 2016, based on the criteria set forth in Internal Control – Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on this assessment, management believes that, as of December 31, 2016, Acadian’s internal control over financial reporting is effective. Also, management determined that there were no material weaknesses in Acadian’s internal control over financial reporting as of December 31, 2016.

## Disclosure Controls

Management, including the Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of our disclosure controls and procedures (as defined in the Canadian Securities Administrators National Instrument 52-109). Based on that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the disclosure controls and procedures were effective as of December 31, 2016 in providing reasonable assurance around material information relating to the Company and its consolidated subsidiaries.

## REVIEW OF OPERATIONS

### Summary of Results for the Years Ended December 31

The table below summarizes operating and financial data for Acadian:

<i>Years Ended December 31</i> <i>(CAD thousands, except per share data and where indicated)</i>	<b>2016</b>	2015	2014
Sales volume (000s m <sup>3</sup> )	<b>1,213.4</b>	1,289.5	1,307.3
Net sales	<b>\$ 77,168</b>	\$ 84,422	\$ 77,369
Operating earnings	<b>21,706</b>	25,608	21,357
Net income	<b>16,072</b>	13,641	43,238
Total assets	<b>454,578</b>	449,778	406,426
Total debt	<b>97,462</b>	100,321	84,221
Adjusted EBITDA <sup>1</sup>	<b>\$ 22,547</b>	\$ 26,423	\$ 21,801
Adjusted EBITDA margin <sup>1</sup>	<b>29%</b>	31%	28%
Free Cash Flow <sup>1</sup>	<b>\$ 19,384</b>	\$ 22,012	\$ 17,634
Dividends declared	<b>16,731</b>	15,476	13,804
Payout ratio <sup>1</sup>	<b>86%</b>	70%	78%
Per share – basic and diluted			
Net income	<b>\$ 0.96</b>	\$ 0.82	\$ 2.58
Free Cash Flow <sup>1</sup>	<b>1.16</b>	1.32	1.05
Dividends declared	<b>1.00</b>	0.92	0.83
Book value	<b>16.01</b>	15.96	14.86
Common shares outstanding	<b>16,731,216</b>	16,731,216	16,731,216

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

Acadian generated net sales of \$77.2 million for the year ended December 31, 2016. This compares with net sales of \$84.4 million for the year ended December 31, 2015. The decrease in year-over-year net sales reflects a 6% decrease in sales volume accompanied by a 2% decrease in the weighted average realized selling price for the year, due primarily to a higher proportion of biomass sales. We saw continued strength in pricing for most of our non-biomass product, driving a 1% increase in the weighted average log selling price year-over-year, led by an ~5% increase in our average realized price for hardwood products. Excluding biomass, log sales volumes were down 9% from the prior year. This decrease reflected both, the planned reduction in hardwood harvest volumes under Acadian's New Brunswick forest management plan and less favourable current year harvest conditions for pine and cedar stands.

Adjusted EBITDA for the year was \$22.5 million, compared to \$26.4 million in the comparative year, driven primarily by the above noted decrease in net sales. Adjusted EBITDA margin of 29% for 2016 declined marginally from 31% in 2015, as longer average haul distances combined with a lower margin sales mix offset the above noted increase in average realized log selling price.

Net income for the year ended December 31, 2016, totaled \$16.1 million, or \$0.96 per share, compared to \$13.6 million, or \$0.82 per share in 2015. The increase is primarily a result of a significant unrealized foreign exchange loss on long term debt which impacted the year ended December 31, 2015.



The following table provides a reconciliation of net income, as determined in accordance with IFRS, to Adjusted EBITDA and Free Cash Flow during each respective period:

<i>Years Ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	2015
Net income	<b>\$ 16,072</b>	\$ 13,641
Add (deduct):		
Interest expense, net	<b>2,942</b>	3,364
Current income tax expense	<b>61</b>	562
Deferred income tax expense	<b>5,121</b>	5,414
Depreciation and amortization	<b>502</b>	515
Fair value adjustments	<b>705</b>	(13,168)
Unrealized exchange loss on long term debt	<b>(2,856)</b>	16,095
Adjusted EBITDA <sup>1</sup>	<b>\$ 22,547</b>	\$ 26,423
Add (deduct):		
Interest paid on debt, net	<b>(2,836)</b>	(3,463)
Additions to timber, land, roads and other fixed assets	<b>(283)</b>	(405)
Gain on sale of timberlands	<b>(339)</b>	(306)
Loss on disposal of lands, roads and other fixed assets	<b>—</b>	6
Proceeds from sale of timberlands	<b>356</b>	319
Current income tax expense	<b>(61)</b>	(562)
Free Cash Flow <sup>1</sup>	<b>\$ 19,384</b>	\$ 22,012
Dividends declared	<b>\$ 16,731</b>	\$ 15,476
Payout ratio <sup>1</sup>	<b>86%</b>	70%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

## Dividend Policy of the Company

Acadian declares dividends from its available cash to the extent determined prudent by the Board of Directors. These dividends represent cash received from Acadian's indirect interest in the Maine Timberlands and New Brunswick Timberlands, less estimated cash amounts required for expenses and other obligations of Acadian, cash redemptions of shares and any tax liability. Dividends are paid on or about the 15th day following each dividend declaration date.

Total dividends declared to shareholders during the year ended December 31, 2016 were \$16.7 million, or \$1.00 per share, up from \$15.5 million or \$0.92 per share, in 2015. The payout ratio of Acadian, which represents the amount of dividends declared as a percentage of the Free Cash Flow generated, was 86% for 2016, below our long-term target of 95%.

Based on our expectation of continued strong performance, further supported by our strong liquidity, the Board of Directors have approved a 10% increase in Acadian's annual dividend to \$1.10 per share, effective in the first quarter of 2017.

## Operating and Market Conditions

Acadian's operations performed well in 2016, with a continued benefit from steady demand and strong pricing in New Brunswick. Log sales volumes of 978 thousand m<sup>3</sup> were down 9% year-over-year, due primarily to a planned reduction in hardwood harvest volumes. Under Acadian's current forest management plan, we expect hardwood volumes to continue at these planned levels for the foreseeable future. In addition, the harvest of pine and cedar stands was impacted by less favourable year-over-year operability.

Selling prices for our products were solid, with weighted average realized log selling price up 1% year-over-year. Continued strength in New Brunswick markets were partially offset by weaker prices in the Maine market. The weighted average log selling price in New Brunswick increased 2% year-over-year, driven primarily by robust hardwood pricing, with average realized sawlog and pulpwood prices increasing 5% and 7%, respectively, compared to 2015. Prices for softwood sawlog and

pulpwood in New Brunswick saw modest year-on-year decreases. Weak demand for softwood residuals continues to drive weaker pricing in the Maine market. Hardwood pulp prices in Maine declined slightly but remain historically strong.

Acadian's total gross margin from biomass increased by 12% year-over-year, due to an 11% and 1% increase, respectively, in volumes and margin per m<sup>3</sup>. Strength in export markets for the first half of the year more than offset weakness in Maine driven by idled mill and biomass generator capacity.

## Segmented Results of Operations

The table below summarizes operating and financial results for the New Brunswick and Maine Timberlands and Corporate:

(CAD thousands, except where indicated)	Year Ended December 31, 2016				Year Ended December 31, 2015			
	NB Timberlands	Maine Timberlands	Corporate	Consolidated	NB Timberlands	Maine Timberlands	Corporate	Consolidated
Sales volume (000s m <sup>3</sup> )	939.3	274.1	—	1,213.4	982.0	307.5	—	1,289.5
Net sales	\$ 56,533	\$ 20,635	\$ —	\$ 77,168	\$ 60,656	\$ 23,766	\$ —	\$ 84,422
Adjusted EBITDA <sup>1</sup>	\$ 19,320	\$ 4,256	\$ (1,029)	\$ 22,547	\$ 20,256	\$ 7,550	\$ (1,383)	\$ 26,423
Adjusted EBITDA margin <sup>1</sup>	34%	21%	n/a	29%	33%	32%	n/a	31%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

### New Brunswick Timberlands

New Brunswick Timberlands owns and manages approximately 761,000 acres of freehold timberlands, provides management services relating to approximately 1.3 million acres of Crown licensed timberlands and owns a forest nursery. Approximately 80% of harvest operations are performed by third-party contractors and approximately 20% by New Brunswick Timberlands employees.

The table below summarizes operating and financial results for NB Timberlands:

	Year Ended December 31, 2016				Year Ended December 31, 2015			
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)
Softwood	361.4	358.7	38%	\$ 19,394	390.3	389.1	40%	\$ 21,802
Hardwood	373.0	362.5	39%	28,948	403.6	402.2	41%	30,020
Biomass	218.1	218.1	23%	5,539	190.7	190.7	19%	5,561
	952.5	939.3	100%	53,881	984.6	982.0	100%	57,383
Other sales				2,652				3,273
Net sales				\$ 56,533				\$ 60,656
Adjusted EBITDA <sup>1</sup>				\$ 19,320				\$ 20,256
Adjusted EBITDA margin <sup>1</sup>				34%				33%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

Net sales for the year ended December 31, 2016 totaled \$56.5 million compared to \$60.7 million for the year ended December 31, 2015. This decrease reflects a 2% increase in the weighted average log selling price, offset by a 9% decrease in log sales volumes. Log sales volumes declined in 2016 to 721 thousand m<sup>3</sup> from 791 thousand m<sup>3</sup> in 2015, due primarily to a planned reduction in hardwood harvest volumes under Acadian's forest management plan. In addition, volumes were impacted by less favourable harvest conditions for pine and cedar stands. The weighted average log selling price was \$67.03 per m<sup>3</sup> in 2016, up from \$65.49 per m<sup>3</sup> in 2015, due primarily to more favourable pricing for hardwood products.

Adjusted EBITDA for the year ended December 31, 2016 was \$19.3 million, compared to \$20.3 million in 2015, due primarily to the aforementioned decrease in log sales volumes. Costs were \$37.2 million in 2016, compared to \$40.4 million in 2015, due to lower log sales volumes and flat variable costs per m<sup>3</sup>. Adjusted EBITDA margin increased to 34% in 2016 from 33% in 2015, driven by an increase in the weighted average log selling price while variable costs remained flat.

### Safety

For the year ended December 31, 2016, our New Brunswick operations experienced four recordable safety incidents among employees and seven recordable safety incidents among contractors. While ten of the incidents resulted in lost time, the injuries were relatively minor in nature and the individuals have already or are expected to make a full recovery. We continue to work with our New Brunswick contractors and employees to target continuous improvement in workplace safety. Furthermore, our New Brunswick operations successfully completed a surveillance audit under the 2015-2019 standard of the Sustainable Forest Initiative® without any non-conformances, which re-affirms our certificate and is a testament to the sustainability of our operations.

### Maine Timberlands

Maine Timberlands owns and manages approximately 299,000 acres of freehold timberlands. All harvesting operations are performed by third-party contractors.

The table below summarizes operating and financial results for Maine Timberlands:

	Year Ended December 31, 2016				Year Ended December 31, 2015			
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)
Softwood	166.1	165.4	60%	\$ 12,833	189.1	188.1	61%	\$ 14,557
Hardwood	94.0	91.4	34%	7,353	96.7	97.8	32%	8,512
Biomass	17.3	17.3	6%	80	21.6	21.6	7%	169
	277.4	274.1	100%	20,266	307.4	307.5	100%	23,238
Other sales				369				528
Net sales				\$ 20,635				\$ 23,766
Adjusted EBITDA <sup>1</sup>				\$ 4,256				\$ 7,550
Adjusted EBITDA margin <sup>1</sup>				21%				32%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

Net sales for the year ended December 31, 2016 totaled \$20.6 million compared to \$23.8 million for the year ended December 31, 2015, due primarily to an 11% decrease in log sales volumes. This decrease is due primarily to a 12% decline in softwood sales volume as local markets have been challenged by weak demand for softwood residuals. The weighted average log selling price in Canadian dollar terms was \$78.61 per m<sup>3</sup> in 2016, a decrease from \$80.70 per m<sup>3</sup> in 2015. The weighted average log selling price in U.S. dollar terms was \$58.84 per m<sup>3</sup>, a decrease of 7% year-over-year, due primarily to continued weakness in softwood pulp pricing.

Adjusted EBITDA for the year ended December 31, 2016 was \$4.3 million, compared to \$7.6 million for the year ended December 31, 2015, due primarily to the aforementioned decrease in sales volumes. Costs for the year ended December 31, 2016 were \$16.3 million, compared to \$16.2 million for the year ended December 31, 2015, due primarily to higher variable cost per m<sup>3</sup> resulting from greater hauling distances for hardwood products and an unfavourable sales mix. Variable costs per m<sup>3</sup> increased 11% in Canadian dollar terms and 6% in U.S. dollar terms, respectively, year-over-year. Adjusted EBITDA margin decreased to 21% for the year ended December 31, 2016 from 32% in the prior year, due to the above noted decrease in log pricing and increase in variable costs per m<sup>3</sup>.

### Safety

For the year ended December 31, 2016, there were no recordable safety incidents among employees and one lost time among contractors. We are pleased to report that our Maine operations have now extended their impressive record to sixteen accident free years. Furthermore, our Maine operations successfully completed a surveillance audit under the 2015-2019 standard of the Sustainable Forest Initiative® without any non-conformances and notably with several 'exceeds expectations' determinations, which re-affirms our certificate and is a testament to the sustainability of our operations.

### Financial Position

Our financial position continues to be solid with \$98 million of net liquidity as at December 31, 2016, including funds available under Acadian's Revolving Facility and our stand-by equity commitment with Brookfield.

As at December 31, 2016, Acadian's balance sheet consisted of total assets of \$454.6 million (2015 – \$449.8 million), represented primarily by timber, land, roads and other fixed assets of \$419.7 million (2015 – \$416.6 million) with the balance in cash and current assets of \$28.8

million (2015 – \$27.1 million), and intangible assets of \$6.1 million (2015 – \$6.1 million). Timber, land and roads on freehold land have been recorded at fair value as determined through independent third party appraisal at December 31, 2016. Reforestation costs have been expensed as incurred.

## LIQUIDITY AND CAPITAL RESOURCES

### **Liquidity**

Acadian's principal sources of liquidity include cash earned from operations and a US\$10.0 million revolving credit facility. These sources, combined with existing cash and cash equivalents, are expected to allow the Company to meet its operating, debt service, capital expenditure and dividend requirements. As indicated previously, due to the seasonal nature of our business, it is typical that cash reserves are generated in the first quarter of the year and are then drawn down during periods such as the second quarter when harvesting conditions are not ideal. This remains unchanged from the prior year.

The Company expects to pay quarterly dividends to the extent determined prudent by the Company's Board of Directors.

Management will assess financing alternatives, which may include the issuance of additional shares and debt, when funding requirements such as potential acquisitions and debt maturities present themselves.

### **Capital Resources**

#### *Borrowings*

During the third quarter of 2015, Acadian completed a five year extension of its U.S. dollar denominated credit facilities with Metropolitan Life Insurance Company which will now mature on October 1, 2020. These credit facilities include a revolving credit facility of up to US\$10.0 million (the "Revolving Facility") for general corporate purposes and a term credit facility of US\$72.5 million (the "Term Facility"). The Term Facility bears interest at a fixed rate of 3.01%. The Revolving Facility bears interest at floating rates based on 90 day LIBOR plus applicable margin.

As at December 31, 2016, Acadian had borrowings of US\$72.5 million under the Term Facility and the Revolving Facility was undrawn.

As collateral for these facilities, Acadian has granted the lenders a security interest over all of its assets. The facilities are subject to customary terms and conditions for borrowers of this nature, including limits on incurring additional indebtedness, granting liens or selling assets without the consent of the lenders. The credit facilities are subject to the maintenance of a maximum ratio of loan to appraised value and Acadian is in compliance as of December 31, 2016. In addition, US\$1.6 million of the Revolving Facility is reserved to support the minimum cash balance requirement of the Term Facility.

#### *Stand-by Equity Commitment*

On July 20, 2015, Acadian extended its stand-by equity commitment with Brookfield in an aggregate amount of US\$50 million for an additional 2 years. The equity commitment is structured so that Acadian may call on the equity commitment in exchange for the issuance of a number of common shares that corresponds to the amount of the equity commitment called, divided by the volume-weighted average of the trading price for Acadian's common shares on the Toronto Stock Exchange for a period of up to twenty trading days immediately preceding the date of the call, as approved by the Toronto Stock Exchange. All issuances of shares pursuant to the equity commitment will be subject to meeting Toronto Stock Exchange and other applicable regulatory requirements (if any).

As at December 31, 2016, no amounts have been drawn on the equity commitment.

#### *Outstanding Shares*

As at December 31, 2016, 16,731,216 common shares were issued and outstanding. The Company is authorized to issue an unlimited number of shares of the same class with equal rights and privileges. Shareholders are entitled to receive dividends as and when declared by the Company's Board of Directors and are entitled to one vote per share on all matters to be voted on by shareholders at each meeting of shareholders.

As at December 31, 2016, affiliates of Brookfield Asset Management Inc. (collectively "Brookfield") owned 7,513,262, approximately 45%, of the outstanding common shares of Acadian.

## MARKET OUTLOOK

*The following contains forward-looking statements about Acadian Timber Corp.'s market outlook for the remainder of 2017. Reference should be made to "Forward-Looking Statements" on page 26. For a description of material factors that could cause actual results to differ materially from the forward-looking statements in the following, please see the Risk Factors section of Acadian's most recent Annual Report and Annual Information Form available on our website at [www.acadiantimber.com](http://www.acadiantimber.com) or [www.sedar.com](http://www.sedar.com).*

The U.S. economy appears to have started the new year with strong momentum on the basis of robust job growth and rising wages. Housing starts would appear positioned for continued growth owing to a combination of improving employment opportunities, and the release of pent-up demand. However, shortages of skilled labour and finished lot availability remain as potential constraints. Further, potential successive rate increases and a more protectionist U.S. trade stance both remain as downside risks to housing affordability. Nevertheless, current consensus expectations still call for healthy year-over-year improvements in total housing starts for each of 2017 and 2018 of about 6-7%. Industry forecasters predict that North American sawtimber demand will grow at over 3% per year over the next few years to support expanding domestic construction needs.

Despite the expectation for steadily improving U.S. lumber consumption, the lumber pricing environment for 2017 remains uncertain following the recent U.S. ITC injury determination which is widely expected to result in preliminary application of countervailing duties in late spring and anti-dumping duties by early summer. As in past disputes, we would anticipate relatively high initial duties, which will be reduced over time during the litigation period. However, we anticipate a highly politicized process may obscure visibility on progress towards a negotiated settlement for at least most of 2017. During the prior U.S./Canada softwood lumber dispute, Canada's Atlantic lumber producers and Québec border mills experienced lower relative duties than the rest of Canada and we continue to believe treatment of these producers during the current dispute should be materially the same as in the past. This differential treatment is due to the significantly greater proportion of private timberlands in the Atlantic region relative to the rest of Canada as well as a long history of active cross-border log exports within the Northeast region.

Acadian's key markets include softwood sawtimber, hardwood sawtimber and hardwood pulpwood. While we anticipate softwood sawtimber markets will remain well balanced through the year, greater volatility in this market should be expected as the softwood dispute plays out. While continued oversupply of softwood sawmill residuals and softwood pulpwood markets remains a concern, we anticipate regional timberland owners will aggressively manage pulpwood harvest levels through 2017. Hardwood sawtimber markets, typically oriented to mill work and higher value specialty markets are expected to remain at healthy current levels through the upcoming year. Hardwood pulpwood, increasingly consumed by tissue and other non-publishing paper end uses, also remains in good balance, but historically very strong prices may be somewhat vulnerable in a strengthening U.S. dollar environment. Biomass is also an important market for Acadian. We anticipate domestic biomass markets to remain stable in New Brunswick and anticipate improved potential for a gradual recovery of export volumes through the year. Maine's biomass market appears positioned for at least a modest recovery following a challenging 2016, as state subsidies have now permitted three previously idled biomass generation facilities to restart. Additionally, potential for sustained higher natural gas prices may be a catalyst for a shift back to biomass consumption for regional cogeneration capacity.

## ANALYSIS OF FOURTH QUARTER RESULTS

### Summary of Fourth Quarter Results

The table below summarizes operating and financial data for Acadian:

<i>Three Months Ended December 31 (CAD thousands, except where indicated)</i>	<b>2016</b>	2015	2014
<b>Total</b>			
Sales volume (000s m <sup>3</sup> )	<b>351.2</b>	311.4	360.5
Net sales	<b>\$ 22,723</b>	\$ 21,735	\$ 22,514
Operating earnings	<b>6,753</b>	7,112	7,550
Net income	<b>3,121</b>	13,765	38,360
Adjusted EBITDA <sup>1</sup>	<b>7,049</b>	7,412	7,470
Adjusted EBITDA margin <sup>1</sup>	<b>31%</b>	34%	33%
Free Cash Flow <sup>1</sup>	<b>\$ 6,276</b>	\$ 6,388	\$ 6,313
Dividends declared	<b>4,183</b>	4,182	3,451
Payout ratio <sup>1</sup>	<b>67%</b>	65%	55%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

For the three months ended December 31, 2016 (the "fourth quarter"), Acadian generated net sales of \$22.7 million compared with net sales of \$21.7 million during the same period last year. This increase is due primarily to a 16% increase in log sales volumes due to favourable operating conditions in the quarter ended December 31, 2016. Selling prices for most of our products were down slightly compared to the same period last year but in line with the average for 2016 as the fourth quarter of the prior year benefitted from notably strong pricing. The weighted average log selling price was down 5% compared to the same period last year.

Adjusted EBITDA and Adjusted EBITDA margin for the fourth quarter were \$7.0 million and 31%, respectively, compared to \$7.4 million and 34%, respectively, during the comparable period in 2015. This decrease was largely due to the above noted decrease in the average log selling price.

Net income for the fourth quarter totaled \$3.1 million, or \$0.18 per share, compared to \$0.82 for the same period in 2015. The decrease is primarily due to lower non-cash fair value adjustments to our timberlands.

The following tables provide a reconciliation of net income, in accordance with IFRS, to Adjusted EBITDA and Free Cash Flow during each respective period:

<i>Three Months Ended December 31</i>		
<i>(CAD thousands, except where indicated)</i>		
	<b>2016</b>	2015
Net income	\$ 3,121	\$ 13,765
Add / (deduct):		
Interest expense, net	756	779
Current income tax expense	53	207
Deferred income tax (recovery) / expense	(2,230)	3,803
Depreciation and amortization	131	134
Fair value adjustments	2,941	(15,098)
Unrealized exchange loss on long term debt	2,277	3,822
Adjusted EBITDA <sup>1</sup>	\$ 7,049	\$ 7,412
Add / (deduct):		
Interest paid on debt, net	(729)	(755)
Additions to timber, land, roads and other fixed assets	(4)	(64)
Gain on sale of timberlands	(165)	(166)
Proceeds from sale of timberlands	178	168
Current income tax expense	(53)	(207)
Free Cash Flow <sup>1</sup>	\$ 6,276	\$ 6,388
Dividends declared	\$ 4,183	\$ 4,182
Payout ratio <sup>1</sup>	67%	65%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

## Segmented Results of Operations

The table below summarizes operating and financial results for New Brunswick Timberlands, Maine Timberlands and Corporate:

CAD thousands	Three Months Ended December 31, 2016				Three Months Ended December 31, 2015			
	NB Timberlands	Maine Timberlands	Corporate	Consolidated	NB Timberlands	Maine Timberlands	Corporate	Consolidated
Sales volume (000s m <sup>3</sup> )	269.9	81.3	—	351.2	226.0	85.4	—	311.4
Net sales	\$ 16,534	\$ 6,189	\$ —	\$ 22,723	\$ 15,237	\$ 6,498	\$ —	\$ 21,735
Adjusted EBITDA <sup>1</sup>	\$ 5,867	\$ 1,393	\$ (211)	\$ 7,049	\$ 5,540	\$ 2,315	\$ (443)	\$ 7,412
Adjusted EBITDA margin <sup>1</sup>	35%	23%	n/a	31%	36%	36%	n/a	34%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

### NB Timberlands

The table below summarizes operating and financial results for New Brunswick Timberlands:

	Three Months Ended December 31, 2016				Three Months Ended December 31, 2015			
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)
Softwood	117.6	113.5	42%	\$ 6,189	89.4	90.0	40%	\$ 5,252
Hardwood	115.4	104.7	39%	8,251	88.0	91.0	40%	7,189
Biomass	51.7	51.7	19%	980	45.0	45.0	20%	1,572
	284.7	269.9	100%	15,420	222.4	226.0	100%	14,013
Other sales				1,114				1,224
Net sales				\$ 16,534				\$ 15,237
Adjusted EBITDA <sup>1</sup>				\$ 5,867				\$ 5,540
Adjusted EBITDA margin <sup>1</sup>				35%				36%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

For the three months ended December 31, 2016 (the "fourth quarter"), net sales totaled \$16.5 million compared to \$15.2 million for the same period last year, reflecting a 21% increase in log sales volumes partially offset by a 4% decrease in the weighted average log selling price. Log sales volumes increased to 218 thousand m<sup>3</sup> from 181 thousand m<sup>3</sup> in the same period last year, due to favourable operating conditions in the quarter. The weighted average log selling price was \$66.15 per m<sup>3</sup> in the fourth quarter of 2016, down from \$68.73 per m<sup>3</sup> in the same period of 2015, but in line with the average for 2016 as the fourth quarter of the prior year benefitted from notably strong pricing.

Adjusted EBITDA for the fourth quarter was \$5.9 million, compared to \$5.5 million in the same period last year, due primarily to the aforementioned increase in log sales volumes. Costs were \$10.6 million, compared to \$9.7 million in the same period in 2015, due to higher log sales volumes and a 5% decrease in variable costs per m<sup>3</sup>, mainly as a result of shorter hauling distances for certain softwood products. Adjusted EBITDA margin remained stable at 35% compared to the same period last year as the above noted decrease in the average log selling price was offset by lower variable costs.

During the fourth quarter of 2016, our New Brunswick operations experienced no recordable incidents among employees and one among contractors which resulted in two days lost time.



## Maine Timberlands

The table below summarizes operating and financial results for Maine Timberlands:

	Three Months Ended December 31, 2016				Three Months Ended December 31, 2015			
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Sales Mix	Results (\$000s)
Softwood	52.8	52.7	65%	\$ 4,037	50.8	50.4	59%	\$ 3,865
Hardwood	25.9	26.6	33%	2,094	23.2	26.4	31%	2,387
Biomass	2.0	2.0	2%	4	8.6	8.6	10%	59
	80.7	81.3	100%	6,135	82.6	85.4	100%	6,311
Other sales				54				187
Net sales				\$ 6,189				\$ 6,498
Adjusted EBITDA <sup>1</sup>				\$ 1,393				\$ 2,315
Adjusted EBITDA margin <sup>1</sup>				23%				36%

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

For the three months ended December 31, 2016 (the "fourth quarter"), net sales totaled \$6.2 million compared to \$6.5 million for the same period last year. This decrease reflects a 5% decrease in weighted average log selling price, which was partially offset by a 3% increase in log sales volumes. The weighted average log selling price in Canadian dollar terms decreased to \$77.36 per m<sup>3</sup> from \$81.52 per m<sup>3</sup> in the same period of 2015. The weighted average log selling price in U.S. dollar terms was \$57.94 per m<sup>3</sup>, a decrease of 5% year-over-year as continued weakness in softwood pulp sales and pricing was partially offset by the benefit of favourable sales mix.

Adjusted EBITDA for the fourth quarter was \$1.4 million, compared to \$2.3 million in the same period in 2015, due primarily to the aforementioned decrease in log pricing. Costs for the fourth quarter were \$4.8 million, compared to \$4.2 million during the same period in 2015, due primarily to the higher sales volumes. Variable costs per m<sup>3</sup> increased 8% in both Canadian dollar and U.S. dollar terms due primarily to greater hauling distances for hardwood products. Adjusted EBITDA margin decreased to 23% from 36% in the prior year due to the above noted decrease in the average log selling price and higher variable costs.

During the fourth quarter of 2016, there were no recordable safety incidents at our Maine Timberlands among employees or contractors

## SUPPLEMENTAL INFORMATION

### Selected Consolidated Quarterly Information

The tables below set forth selected consolidated quarterly information for the last eight quarters. See "Additional Quarterly Information" section for the segmented quarterly results.

	2016				2015			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<i>(CAD thousands, except per share data and where indicated)</i>								
Sales volume (000s m <sup>3</sup> )	351	352	209	302	311	354	276	348
Net sales	\$ 22,723	\$ 19,342	\$ 13,656	\$ 21,447	\$ 21,735	\$ 22,632	\$ 15,368	\$ 24,687
Adjusted EBITDA <sup>1</sup>	7,049	5,153	3,301	7,044	7,412	6,465	3,794	8,752
Free Cash Flow <sup>1</sup>	6,276	4,195	2,743	6,170	6,388	5,245	2,833	7,546
Net income / (loss)	3,121	2,779	5,830	4,342	13,765	(2,851)	5,650	(2,923)
Per share – basic and diluted	\$ 0.18	\$ 0.17	\$ 0.35	\$ 0.26	\$ 0.82	\$ (0.17)	\$ 0.34	\$ (0.17)

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

## Additional Quarterly Information

The tables below set forth additional quarterly information for the last eight quarters by reportable segment:

### NB Timberlands

	2016 Q4			2016 Q3			2016 Q2			2016 Q1		
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)
Softwood	117.6	113.5	\$ 6,189	97.4	99.2	\$ 5,258	35.4	65.5	\$ 3,588	111.0	80.5	\$ 4,359
Hardwood	115.4	104.7	8,251	98.5	91.2	6,663	49.5	76.6	6,475	109.6	90.0	7,559
Biomass	51.7	51.7	980	92.3	92.3	1,660	40.8	40.8	1,561	33.3	33.3	1,338
	<b>284.7</b>	<b>269.9</b>	<b>15,420</b>	<b>288.2</b>	<b>282.7</b>	<b>13,581</b>	<b>125.7</b>	<b>182.9</b>	<b>11,624</b>	<b>253.9</b>	<b>203.8</b>	<b>13,256</b>
Other sales			1,114			747			116			675
Net sales			\$ 16,534			\$ 14,328			\$ 11,740			\$ 13,931
Adjusted EBITDA <sup>1</sup>			\$ 5,867			\$ 4,608			\$ 3,887			\$ 4,958
Adjusted EBITDA margin <sup>1</sup>			35%			32%			33%			36%

### Maine Timberlands

	2016 Q4			2016 Q3			2016 Q2			2016 Q1		
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)
Softwood	52.8	52.7	\$ 4,037	36.3	36.2	\$ 2,878	11.8	11.6	\$ 776	65.2	64.9	\$ 5,142
Hardwood	25.9	26.6	2,094	29.7	25.6	1,977	8.6	11.8	984	29.8	27.4	2,298
Biomass	2.0	2.0	4	7.2	7.2	23	2.6	2.6	16	5.5	5.5	37
	<b>80.7</b>	<b>81.3</b>	<b>6,135</b>	<b>73.2</b>	<b>69.0</b>	<b>4,878</b>	<b>23.0</b>	<b>26.0</b>	<b>1,776</b>	<b>100.5</b>	<b>97.8</b>	<b>7,477</b>
Other sales			54			136			140			39
Net sales			\$ 6,189			\$ 5,014			\$ 1,916			\$ 7,516
Adjusted EBITDA <sup>1</sup>			\$ 1,393			\$ 749			\$ (167)			\$ 2,281
Adjusted EBITDA margin <sup>1</sup>			23%			15%			(9%)			30%

### Corporate

	2016 Q4		2016 Q3		2016 Q2		2016 Q1	
		Results (\$000s)		Results (\$000s)		Results (\$000s)		Results (\$000s)
Net sales		\$ —		\$ —		\$ —		\$ —
Adjusted EBITDA <sup>1</sup>		\$ (211)		\$ (204)		\$ (419)		\$ (195)

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

## NB Timberlands

	2015 Q4			2015 Q3			2015 Q2			2015 Q1		
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)
Softwood	89.4	90.0	\$ 5,252	104.8	105.8	\$ 5,910	66.0	103.3	\$ 5,713	130.1	90.0	\$ 4,927
Hardwood	88.0	91.0	7,189	120.2	112.1	8,249	86.0	92.3	6,544	109.4	106.8	8,038
Biomass	45.0	45.0	1,572	62.5	62.5	1,596	48.5	48.5	1,146	34.7	34.7	1,247
	222.4	226.0	14,013	287.5	280.4	15,755	200.5	244.1	13,403	274.2	231.5	14,212
Other sales			1,224			1,254			(288)			1,083
Net sales			\$ 15,237			\$ 17,009			\$ 13,115			\$ 15,295
Adjusted EBITDA <sup>1</sup>			\$ 5,540			\$ 5,951			\$ 3,472			\$ 5,293
Adjusted EBITDA margin <sup>1</sup>			36%			35%			26%			35%

## Maine Timberlands

	2015 Q4			2015 Q3			2015 Q2			2015 Q1		
	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)	Harvest (000s m <sup>3</sup> )	Sales (000s m <sup>3</sup> )	Results (\$000s)
Softwood	50.8	50.4	\$ 3,865	37.7	37.6	\$ 2,780	14.2	14.1	\$ 976	86.4	86.0	\$ 6,936
Hardwood	23.2	26.4	2,387	34.8	30.9	2,675	8.8	13.2	1,123	29.9	27.3	2,327
Biomass	8.6	8.6	59	5.3	5.3	35	4.5	4.5	33	3.2	3.2	42
	82.6	85.4	6,311	77.8	73.8	5,490	27.5	31.8	2,132	119.5	116.5	9,305
Other sales			187			133			121			87
Net sales			\$ 6,498			\$ 5,623			\$ 2,253			\$ 9,392
Adjusted EBITDA <sup>1</sup>			\$ 2,315			\$ 1,007			\$ 376			\$ 3,852
Adjusted EBITDA margin <sup>1</sup>			36%			18%			17%			41%

## Corporate

	2015 Q4		2015 Q3		2015 Q2		2015 Q1	
		Results (\$000s)		Results (\$000s)		Results (\$000s)		Results (\$000s)
Net sales		\$ —		\$ —		\$ —		\$ —
Adjusted EBITDA <sup>1</sup>		\$ (443)		\$ (493)		\$ (54)		\$ (393)

<sup>1</sup> Non-IFRS Measure. See "Non-IFRS Measures" on page 5 of this Annual Report.

### **Critical Accounting Policies and Estimates**

The preparation of financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense during the reported period. The critical estimates and judgements applied in preparing Acadian's financial statements affect the assessment of net recoverable amounts, net realizable values and fair values, depreciation rates and useful lives, determination of functional currency and the selection of accounting policies.

The critical estimates and judgements made in the preparation of Acadian's financial statements include, among other things, future prices and margins, future sales volumes, future harvest rates and sustainable yields, and discount rates utilized in the valuation of Acadian's timber, roads and land as discussed in Notes 4 and 5 to the consolidated financial statements. In making estimates and judgements, management relies on external information and observable conditions where possible, supplemented by internal analysis as required. These estimates and judgements have been applied in a manner consistent with prior periods and there are no known trends, commitments, events or uncertainties that we believe will materially affect the methodology or assumptions utilized in making these estimates and judgements in these consolidated financial statements. Actual results could differ from those estimates. For further reference on critical accounting policies, see our significant accounting policies contained in Note 2 to the consolidated financial statements.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

### **Related Party Transactions**

In the normal course of operations, the Company enters into various transactions with related parties that have been measured at exchange value and recognized in the consolidated financial statements. The Company has one significant related party, Brookfield Asset Management Inc., and its affiliates (collectively "Brookfield"). As at December 31, 2016, Brookfield owned 7,513,262 common shares, representing approximately 45% of the outstanding shares of the Company.

A summary of the significant related party transactions is provided below.

- a) Upon inception, Acadian entered into an agreement with Brookfield whereby Brookfield will provide a number of administrative and advisory services to Acadian. Total fees for services provided during the year ended December 31, 2016 totalled \$2.6 million (2015 – \$2.4 million), in which \$0.2 million (2015 - \$nil) remain outstanding.
- b) Maine Timberlands sold 4.0 acres of land during the year ended December 31, 2016 for net proceeds of \$70 thousand (2015 – 7.16 acres for \$144 thousand).

Further to the related party transactions noted above, the total net receivables due from related parties as at December 31, 2016 is \$42 thousand (2015 - \$34 thousand) and net payable due to related parties is \$nil (2015 - \$37 thousand). Acadian also has a U.S. \$50 million stand-by-equity commitment with Brookfield.

On January 1, 2017, a subsidiary of Acadian acquired parcels of land that are complementary to the Company's Maine operation by way of merger with a subsidiary of Brookfield. The acquisition was completed at exchange value for a total purchase price of U.S. \$954,000.

## Contractual Obligations

The Company has no material capital or operating lease obligations, however, it has two significant contractual obligations related to the supply of fibre to Twin Rivers for periods up to 20 years and the provision of management services under a Crown License Agreement at the direction of Twin Rivers.

The table below summarizes the Company's debt obligations as at December 31, 2016.

(CAD thousands)	Total Available	Payments Due by Period				
		Total	Less Than One Year (2017)	1 to 3 Years (2018-2020)	3 to 5 Years (2021-2023)	After 5 Years (>2023)
Debt						
Term loan <sup>1</sup>	\$ 97,462	\$ 97,462	\$ —	\$ 97,462	\$ —	\$ —
Revolving credit facility <sup>2</sup>	13,443	—	—	—	—	—
	\$ 110,905	\$ 97,462	\$ —	\$ 97,462	\$ —	\$ —
Interest payments <sup>3</sup>		\$ 11,735	\$ 2,934	\$ 8,801	\$ —	\$ —

<sup>1</sup> Represents principal of a U.S. dollar denominated term loan with a U.S. to Canadian dollar conversion rate of 1.3443, excluding the unamortized deferred financing costs;

<sup>2</sup> Represents credit available from a U.S. dollar denominated revolving credit facility with a U.S. to Canadian conversion rate of 1.3443;

<sup>3</sup> Interest payments are determined assuming a fixed interest rate at 3.01% with a U.S. to Canadian dollar conversion rate of 1.3443.

## RISK FACTORS

The following information is a summary of certain risk factors and the potential impact these factors could have on the business, assets, financial condition, results of operations, cash flows, and liquidity of Acadian, as well as on the ability of Acadian to pay dividends on its common shares. Additional risks and uncertainties not presently known to Acadian, or that Acadian currently deems immaterial, may also impair the operations of Acadian.

### Risks Related to the Business and Industry

#### Dependence on Twin Rivers

Twin Rivers owns a softwood pulp mill in Edmundston, NB, a paper mill in Madawaska, NB, and a softwood lumber mill in Plaster Rock, NB. Approximately 13% of Acadian's total sales for the year ended December 31, 2016 (26% for the year ended December 31, 2015) were derived from lumber mills and pulp and paper mills owned or managed by Twin Rivers. During the year, sale volumes were lower as a result of the aforementioned planned reduction in hardwood harvest levels under the Company's forest management plan. Under the Fibre Supply Agreement, Twin Rivers is permitted to permanently reduce its purchases by any amount, subject to certain notice periods and also has the right to temporarily reduce the volume of fibre that it purchases as a result of market factors or the sale or closure (whether temporary or permanent) of any of its owned or managed mills, while retaining the right to increase such volumes in the future up to the committed level. These rights may restrict Acadian's ability to find replacement customers given the uncertainty of ongoing supply to which such replacement customers would be subject. In addition, Crown licenses have been granted to Twin Rivers as the owner/operator of its mills. If Twin Rivers sells or closes these mills in the future, the Crown licenses would likely be required to be transferred to the purchaser or revert to the Crown, as the case may be, resulting in Twin Rivers potentially losing management over the NB Crown Lands subject to these licenses. Such events could potentially eliminate the fees earned by Acadian in providing services relating to the NB Crown Lands, and thus would result in a reduction in Free Cash Flow and could result in the impairment of intangible assets.

#### Dependence on the Lumber and Pulp and Paper Industries

Acadian's financial performance depends on the state of the lumber and pulp and paper industries. Depressed commodity prices of lumber, pulp or paper may cause Twin Rivers and/or other mill operators to temporarily or permanently shut down their mills if their product prices fall to a level where mill operation would be uneconomic. Moreover, these operators may be required to temporarily suspend operations at one or more of their mills to bring production in line with market demand or in response to the market irregularities. Any of these circumstances could significantly reduce the amount of timber that such operators purchase from Acadian.

### ***Trade Restriction***

A portion of the products manufactured in Canada using timber from our New Brunswick and Maine operations are exported to the United States for sale. Our financial results are impacted by continued Canadian domestic sawmill (“customer”) access to the export markets and tariffs and other trade barriers that restrict or prevent access represent a continuing risk to us. Since 2006, Canadian softwood lumber exports to the United States were subject to export duties that were imposed under the Softwood Lumber Agreement between Canada and the United States (the “SLA”). However, Acadian customers were not adversely impacted by the 2006 SLA, as export measures did not apply on shipments of softwood lumber originating in the Atlantic provinces or the Quebec border mills provided the shipment was covered by a Certificate of Origin. On October 12, 2015, the 2006 SLA expired. The SLA provided a standstill period of one year following the expiry of the SLA during which no trade actions could be imposed for the importation of softwood lumber from Canada to the US. In December 2016, the United States Department of Commerce announced its decision to initiate countervailing and anti-dumping investigations into imports of certain Canadian softwood lumber products. Additionally, in early January of 2017, following the filing of a petition by the U.S. Lumber Coalition, the U.S. International Trade Commission (ITC) made an initial determination of harm when it announced it had found there was a reasonable indication that softwood lumber products from Canada materially injured American producers. While the final outcome is highly uncertain, there is a risk that Acadian could be negatively impacted by the imposition of duties or other protective measures on its customers, such as anti-dumping duties or countervailing duties, on softwood lumber exports.

### ***Dependence on the Housing, Construction, Repair and Remodeling Market***

The demand for logs and wood products is primarily affected by the level of new residential construction activity and, to a lesser extent, repair and remodeling activity and other industrial uses, which are subject to fluctuations due to changes in general economic conditions. Decreases in the level of residential construction activity generally reduce demand for logs and wood products, resulting in lower revenues, profits and cash flows for lumber mills who are important customers to Acadian.

### ***Timber and Wood Market, Price Volatility and Other General Risk Factors relating to Timberlands***

The financial performance of Acadian is dependent on the selling prices of its products. The markets for timber are cyclical and are influenced by a variety of factors beyond Acadian’s control. For example, the market prices for timber can be affected by changes in regional and global demand, supply and economic conditions.

In addition to impacting Acadian’s sales, cash flows and earnings, weakness in the market prices of its timber products may also have an effect on Acadian’s ability to attract additional capital, its cost of that capital, and the value of its timberland assets.

### ***Cyclicality***

Acadian depends on the state of the lumber and pulp and paper industries. Demand for products from the lumber and pulp and paper industries is correlated with global economic conditions. In periods of economic weakness, reduced spending by consumers and businesses results in decreased demand for such products, resulting in lower product prices and possibly manufacturing downtime. This, in turn, may result in lower net sales, profits and cash flows for Acadian since lumber mills and pulp and paper mills are important customers to Acadian.

### ***Lack of Control Over Government Set Crown Royalty and Management Fees and Allowable Annual Cut***

Acadian’s revenue from operations in respect of the NB Crown Lands is generated from the service fees it charges to Twin Rivers. Acadian has little control over these revenues as the Government of New Brunswick dictates the management fees that Twin Rivers receives and therefore indirectly influences the service fees to be charged by Acadian on harvesting from the NB Crown Lands.

There is a risk that Acadian’s overhead expenses incurred to provide services relating to the NB Crown Lands may not be fully recovered through the fees it is permitted to charge.

In addition, the Government of New Brunswick periodically establishes the royalties to be paid for the right to harvest timber on Crown Lands. Royalties are established for each product and species harvested. Charges levied on timber harvested from Crown Lands are based on the amount of timber cut and the royalty then in effect. A reduction in the royalty charged on Crown Lands could make Acadian’s timber harvested from the NB Timberlands and Maine Timberlands less competitive.

Furthermore, increased Allowable Annual Cut (“AAC”) on Crown Lands could have a negative impact on Acadian’s ability to market its timber harvested from the NB Timberlands and the Maine Timberlands. The AAC on Crown Lands for New

Brunswick is determined by the Minister of Natural Resources of New Brunswick and reflects timber conditions, regional and local economic and social interests, and environmental considerations. A significant increase in the AAC in any given year could have an adverse impact on Acadian's operating results.

#### ***Fuel and Energy Costs***

Acadian relies almost exclusively on land transportation for delivering its timber and is therefore exposed to fluctuations in fuel cost. An increase in fuel cost may result in lower earnings and cash flows. In addition, many of Acadian's customers are high-energy consumers and, as a result, are themselves vulnerable to energy cost increases. If energy costs increase significantly, Acadian's customers may not be able to compete effectively and may have to reduce current operating volumes or close mills.

#### ***Limitations on Ability to Harvest***

Weather conditions, timber growth cycles, access limitations and regulatory requirements associated with the protection of wildlife and water resources may restrict Acadian's harvesting, as may other factors, including damage by fire, insect infestation, disease, prolonged drought and other natural and man-made disasters. There can be no assurance that Acadian will achieve harvest levels in the future necessary to maintain or increase revenues, earnings and cash flows.

#### ***Insect Infestations – Spruce Budworm***

Eastern Spruce budworm (*Choristoneura fumiferana*) is an insect that exists at endemic levels in the forest. However, every 30-40 years the insect has the potential to reach epidemic levels and cause extensive defoliation of balsam fir and spruce that may lead to tree mortality after several years of occurrence. While management has taken steps to monitor regional trends in spruce budworm activity and is prepared to adjust harvesting to mitigate potential losses of commercial timber, there can be no assurances that future harvest levels of the affected species will be achievable.

#### ***Restrictions Imposed by Forestry and Environmental Regulations***

While a significant portion of Acadian's timberlands are comprised of freehold timberlands and as such are subject to less regulation than the NB Crown Lands, provincial, state and federal government regulations relating to forestry practices and sale of logs may result in increased costs for Acadian and accordingly, impact its financial results and operations. In addition, forestry and environmental regulations may restrict timber harvesting and may otherwise restrict the ability of Acadian to conduct its business. Although Acadian believes that it is in material compliance with these requirements, there can be no assurance that it will not incur significant costs, civil and criminal penalties and liabilities, including those relating to claims for damages to property or natural resources, resulting from its operations.

Laws, regulations and related judicial decisions and administrative interpretations affecting Acadian's business are subject to change and new laws and regulations that may affect its business are frequently enacted. Some of these laws and regulations could impose on Acadian significant costs, penalties and liabilities for violations or existing conditions whether or not Acadian caused or knew about them. Acadian is subject to laws and regulations which relate to, among other things: the protection of timberlands, health and safety, the protection of endangered species, air and water quality, and timber harvesting practices.

Regions with frequent policy changes add volatility to revenue streams and depress timberland values. Historically, New Brunswick has had relatively stable forestry regulations. Forest regulation in Maine has experienced volatility in the past, but has shown a consistent trend towards stabilization.

In connection with a variety of operations of Acadian, the Company may be required to make regulatory filings. Any of the government agencies could delay review of or reject any of Acadian's filings which could result in a delay or restriction in harvesting, replanting, thinning, insect control or fire control.

#### ***Dependence on and Scarcity of Trained Labour***

Acadian relies significantly on a limited number of entities to cut and haul harvested timber, as well as to conduct road building and silviculture activities. If any of these entities were to stop doing business with Acadian, Acadian's operations could be negatively impacted. In addition, there is a limited supply of trained foresters and trained operators/contractors in the New Brunswick and Maine regions which may result in increased costs to Acadian to retain its workforce. The ability of trained contractors to operate across the US-Canada border may also depend upon regional and/or political constraints, which would further limit Acadian's ability to obtain skilled labour if such constraints were to materialize.

### ***Highly Competitive Industry***

Timberland companies operate in a highly competitive business environment in which companies compete, to a large degree, on the basis of price and also on the basis of service and ability to provide a steady supply of products over the long term.

In Acadian's markets, there are many suppliers of softwood and hardwood logs. In addition, Acadian may also be subject to increased competition from worldwide suppliers importing forest products, and/or subject to increased competition from a variety of substitute products.

Acadian's competitive position is also influenced by a number of other factors including: the availability, quality, and cost of labour; the cost of energy; the ability to attract and maintain long-term customer relationships; the quality of products and customer service; and foreign currency fluctuations.

### ***Currency Risk***

All of the net sales from the Maine Timberlands and a portion of the sales from the NB Timberlands, a significant portion of gross revenues earned, are in U.S. dollars. As well, all expenses incurred in respect of the Maine Timberlands and a nominal amount of the expenses of NB Timberlands are in U.S. dollars and all of Acadian's debt financing and all interest payable thereon is in U.S. dollars. As a result, Acadian's cost competitiveness could be impacted by unfavourable fluctuations in currency exchange rates. In addition, the apparent historical correlation between currency rates and timber prices in regions within close proximity to the Canadian/U.S. border may weaken over time thereby undermining any hedge relating to the Maine Timberlands. Acadian's customers are also susceptible to currency value fluctuations which may negatively impact the sawmills and pulp and paper mills to which Acadian sells its fibre, and accordingly the quantity of fibre sales to such customers could decline.

### ***Forest Management***

Although management believes it follows best practices with regard to forest sustainability and general forest management, there can be no assurance that the established LRSY of the NB Timberlands and Maine Timberlands and management's forest management planning, including silviculture, will have the intended result of ensuring that Acadian's asset base appreciates over time. If management's estimates of merchantable inventory are incorrect or the LRSY is too high, harvesting levels of Acadian's timberlands may result in depletion of Acadian's timber assets.

### ***Geographic Concentration***

Acadian's timberlands are concentrated in Maine and New Brunswick. Accordingly, if the level of production from these forests substantially declines or demand in the region were to decline for any reason, including closure of pulp, paper or lumber manufacturing operations in the region, such changes could have a material adverse effect on Acadian's overall harvest levels and its financial results.

### ***Insurance***

Acadian's business is subject to risks from fires, drought, tree diseases, severe weather, unforeseen equipment breakdowns, and other events, including events of force majeure, which could result in material damages to Acadian. Insurance for Acadian's standing timber is not available on commercially acceptable terms, but Acadian is insured against all other business risks.

### ***Seasonality***

Acadian's operations are subject to seasonal variations and, as a result, Acadian's operating results vary from quarter to quarter. Harvesting activity can be compromised by inaccessibility to some sites during wet seasons resulting in decreased harvest levels. Results of one quarter will not be indicative of results that may be achieved in other quarters or for the full year.

### ***Non-Timber Income***

The NB Timberlands and Maine Timberlands have several sources of non-timber income including various land leases for recreational and commercial use as well as a recreational access permit plan. Most of these revenues are not subject to long term agreements and as a result, any decrease in the recreational and commercial activities that lead to those revenues could impact Acadian.

### ***Labour Relations***

A portion of Acadian's workforce is unionized and, as a result, Acadian is required to negotiate the wages, benefits and other terms with many of its employees collectively. If Acadian is unable to negotiate acceptable contracts with any of its unions as



existing agreements expire, Acadian could experience a significant disruption of its operations, higher ongoing labour costs and restriction of its ability to maximize the efficiency of its operations, which could have a material adverse effect on Acadian's operations and financial results.

#### ***Protection of Threatened or Endangered Species and Waterways***

Federal, state and provincial laws and regulations protecting threatened or endangered species, waterways and wetlands or other environmental values may limit or prevent timber harvesting, road building and other activities of Acadian. The size of the area subject to restriction will vary depending on the protected species at issue, the time of year, and other factors, but can range from less than one to several thousand acres. As Acadian gains additional information regarding the presence of threatened or endangered species on its timberlands, or if regulations become more restrictive, the amount of its timberlands subject to harvest restrictions could increase.

#### ***Aboriginal Claims***

Aboriginal claims could adversely affect Acadian's ability to harvest timber. Canadian courts have recognized that aboriginal people may possess rights at law in respect of land used or occupied by their ancestors where treaties have not been concluded to deal with these rights. In Canada, aboriginal groups have made claims in respect of land governed by Canadian authorities, which could affect a portion of the land covered by Twin Rivers' Crown licenses. Any settlements in respect of these claims could lower the volume of timber managed by Acadian on the NB Crown Lands and could increase the cost to harvest timber on such lands.

#### ***Undetected Environmental Liabilities***

Acadian may currently own or may acquire properties subject to environmental and other liabilities, such as obligations to clean up or pay for the cleanup of contamination. While timberlands do not generally carry as high of a risk of environmental contamination as industrial properties, the cost of cleanup of contaminated properties could increase Acadian's operating costs.

#### ***Ability to Identify and Complete Investment Opportunities***

Acadian's growth strategy is to acquire high-quality timberland investments with the objective of achieving appropriate risk-adjusted returns on its invested capital over the long-term. However, there is no certainty that Acadian will be able to find and complete sufficient investment opportunities that meet its investment criteria. Acadian's investment criteria considers, among other things, the financial, operating, governance and strategic merits of a proposed acquisition. Competition for assets is significant and competition from other well-capitalized investors or companies may significantly increase the purchase price or prevent Acadian from completing an acquisition.

#### **Risks Related to the Structure of the Company**

##### ***Dependence on Brookfield and Brookfield Timberlands Management LP and Potential Conflicts of Interest***

Acadian is dependent on Brookfield and Brookfield Timberlands Management LP ("Brookfield LP") in respect of certain strategic management functions relating to the ongoing operations of Acadian's timberlands. Brookfield and Brookfield LP, their respective affiliates and agents, employees of Brookfield and Brookfield Timberlands Management GP Inc. ("Brookfield GP"), the general partner of Brookfield LP (which has no employees), and other funds and vehicles managed by Brookfield or Brookfield LP or their respective affiliates are engaged or invested, directly or indirectly, in a variety of other companies or entities involved in owning, managing, advising on or being otherwise engaged in timberland operations and businesses. This may result in conflicts, which could restrict expansion and other opportunities available to Acadian.

##### ***Payment of Dividends***

As a corporation, the Company's dividend policy will be at the discretion of the Company's Board of Directors. Future dividends, if any, will depend on the operations and assets of the Company and its subsidiaries, and will be subject to various factors, including, without limitation, the Company's financial performance, fluctuations in its working capital, the sustainability of its margins, its capital expenditure requirements, obligations under its credit facilities, provisions of applicable law and other factors that the Board of Directors may deem relevant from time to time. Accordingly, the payment of dividends by the Company and the level thereof will be uncertain.

##### ***Dividends Depend on Performance of Subsidiaries***

Although the Company intends to pay dividends on its Common Shares in accordance with the dividend policy adopted

by its Board of Directors, there can be no assurance regarding the amounts of income to be generated by the Company's subsidiaries or ultimately distributed to the Company from its operating subsidiaries. The ability of the Company to make dividend payments, and the actual amount paid, is currently entirely dependent on the operations and assets of its wholly owned subsidiary, Acadian Timber Limited Partnership ("the Partnership"), and is subject to various factors including each of its financial performance, its obligations under applicable credit facilities, fluctuations in its working capital, the sustainability of its margin and its capital expenditure requirements. Moreover, the Partnership's ability to make cash distributions is, in turn, currently dependent on the NB Timberlands and the Maine Timberlands making cash distributions. The ability of these entities to make dividend payments, cash distributions or other payments or advances is subject to applicable laws and regulations.

### ***Market Price of Common Shares***

The market price of the Common Shares may be subject to wide fluctuations in response to many factors, including variations in the operating results of Acadian, divergence in financial results from expectations, changes in the business prospects for Acadian, general economic conditions, legislative changes, and other events and factors outside of the Company's control. In addition, stock markets have from time to time experienced extreme price and volume fluctuations, which, as well as general economic and political conditions, could adversely affect the market price for the Common Shares. The Company is unable to predict whether substantial amounts of Common Shares will be sold in the open market. Any sales of substantial amounts of Common Shares in the public market, or the perception that such sales might occur, could materially and adversely affect the market price of the Common Shares.

### ***Dilution of Existing Shareholders***

The Company is permitted to issue an unlimited number of Common Shares pursuant to its Articles and may do so, subject to compliance with the rules and regulations of the TSX and other applicable securities regulations, for that consideration and on those terms and conditions as shall be established by the Directors without the approval of any Shareholders. The Shareholders will have no pre-emptive rights in connection with such further issuances.

### ***Leverage and Restrictive Covenants in Agreements Relating to Indebtedness***

The ability of the Company and its subsidiaries to pay dividends or make other payments or advances is subject to applicable laws and contractual restrictions contained in the instruments governing any indebtedness of those entities (including the credit facilities). The degree to which the Company is leveraged could have important consequences to the Shareholders including: the Company's ability to obtain additional financing for working capital, capital expenditures or acquisitions; a significant portion of the Company's cash flow from operations may be dedicated to the payment of the principal of and interest on its indebtedness, thereby reducing funds available for future operations; certain borrowings may be at variable rates of interest, which exposes the Company to the risk of increased interest rates; and the Company may be more vulnerable to economic downturns and be limited in its ability to withstand competitor pressures.

The terms of the credit facilities include numerous restrictive covenants that limit the discretion of the Company's management with respect to certain business matters. These covenants place significant restrictions on, among other things, the ability of the Company and its subsidiaries to create liens or other encumbrances, or make certain other payments, investments, loans and guarantees and to sell or otherwise dispose of assets and merge or consolidate with another entity. In addition, the terms of the credit facilities include financial covenants that require the Company to meet certain financial ratio tests. A failure by the Partnership to comply with the obligations relating to the credit facilities could result in a default which, if not cured or waived, could result in a termination of dividends by the Company and require accelerated repayment of the relevant indebtedness. If the repayment of indebtedness under the credit facilities were to be accelerated, there can be no assurance that the assets of the Company would be sufficient to repay in full that indebtedness. There can be no assurance that the credit facilities will be able to be refinanced or refinanced on acceptable terms or that future borrowings or equity financings will be available to the Company, or available on acceptable terms, in an amount sufficient to fund the Company's needs. This could, in turn, have a material adverse effect on the business, financial condition and results of operations of the Company and could therefore affect the ability of the Company to pay dividends on its Common Shares.

### ***Risks Related to the Arrangement***

On January 1, 2010, Acadian Timber Income Fund (the "Fund") converted to the Company pursuant to a plan of arrangement under the Canada Business Corporations Act (the "Arrangement") with CellFor Inc. which allowed for the conversion of the Fund from an income trust to a corporation.

***Taxation Risk***

The Company will file all required income tax returns in a manner that it believes will be in full compliance with the provisions of the Income Tax Act (Canada) and all applicable provincial legislation. It is expected that the Company will benefit from certain federal tax account balances which existed in the Company at the time of the Arrangement. However, the Company's income tax returns are subject to reassessment by the applicable taxation authority. In the event of a successful reassessment of the Company, whether by re-characterization of certain expenditures, or the restriction of the deductibility of all or any portion of such federal tax account balances, such reassessment may have an impact on current and future taxes payable by the Company. Any such impact may have a material adverse affect on the Company.

Furthermore, Canadian federal or provincial income tax legislation may be amended, or its interpretation changed, possibly with retroactive effect, in a manner which alters fundamentally the availability of such federal tax account balances to the Company.

## Forward-Looking Statements

*This management discussion and analysis (“MD&A”) contains forward-looking information within the meaning of applicable Canadian securities laws that involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Acadian Timber Corp. and its subsidiaries (collectively, “Acadian”), or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. When used in this MD&A, such statements may contain such words as “may,” “will,” “intend,” “should,” “expect,” “believe,” “outlook,” “predict,” “remain,” “anticipate,” “estimate,” “potential,” “continue,” “plan,” “could,” “might,” “project,” “targeting” or the negative of these terms or other similar terminology. Forward-looking information in this MD&A includes statements made in sections entitled “Dividend Policy of the Company,” “Liquidity and Capital Resources” and “Market Outlook” and without limitation other statements regarding management’s beliefs, intentions, results, performance, goals, achievements, future events, plans and objectives, business strategy, growth strategy and prospects, access to capital, liquidity and trading volumes, dividends, taxes, capital expenditures, projected costs, market trends and similar statements concerning anticipated future events, results, achievements, circumstances, performance or expectations that are not historical facts. These statements, which reflect management’s current expectations regarding future events and operating performance, are based on information currently available to management and speak only as of the date of this MD&A. All forward-looking statements in this MD&A are qualified by these cautionary statements. Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, should not be unduly relied upon, and will not necessarily be accurate indications of whether or not such results will be achieved. Factors that could cause actual results to differ materially from the results discussed in the forward-looking statements include, but are not limited to: general economic and market conditions; product demand; concentration of customers; commodity pricing; interest rate and foreign currency fluctuations; seasonality; weather and natural conditions; regulatory, trade or environmental policy changes; changes in Canadian income tax law; economic situation of key customers; Brookfield’s ability to source and secure potential investment opportunities; the availability of potential acquisitions that suit Acadian’s growth profile; and other risks and factors discussed under the heading “Risk Factors” in this Annual Report and in each of the Annual Information Form dated March 30, 2016 and the Management Information Circular dated April 19, 2016, and other filings of Acadian made with securities regulatory authorities, which are available on SEDAR at [www.sedar.com](http://www.sedar.com). Forward-looking information is based on various material factors or assumptions, which are based on information currently available to Acadian. Material factors or assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking information may include, but are not limited to: anticipated financial performance; anticipated market conditions; business prospects; the economic situation of key customers; strategies; regulatory developments; exchange rates; the sufficiency of budgeted capital expenditures in carrying out planned activities; the availability and cost of labour and services and the ability to obtain financing on acceptable terms. Readers are cautioned that the preceding list of material factors or assumptions is not exhaustive. Although the forward-looking statements contained in this MD&A are based upon what management believes are reasonable assumptions, Acadian cannot assure readers that actual results will be consistent with these forward-looking statements. The forward-looking statements in this MD&A are made as of the date of this MD&A, and should not be relied upon as representing Acadian’s views as of any date subsequent to the date of this MD&A. Acadian assumes no obligation to update or revise these forward-looking statements to reflect new information, events, circumstances or otherwise, except as may be required by applicable law.*

# MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

To the Shareholders of Acadian Timber Corp.:

The accompanying consolidated financial statements of Acadian Timber Corp. (the "Corporation") and all information in this annual report are the responsibility of management and have been reviewed and approved by the Corporation's Board of Directors. These consolidated financial statements and related notes have been prepared by management in conformity with International Financial Reporting Standards and necessarily include amounts based on management's informed judgements and estimates. Financial information included elsewhere in this annual report is consistent with that contained in the consolidated financial statements.

To assist management in fulfilling its responsibilities, a system of internal accounting controls has been established to provide reasonable assurance that the consolidated financial statements are accurate and reliable and that assets are safeguarded. Management believes that this system of internal controls is designed and operating effectively for the year ended December 31, 2016.

Ernst & Young LLP, appointed by the shareholders, have audited the consolidated financial statements in accordance with Canadian generally accepted auditing standards to enable them to express an opinion on the consolidated financial statements. Their report is set out on the following page.

The Board of Directors, through its Audit Committee, is responsible for ensuring that management fulfills its responsibilities for financial reporting and internal controls, and is ultimately responsible for reviewing and approving the consolidated financial statements and the management's discussion and analysis. The Audit Committee is composed of four independent directors who are not employees of the Corporation. The Audit Committee meets regularly with management and Ernst & Young LLP to review their activities and to discuss internal control, accounting, auditing and financial matters. Ernst & Young LLP have full and direct access to the Audit Committee and meet periodically both with and without the presence of management to discuss their audit and related findings.

The Audit Committee recommends the appointment of the external auditors. The Audit Committee also meets quarterly to review interim and annual consolidated financial statements and related materials and reports its findings to the Board of Directors for its consideration in approving the consolidated interim and annual financial statements for public dissemination.



Mark Bishop  
*President and Chief Executive Officer*



Wyatt Hartley  
*Chief Financial Officer*

February 15, 2017

# INDEPENDENT AUDITORS' REPORT

To the Shareholders of Acadian Timber Corp.:

We have audited the accompanying consolidated financial statements of Acadian Timber Corp., which comprise the consolidated balance sheets as at December 31, 2016 and 2015, and the consolidated statements of net income, comprehensive income, changes in equity and cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

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

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

## **Auditors' responsibility**

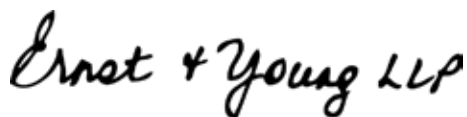
Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain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

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

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

## **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Acadian Timber Corp. as at December 31, 2016 and 2015, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

The logo for Ernst & Young LLP is written in a black, cursive script font.

Chartered Professional Accountants  
Licensed Public Accountants

Toronto, Canada  
February 15, 2017

## CONSOLIDATED STATEMENTS OF NET INCOME

<i>For the Years Ended December 31</i>			
<i>(CAD thousands, except per share data)</i>			
	Note	2016	2015
Net sales	9	\$ 77,168	\$ 84,422
Operating costs and expenses			
Cost of sales	9	47,960	51,197
Selling, administration and other		6,274	6,390
Reforestation		726	712
Depreciation	5	502	515
		55,462	58,814
Operating earnings		21,706	25,608
Interest expense, net		(2,942)	(3,364)
Other items			
Fair value adjustments	4	(705)	13,168
Unrealized exchange gain / (loss) on long-term debt	6	2,856	(16,095)
Gain on sale of timberlands		339	306
Loss on disposal of land, roads and other fixed assets		—	(6)
Earnings before income taxes		21,254	19,617
Current income tax expense	12	(61)	(562)
Deferred income tax expense	12	(5,121)	(5,414)
Net income		16,072	13,641
Net income per share – basic and diluted		\$ 0.96	\$ 0.82

*See accompanying notes to consolidated financial statements.*

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

<i>For the Years Ended December 31</i> <i>(CAD thousands)</i>	Note	<b>2016</b>	2015
Net income		<b>\$ 16,072</b>	\$ 13,641
Other comprehensive income / (loss)			
Items that may be reclassified subsequently to net income:			
Gain / (loss) on revaluation of land and roads	5	<b>5,692</b>	(3,173)
Unrealized foreign currency translation (loss) / gain		<b>(4,228)</b>	23,683
Amortization of derivatives designated as cash flow hedges	11	—	(241)
Comprehensive income		<b>\$ 17,536</b>	\$ 33,910

*See accompanying notes to consolidated financial statements.*



# CONSOLIDATED BALANCE SHEETS

<i>As at December 31</i> <i>(CAD thousands)</i>	Note	2016	2015
<b>Assets</b>			
Current assets			
Cash and cash equivalents		\$ 19,654	\$ 17,716
Accounts receivable and other assets	8	6,952	7,973
Inventory		2,149	1,391
		<b>28,755</b>	27,080
Timber	4	328,477	333,732
Land, roads and other fixed assets	5	91,206	82,826
Intangible asset		6,140	6,140
		<b>\$ 454,578</b>	<b>\$ 449,778</b>
<b>Liabilities and shareholders' equity</b>			
Current liabilities			
Accounts payable and accrued liabilities	8	3,529	\$ 4,399
Dividends payable to shareholders		4,183	4,183
		<b>7,712</b>	8,582
Long-term debt	6	97,066	99,819
Deferred income tax liability	12	81,949	74,331
Shareholders' equity	7	267,851	267,046
		<b>\$ 454,578</b>	<b>\$ 449,778</b>

*See accompanying notes to consolidated financial statements.*

On Behalf of the Board:



Mark Bishop  
*President and Chief Executive Officer*



David M. Mann  
*Director*

# CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

<i>For the Year Ended December 31, 2016</i> <i>(CAD thousands)</i>	Common Share Capital	Retained Earnings	Revaluation Surplus	Currency Translation	Cash Flow Hedges	Shareholders' Equity
Balances as at December 31, 2015	\$ 140,067	\$ 64,619	\$ 26,191	\$ 36,169	\$ —	\$ 267,046
Changes during the year						
Net income	—	16,072	—	—	—	16,072
Other comprehensive income / (loss)	—	—	5,692	(4,228)	—	1,464
Shareholders' dividends declared	—	(16,731)	—	—	—	(16,731)
Balances as at December 31, 2016	\$ 140,067	\$ 63,960	\$ 31,883	\$ 31,941	\$ —	\$ 267,851

See accompanying notes to consolidated financial statements.

<i>For the Year Ended December 31, 2015</i> <i>(CAD thousands)</i>	Common Share Capital	Retained Earnings	Revaluation Surplus	Currency Translation	Cash Flow Hedges	Shareholders' Equity
Balances as at December 31, 2014	\$ 140,067	\$ 66,454	\$ 29,364	\$ 12,486	\$ 241	\$ 248,612
Changes during the year						
Net income	—	13,641	—	—	—	13,641
Other comprehensive income / (loss)	—	—	(3,173)	23,683	(241)	20,269
Shareholders' dividends declared	—	(15,476)	—	—	—	(15,476)
Balances as at December 31, 2015	\$ 140,067	\$ 64,619	\$ 26,191	\$ 36,169	\$ —	\$ 267,046

See accompanying notes to consolidated financial statements.

# CONSOLIDATED STATEMENTS OF CASH FLOWS

<i>For the Years Ended December 31</i> <i>(CAD thousands)</i>	Note	<b>2016</b>	2015
Cash provided by / (used for):			
<b>Operating activities</b>			
Net income		<b>\$ 16,072</b>	\$ 13,641
Adjustments to net income			
Deferred income tax expense	12	<b>5,121</b>	5,414
Depreciation	5	<b>502</b>	515
Fair value adjustments	4	<b>705</b>	(13,168)
Unrealized exchange (gain) / loss on long-term debt	6	<b>(2,856)</b>	16,095
Interest expense, net		<b>2,942</b>	3,364
Interest paid, net		<b>(2,836)</b>	(3,463)
Gain on sale of timberlands		<b>(339)</b>	(306)
Loss on disposal of land, roads and other fixed assets		<b>—</b>	6
Other, net		<b>(108)</b>	1,691
Net change in non-cash working capital	16	<b>(607)</b>	(3,401)
		<b>18,596</b>	20,388
<b>Financing activities</b>			
Deferred financing costs		<b>—</b>	(502)
Dividends paid to shareholders	14	<b>(16,731)</b>	(14,744)
		<b>(16,731)</b>	(15,246)
<b>Investing activities</b>			
Additions to timber, land, roads and other fixed assets	5	<b>(283)</b>	(405)
Proceeds from sale of timberlands		<b>356</b>	319
		<b>73</b>	(86)
Increase in cash and cash equivalents during the year		<b>1,938</b>	5,056
Cash and cash equivalents, beginning of year		<b>17,716</b>	12,660
<b>Cash and cash equivalents, end of year</b>		<b>\$ 19,654</b>	\$ 17,716

*See accompanying notes to consolidated financial statements.*

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2016 and 2015 (All figures in Canadian dollars unless otherwise stated)

## 1. GENERAL

Acadian Timber Corp. (the “Company”) is governed by the *Canada Business Corporations Act* pursuant to articles of arrangement dated January 1, 2010. The Company is a reporting issuer and its common shares are publicly traded on the Toronto Stock Exchange under the stock symbol “ADN”. The principal and head office of the Company is located at Suite 1800, 1055 West Georgia Street, Vancouver, British Columbia, V6E 3R5.

The Company and all of its consolidated operations, collectively “Acadian”, own and manage approximately 761,000 acres of freehold timberlands in New Brunswick (“NB Timberlands”) and approximately 299,000 acres of freehold timberlands in Maine (“Maine Timberlands”), and provides management services relating to approximately 1.3 million acres of Crown licensed timberlands in New Brunswick. Acadian also owns and operates a forest nursery in Second Falls, New Brunswick. Acadian’s products include softwood and hardwood sawlogs, pulpwood and biomass by-products sold to approximately 100 regional customers.

Acadian’s operations are subject to seasonal variations and, as a result, Acadian’s operating results vary from quarter to quarter. Harvesting activity can be compromised by inaccessibility to some sites during wet seasons resulting in decreased harvest levels. Results of one quarter will not be indicative of results that may be achieved in other quarters or for the full year.

As at December 31, 2016, affiliates of Brookfield Asset Management Inc. (collectively “Brookfield”) own 7,513,262 common shares representing approximately 45% of the outstanding common shares of the Company. The ultimate parent of the Company is Brookfield Asset Management Inc.

## 2. SIGNIFICANT ACCOUNTING POLICIES

### Statement of Compliance

These consolidated financial statements present the financial performance of Acadian for the year ended December 31, 2016, along with the comparative results for the year ended December 31, 2015. These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”), and were authorized for issuance by the Board of Directors on February 15, 2017.

### Basis of Presentation

The consolidated financial statements have been prepared on the basis of historical cost, except for land, roads on freehold land and timber, which have been measured at fair value. Cost is based on the fair values of the consideration given in exchange for assets. The reporting currency of the Company is the Canadian dollar. All currency amounts in these consolidated financial statements are presented in Canadian dollars (“CAD”) and rounded to the nearest thousand, unless otherwise stated.

### Cash and Cash Equivalents

Cash and cash equivalents consist of cash in the bank and short-term deposits with a remaining term to maturity at the time of purchase of less than ninety days.

### Inventory and Manufacturing Costs

Inventory consists primarily of logs, seedlings and supplies, which are measured at the lower of average cost and net realizable value.

Log inventory has been segregated into species groupings and by category of sawlogs and pulp logs. Cost for each grouping of harvested logs consists of a twelve-month rolling average, calculated one month in arrears, of costs to harvest and deliver logs to the yard, convert them into separate products as applicable and transport the end products to the point of sale, plus a charge for the fair value of timber harvested.

Manufacturing costs include predominantly cutting, harvesting and transportation costs, but also include costs for reforestation, access roads and passages and land management.

## Timber

Timber is measured at fair value less estimated costs of harvesting and selling. The fair value of standing timber is determined by deducting the fair value of higher and better use (“HBU”) land, land under standing timber, roads and bridges from the total value of the timberlands business. The fair value of the timberlands business and the fair value of HBU land, land under standing timber, roads and bridges are determined on an annual basis by licensed independent third-party appraisers using a combination of the discounted cash flow and comparative sales value methods. Gains or losses arising from changes in fair value are recognized in net income.

Timber that has been processed into logs and on which the volume has been accurately determined is included in log inventory and is measured at the lower of cost and net realizable value.

## Land, Roads and Other Fixed Assets

Land under standing timber and roads on freehold land are measured using the revaluation method. They are carried at the revalued amounts and are not depreciated. Valuations are completed annually by an independent appraiser to ensure that the carrying amount does not differ significantly from fair value. Where the carrying amount of an asset is increased as a result of a revaluation, the increase is recognized in income to the extent the increase reverses a previously recognized impairment recorded through income, with the remainder of the increase recognized in other comprehensive income (“OCI”) and accumulated in revaluation surplus. Where the carrying amount of an asset is decreased, the decrease is recognized in OCI to the extent of any balance existing in revaluation surplus in respect of the asset, with the remainder of the decrease recognized in income as an impairment loss.

Buildings, roads on Crown land, pavement, equipment, and certain bridges are measured at cost less accumulated depreciation. Bridges that are nine metres or greater in length, constructed of steel and/or concrete and located on permanent roads are measured at cost less accumulated depreciation. All other bridges are expensed as constructed.

Fixed assets are depreciated on a straight-line basis over the estimated useful lives of each component of assets as follows:

Bridges	20 to 35 years
Buildings	20 years
Equipment	3 to 10 years
Pavement	8 years
Computers and software	3 years
Roads on Crown land	20 years

Depreciation on fixed assets is calculated on a straight-line basis so as to write down the net cost of each asset over its expected useful life to its estimated residual value. The estimated useful lives, residual values and depreciation method are reviewed at the end of each annual reporting period, with the effect of any changes recognized on a prospective basis.

## Reforestation

Reforestation expenditures are treated as a period cost and are expensed as incurred.

## Impairment of Long-lived Assets

Long-lived assets, other than those measured at fair value with changes in fair value recorded in net income, are assessed at each balance sheet date for indications of impairment or reversal of a previously recognized impairment. If any such indication exists, the recoverable amount of the asset is estimated and compared to its carrying amount.

The recoverable amount is the higher of the estimated fair value less costs to sell or value in use of the asset. In assessing value in use, the estimated future cash flows are discounted using a pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset. The projections of future cash flows take into account the relevant operating plans and management’s best estimate of the most probable set of conditions anticipated to prevail.

An impairment loss is recognized if the recoverable amount of the asset is estimated to be less than the carrying amount. The impairment loss is recognized in net income, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a decrease to revaluation surplus.

### **Intangible Asset**

Acadian recognizes an intangible asset for the Crown Lands Services Agreement between NB Timberlands and Twin Rivers. Under this agreement, NB Timberlands has agreed to provide various services relating to the Crown Lands in consideration for a fee from Twin Rivers. The fee is determined based on the number of cubic metres of fibre harvested from these lands. The Crown Lands Services Agreement has a term equal to the term of the Crown licenses, including any renewal terms, which is considered indeterminable as at December 31, 2016. The Crown Lands Services Agreement is classified as an indefinite life intangible asset and is tested for impairment annually, or more frequently if events or changes in circumstances indicate that this asset may be impaired. During the year, no additions, disposals, impairments or reversal of impairments were recorded against the Company's intangible asset balance.

### **Revenue Recognition**

Net sales are net of discounts and rebates to customers. Revenue is recognized when the risks and rewards of ownership pass to the purchaser, which is generally when timber is delivered to the purchaser and actual quantities delivered are determined. Sales are governed primarily by contract and in some cases by standard industry terms.

Pursuant to the Crown Lands Services Agreement, Acadian provides harvesting, transportation and other services to Crown licensees and sub-licensees. Acadian receives management fees for these services and all costs incurred in providing these services are recoverable from Crown licensees or sub-licensees. Management fees, net of the costs to perform these services, are recognized upon delivery of the timber.

### **Translation of Foreign Currencies**

The Canadian dollar is the functional and presentation currency of the Company. The functional currency of Acadian's Canadian operations and U.S. operations is the Canadian dollar and U.S. dollar, respectively. Assets and liabilities of the U.S. operations are translated at the rate of exchange prevailing at the reporting date and revenue and expenses at the average rates during the year. Gains or losses on translation of these items are included as a component of shareholders' equity.

NB Timberlands enters into sales transactions denominated in U.S. dollars. The gain or loss on translation of the related revenue and accounts receivable are recorded in earnings in the period incurred.

The carrying value of Acadian's U.S. dollar denominated debt is subject to exchange rate fluctuations. The resulting unrealized gains and losses are recorded in Acadian's earnings in the period incurred.

### **Financial Instruments**

Financial assets and liabilities classified as held-for-trading are measured at fair value at the balance sheet dates with all realized and unrealized gains and losses resulting from the change in fair value included in net income in the period in which they arise; these include cash and cash equivalents. Accounts receivable and other assets have been classified as loans and receivables, which are accounted for on an amortized cost basis using the effective interest rate method. Accounts payable and accrued liabilities, dividends payable to shareholders, debt and long-term debt have been classified as other financial liabilities, which are accounted for on an amortized cost basis using the effective interest rate method.

The fair value of a financial instrument is the amount of consideration that would be agreed upon in an arm's-length transaction between knowledgeable and willing parties who are under no compulsion to act. Fair values are determined based on prevailing market rates for instruments with similar characteristics and risk profiles.

### **Fair Value Hierarchy Levels**

All assets and liabilities of Acadian, including its financial assets and liabilities that are carried at fair value, are classified and disclosed in one of the following three categories:

Level 1: Quoted market prices in active markets for identical assets or liabilities.

Level 2: Observable market-based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs that are not corroborated by market data.

The following table provides the fair value measurement hierarchy of the grouped assets as at December 31, 2016:

	Date of Valuation	Note	Level 1	Level 2	Level 3
<b>Assets and liabilities measured at fair value:</b>					
Timber	December 31, 2016	4			✓
Freehold land and roads	December 31, 2016	5			✓

#### **Income Taxes**

Acadian follows the liability method of tax allocation, whereby deferred income tax assets and liabilities are determined based on differences between the carrying amounts and the tax bases of assets and liabilities and are measured using the substantively enacted tax rates and laws that will be in effect when the differences are expected to reverse. The carrying amount of the deferred income tax assets are reviewed at each reporting date and reduced to the extent it is no longer probable that the deferred income tax assets will be recovered.

#### **Deferred Financing Costs**

Financing fees are deferred and amortized over the life of the debt using the effective interest rate method. Long-term debt is recorded at the principal amount, net of the associated financing fees.

#### **Cash Flow Hedges**

The effective portion of the change in fair value of a derivative designated as a cash flow hedge is reported in OCI. The gain or loss relating to the ineffective portion is recognized immediately in income or loss. Amounts in accumulated OCI are reclassified into earnings in the same period or periods during which the hedged transaction affects earnings.

#### **Critical Judgments and Estimates**

The preparation of consolidated financial statements requires management to make critical judgments, estimates and assumptions that affect the carried amounts of certain assets and liabilities, disclosure of contingent assets and liabilities and the reported amounts of revenue and expenses recorded during the periods. The critical estimates and judgments applied in preparing Acadian's consolidated financial statements affect the assessment of net recoverable amounts, net realizable values and fair values, depreciation rates and useful lives, determination of functional currency and the selection of accounting policies.

The critical estimates and judgments made in the preparation of Acadian's consolidated financial statements include, among other things, future prices and margins, future sales volumes, future harvest rates and sustainable yields, and discount rates utilized in the valuation of Acadian's timber, land and roads. In making estimates and judgments, management relies on external information and observable conditions where possible, supplemented by internal analysis as required. These estimates and judgments have been applied in a manner consistent with prior periods and there are no known trends, commitments, events or uncertainties that management believes will materially affect the methodology or assumptions utilized in making these estimates and judgments in these consolidated financial statements. Actual results could differ from those estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

### **3. FUTURE ACCOUNTING POLICIES**

#### **Future Accounting Policies**

The following new standards have been issued, but are not effective for the year ended December 31, 2016:

#### ***IFRS 9 Financial Instruments***

In July 2014, the IASB issued the final version of IFRS 9 *Financial Instruments* which reflects all phases of the financial instruments project and replaces IAS 39 *Financial Instruments: Recognition and Measurement* and all previous versions of IFRS 9. IFRS 9 brings together all three aspects of the accounting for financial instruments project: classification and

measurement, impairment and hedge accounting. IFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. Except for hedge accounting, retrospective application is required but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions. The adoption of IFRS 9 will have an effect on the classification and measurement of the Company's financial assets, but no impact on the classification and measurement of the Company's financial liabilities.

#### **IFRS 15 Revenue from Contracts with Customers**

IFRS 15 was issued in May 2014 and establishes a five-step model to account for revenue arising from contracts with customers. Under IFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The new revenue standard will supersede all current revenue recognition requirements under IFRS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after January 1, 2018, when the IASB finalizes their amendments to defer the effective date of IFRS 15 by one year. Early adoption is permitted. The Company assessed the impact of IFRS 15 and plans to adopt the new standard on the required effective date using the retrospective approach.

#### **IFRS 16 Leases**

IFRS 16, Leases, which was issued in January 2016, will replace current lease accounting standards. It proposes to record all leases on the balance sheet with certain limited exceptions. IFRS 16 is effective for annual periods beginning on or after January 1, 2019. Limited earlier adoption is permitted. The Company has not yet begun the process of evaluating the impact of this standard on its interim condensed consolidated financial statements.

## **4. TIMBER**

Acadian's freehold timberlands are classified as a growing forest, with the standing timber recognized as a biological asset for accounting purposes and thus recorded at fair value less costs to sell at each reporting date. The underlying land is considered a component of land, roads and other fixed assets accounted for under the revaluation method.

The following table presents the change in the carrying value of timber:

<i>(CAD thousands)</i>	
Balance as at December 31, 2014	\$ 296,681
Gains arising from growth	27,476
Loss arising from harvest	(29,550)
Gain from fair value price changes	15,118
Foreign exchange	24,007
Balance as at December 31, 2015	\$ 333,732
Gains arising from growth	29,419
Loss arising from harvest	(28,158)
Loss from fair value price changes	(2,261)
Foreign exchange	(4,255)
<b>Balance as at December 31, 2016</b>	<b>\$ 328,477</b>

As at December 31, 2016, of the total acreage, approximately 761,000 acres are located in New Brunswick, Canada and approximately 299,000 are located in Maine, USA, with approximately 193,000 acres of the Maine timberlands being subject to a conservation easement. Acadian's standing timber in Maine is composed of approximately 64% softwood and 36% hardwood. Acadian's standing timber in New Brunswick is composed of approximately 65% softwood and 35% hardwood.

During the year ended December 31, 2016, Acadian harvested 1,230 thousand m<sup>3</sup> from its freehold timberlands, which had an average fair value less costs to sell of \$23 per m<sup>3</sup> at the date of harvest (2015 – 1,292 thousand m<sup>3</sup> with an average fair value less costs to sell of \$23 per m<sup>3</sup>).



Appraisals by a licensed independent third-party appraiser are completed annually for the NB Timberlands and Maine Timberlands to establish the fair value less costs to sell of the timber. The most recent appraisal was effective as of December 31, 2016. The appraiser uses a combination of the discounted cash flow and sales comparison approaches to arrive at the estimated value. As at December 31, 2016, the weighting between the two methods used by the appraiser was 80% discounted cash flow approach and 20% sales comparison approach for the NB Timberlands (2015 – 80% and 20%) and 70% discounted cash flow approach and 30% sales comparison approach for the Maine Timberlands (2015 – 70% and 30%).

The discounted cash flow approach relies on the determination of the net present value of expected cash flows from the harvest and sale of timber. The expected cash flows are calculated based on the following assumptions:

- a. Annual growth is determined by multiplying the operable forested acres by the annual growth rate as determined by data provided by Acadian's management;
- b. Annual harvest volumes are based on annual growth, but years one through ten reflect management's intention to reduce surplus standing inventory of hardwood and other softwood;
- c. Unit net timber revenue is based on the appraisers' analysis of historical standing timber prices from regional surveys, net timber prices from other private properties in the region and prices received by Acadian over the last three years. Modest price appreciation is assumed for softwood logs for the Maine Timberlands, and no price appreciation is assumed for the NB Timberlands (2015 - no price appreciation);
- d. As the appraiser's discounted cash flow model uses net timber revenue, specific assumptions of harvesting and delivery costs are not required. The appraiser does reduce the net timber revenue by management costs reflecting the appraisers' understanding of the costs for an investor managing a property of this size, and actual costs incurred by Acadian;
- e. Cash flow estimates were made for 30 years. A terminal value equal to the final year's cash flow divided by the discount rate is added to the final year of the model;
- f. The valuation model assumes the continuation of existing practices with regards to silviculture and harvesting; and
- g. A discount rate of 5.17% (2015 – 5.16%) was applied to the estimated future cash flows for the NB Timberlands in arriving at net present values as at December 31, 2016. A discount rate of 4.24% (2015 – 4.48%) was applied to the estimated future cash flows for the Maine Timberlands in arriving at net present values as at December 31, 2016. The appraiser derived the discount rate by estimating the weighted average cost of capital of the typical prospective purchaser, deducting an assumed long-term background inflation rate and adjusting for specific risk attributes of each of the New Brunswick and Maine Timberlands. The reasonableness of the rate was then tested against rates extracted from recent comparable sales transactions.

Acadian's freehold timberlands are measured at fair value on a recurring basis. Management has classified the valuation of these assets under Level 3 of the fair value hierarchy and there were no transfers made between Levels 1 and 3 or Levels 2 and 3 during the years ended December 31, 2015 and 2016.

### Sensitivity to Changes in Assumptions

The following table provides a description of the significant unobservable inputs to valuation of the freehold timberlands:

Valuation Technique	Significant Unobservable Inputs	Range (weighted average)	Sensitivity of the Input to Fair Value
Discounted cash flow	Discount rate	4.24% - 5.17% (4.81%)	0.25% increase (decrease) in the discount rate would result in (decrease) increase in fair value of (\$14.7 million) and \$17.0 million, respectively
Discounted cash flow	Net timber value per m <sup>3</sup> of timber sold	\$5.39 - \$70.47 (\$25.62)	5% increase (decrease) in the net timber value per m <sup>3</sup> of timber sold would result in increase (decrease) in fair value of \$22.9 million and (\$22.3 million)
Sales comparison	Adjusted benchmark sales price per hectare	\$800 - \$1,531 (\$1,033)	5% increase (decrease) in the adjusted benchmark sales price per hectare would result in increase (decrease) in fair value of \$5.2 million

## 5. LAND, ROADS AND OTHER FIXED ASSETS

<i>(CAD thousands)</i>	Land	Roads	Bridges and Pavement	Other	Total
<b>Cost</b>					
Balance as at December 31, 2014	\$ 69,107	\$ 8,714	\$ 4,545	\$ 2,369	\$ 84,735
Additions	—	67	315	23	405
Disposals	(1)	—	(92)	—	(93)
Foreign exchange	6,118	899	682	150	7,849
Revaluations	(6,679)	(251)	—	—	(6,930)
Balance as at December 31, 2015	\$ 68,545	\$ 9,429	\$ 5,450	\$ 2,542	\$ 85,966
Additions	—	—	223	53	276
Disposals	(3)	—	—	(7)	(10)
Foreign exchange	(674)	(157)	(120)	(23)	(974)
Revaluations <sup>1</sup>	9,533	(10)	—	—	9,523
<b>Balance as at December 31, 2016</b>	<b>\$ 77,401</b>	<b>\$ 9,262</b>	<b>\$ 5,553</b>	<b>\$ 2,565</b>	<b>\$ 94,781</b>
<b>Accumulated Depreciation</b>					
Balance as at December 31, 2014	\$ —	\$ (35)	\$ (1,347)	\$ (950)	\$ (2,332)
Depreciation for the year	—	(6)	(311)	(198)	(515)
Disposals	—	—	78	—	78
Foreign exchange	—	(1)	(299)	(71)	(371)
Balance as at December 31, 2015	\$ —	\$ (42)	\$ (1,879)	\$ (1,219)	\$ (3,140)
Depreciation for the year	—	(7)	(317)	(178)	(502)
Disposals	—	—	—	7	7
Foreign exchange	—	—	51	9	60
<b>Balance as at December 31, 2016</b>	<b>\$ —</b>	<b>\$ (49)</b>	<b>\$ (2,145)</b>	<b>\$ (1,381)</b>	<b>\$ (3,575)</b>
<b>Carrying Amounts</b>					
As at December 31, 2015	\$ 68,545	\$ 9,387	\$ 3,571	\$ 1,323	\$ 82,826
<b>As at December 31, 2016</b>	<b>\$ 77,401</b>	<b>\$ 9,213</b>	<b>\$ 3,408</b>	<b>\$ 1,184</b>	<b>\$ 91,206</b>

<sup>1</sup> Net of tax, total non-cumulative impact of the revaluation recorded in OCI is \$31.9 million

Acadian's land and roads on freehold land are accounted for under the revaluation method. These assets are carried at their revalued amounts and are not depreciated.

The land and roads on freehold land are measured under level 3 of the fair value hierarchy. The most recent date of revaluation of these assets is December 31, 2016. There were no transfers made between Levels 1 and 3 or Levels 2 and 3 during the years ended December 31, 2015 and 2016. Valuations are completed annually by a licensed independent third-party appraiser who uses a discounted cash flow approach to establish the fair values.

The fair value of land is based on soil expectation value analysis using a discounted cash flow approach. The valuation procedure measures the net present value of bare timberland if used in perpetual timber production.

The fair value of roads is determined using a discounted cash flow approach. The valuation procedure estimates the avoided cost of future road construction, spreading the estimated current construction cost of the existing inventory of capital roads into the future. Expected future cash flows are higher to the extent that existing roads can service future timber harvests.

## Sensitivity to Changes in Assumptions

The following table provides a description of the significant unobservable inputs to valuation of the Acadian's land and roads on freehold land:

	Valuation Technique	Significant Unobservable Inputs	Range (weighted average)	Sensitivity of the Input to Fair Value
Land	Discounted cash flow	Discount rate	4.24% - 5.17% (4.81%)	0.25% increase (decrease) in the discount rate would result in (decrease) increase in fair value of (\$12.9 million) and \$15.3 million, respectively
Land	Discounted cash flow	Stumpage value per m <sup>3</sup> of timber sold	\$5.39 - \$70.47 (\$25.62)	5% increase (decrease) in the stumpage value per m <sup>3</sup> of timber sold would result in increase (decrease) in fair value of \$5.9 million
Roads	Discounted cash flow	Discount rate	4.24% - 5.17% (4.81%)	0.25% increase (decrease) in the discount rate would result in (decrease) increase in fair value of \$0.2 million
Roads	Discounted cash flow	Construction cost per km	\$9,400 – \$28,233 (\$15,908)	5% increase (decrease) in the construction cost per km would result in increase (decrease) in fair value of \$0.5 million

## 6. DEBT

As at December 31, debt consisted of the following:

<i>As at December 31 (CAD thousands)</i>	2016	2015
Term facility, due October 2020	\$ 97,462	\$ 100,321
Less: Deferred debt issuance costs	(396)	(502)
Total	\$ 97,066	\$ 99,819

In September 2015, Acadian completed a five-year extension of its US dollar denominated credit facilities with Metropolitan Life Insurance Company which will now mature on October 1, 2020. These credit facilities include a revolving credit facility of up to US\$10.0 million (the "Revolving Facility") for general corporate purposes and a term credit facility of US\$72.5 million (the "Term Facility"). The Term Facility bears interest at a fixed rate of 3.01%. The Revolving Facility bears interest at floating rates based on 90-day LIBOR plus applicable margin. Floating interest rates give rise to interest rate risk as earnings and cash flows may be negatively impacted by fluctuations in interest rates.

As at December 31, 2015 and 2016, Acadian borrowed US\$72.5 million under the Term Facility and \$nil under the Revolving Facility; however, US\$1.6 million of the Revolving Facility is reserved to support the minimum cash balance requirement of the Term Facility. As security for these facilities, Acadian granted the lenders a security interest over all of its assets. The facilities are subject to customary terms and conditions for borrowers of this nature, including limits on incurring additional indebtedness and granting liens or selling assets without the consent of the lenders. The credit facilities are also subject to the maintenance of a maximum loan-to-value ratio. Acadian is in compliance with all covenants as at December 31, 2016.

The fair value of the Term Facility as at December 31, 2016 is \$97.9 million. The fair value of debt is determined using the discounted cash flow approach and is measured under Level 2 of the fair value hierarchy. Future cash flows are estimated based on the terms under the Term Facility and discounted at a rate reflecting appropriate market fundamentals relating to the debt.

## 7. SHAREHOLDERS' EQUITY

Acadian is authorized to issue an unlimited number of common shares. The common shares have no stated par value. Common shares issued and outstanding changed as follows:

<i>As at December 31</i>	<b>2016</b>	2015
Outstanding at beginning of year	<b>16,731,216</b>	16,731,216
Shares issued	—	—
Outstanding at end of year	<b>16,731,216</b>	16,731,216

## 8. RELATED PARTY TRANSACTIONS

In the normal course of operations, the Company enters into various transactions with related parties that have been measured at exchange value and recognized in the consolidated financial statements. The Company has one significant related party, Brookfield Asset Management Inc., and its affiliates (collectively "Brookfield"). As at December 31, 2016, Brookfield owned 7,513,262 common shares, representing approximately 45% of the outstanding shares of the Company.

A summary of the significant related party transactions is provided below.

- a) Upon inception, Acadian entered into an agreement with Brookfield whereby Brookfield will provide a number of administrative and advisory services to Acadian. Total fees for services provided during the year ended December 31, 2016 totalled \$2.6 million (2015 – \$2.4 million), in which \$0.2 million (2015 - \$nil) remain outstanding.
- b) Maine Timberlands sold 4.0 acres of land during the year ended December 31, 2016 for net proceeds of \$70 thousand (2015 – 7.16 acres for \$144 thousand).

Further to the related party transactions noted above, the total net receivables due from related parties as at December 31, 2016 is \$42 thousand (2015 - \$34 thousand) and net payable due to related parties is \$nil (2015 - \$37 thousand). Acadian also has a U.S. \$50 million stand-by-equity commitment with Brookfield.

On January 1, 2017, a subsidiary of Acadian acquired parcels of land that are complementary to the Company's Maine operation by way of merger with a subsidiary of Brookfield. The acquisition was completed at exchange value for a total purchase price of U.S. \$954,000.

## 9. SEGMENTED INFORMATION

Acadian's presentation of reportable segments is based on how management has organized the business in making operating and capital allocation decisions and assessing performance. Acadian has two operating segments, NB Timberlands and Maine Timberlands. Net sales, net income, assets and liabilities by reportable segments are as follows:

<i>For the Year Ended December 31, 2016</i> <i>(CAD thousands)</i>	Total	NB Timberlands	Maine Timberlands	Corporate and Other
Net sales				
Softwood	\$ 32,227	\$ 19,394	\$ 12,833	\$ —
Hardwood	36,301	28,948	7,353	—
Biomass	5,619	5,539	80	—
Other	3,021	2,652	369	—
Total net sales	77,168	56,533	20,635	—
Operating costs	(54,234)	(36,624)	(16,581)	(1,029)
Reforestation	(726)	(614)	(112)	—
Depreciation	(502)	(203)	(299)	—
Operating earnings / (loss)	21,706	19,092	3,643	(1,029)
Gain on sale of timberlands	339	—	339	—
Fair value adjustments	(705)	14,656	(15,361)	—
Earnings / (loss) before the undernoted	\$ 21,340	\$ 33,748	\$(11,379)	\$ (1,029)
Unrealized exchange gain on long-term debt	2,856			
Interest expense, net	(2,942)			
Current income tax expense	(61)			
Deferred income tax expense	(5,121)			
Net income	\$16,072			
<i>As at December 31, 2016</i> <i>(CAD thousands)</i>	Total	NB Timberlands	Maine Timberlands	Corporate and Other
Timber, land, roads and other fixed assets and intangible asset	\$ 425,823	\$ 265,869	\$ 159,954	\$ —
Total assets	454,578	276,824	170,332	7,422
Total liabilities	\$ 186,727	\$ 3,071	\$ 35,427	\$ 148,229

<i>For the Year Ended December 31, 2015</i> <i>(CAD thousands)</i>		NB	Maine	Corporate
	Total	Timberlands	Timberlands	and Other
Net sales				
Softwood	\$ 36,359	\$ 21,802	\$ 14,557	\$ —
Hardwood	38,532	30,020	8,512	—
Biomass	5,730	5,561	169	—
Other	3,801	3,273	528	—
Total net sales	84,422	60,656	23,766	—
Operating costs	(57,587)	(39,789)	(16,415)	(1,383)
Reforestation	(712)	(644)	(68)	—
Depreciation	(515)	(223)	(292)	—
Operating earnings / (loss)	25,608	20,000	6,991	(1,383)
Gain on sale of timberlands	306	4	302	—
Gain / (loss) on disposal of land, roads and other fixed assets	(6)	9	(15)	—
Fair value adjustments	13,168	23,394	(10,226)	—
Earnings / (loss) before the undernoted	\$ 39,076	\$ 43,407	\$ (2,948)	\$ (1,383)
Unrealized exchange loss on long-term debt	(16,095)			
Interest expense, net	(3,364)			
Current income tax expense	(562)			
Deferred income tax expense	(5,414)			
Net income	\$ 13,641			

<i>As at December 31, 2015</i> <i>(CAD thousands)</i>		NB	Maine	Corporate
	Total	Timberlands	Timberlands	and Other
Timber, land, roads and other fixed assets and intangible asset	\$ 422,698	\$ 246,832	\$ 175,866	\$ —
Total assets	449,778	257,701	181,859	10,218
Total liabilities	\$ 182,732	\$ 3,352	\$ 41,005	\$ 138,375

During the year ended December 31, 2016, approximately 39% of consolidated total sales were originated with customers domiciled in the U.S. with the remaining balance in Canada (2015 – 31% of consolidated total sales). During the same period, approximately 34% of consolidated total sales were denominated in U.S. dollars (2015 – 29% of consolidated total sales).

Acadian outsources much of its harvesting, transportation and other services, which comprise the majority of its cost of sales. For the year ended December 31, 2016, Acadian's top three suppliers accounted for approximately 21%, 21% and 10%, respectively, of its cost of sales (2015 – 17%, 14% and 8%, respectively).

Acadian sells its products to many forest product companies in North America. For the year ended December 31, 2016, sales to its largest and next largest customers accounted for 13% and 12%, respectively (2015 – 26% and 8%, respectively).

## 10. CAPITAL MANAGEMENT

Acadian's capital structure consists of shareholders' equity, inclusive of comprehensive income, and the credit facilities. As at December 31, 2016, the recorded values of these items in Acadian's consolidated financial statements totalled \$364.9 million (2015 – \$367.0 million).

Acadian's corporate finance objective is to utilize prudent levels of leverage to lower its cost of capital while minimizing financial risk for shareholders. In managing its capital structure, Acadian may adjust the amount of dividends paid to shareholders, discretionary silviculture and capital expenditures during a given period, or reevaluate Acadian's leverage ratios.

Acadian monitors its capital structure to ensure compliance with its financial covenants with debtholders. Acadian completed a five-year extension of its credit facilities in September 2015 (Note 6). The Term Facility and Revolving Facility are subject

to customary terms and conditions for borrowers of this nature as well as the maintenance of a maximum loan-to-value ratio. Acadian was in compliance during the years ended December 31, 2016 and 2015.

## 11. FINANCIAL INSTRUMENTS

Financial assets and liabilities classified as held-for-trading are measured at fair value at the consolidated balance sheet date with all realized and unrealized gains and losses resulting from the change in fair value included in net income in the period in which they arise; these include cash and cash equivalents. Accounts receivable and other assets have been classified as loans and receivables, which are accounted for on an amortized cost basis using the effective interest rate method. Accounts payable and accrued liabilities, dividends payable to shareholders, debt and long-term debt have been classified as other financial liabilities, which are accounted for on an amortized cost basis using the effective interest rate method.

### Financial Risk Management

Acadian is exposed to various risks as a result of holding financial instruments. These risks have been categorized as foreign currency risk, interest rate risk, other price risk, credit risk and liquidity risk.

#### *Foreign Currency Risk*

Changes in foreign exchange rates will impact the carrying value of financial instruments denominated in currencies other than the Canadian dollar. Acadian's most significant foreign currency risk exposure arises from its U.S. dollar denominated debt and due to its investment in the Maine Timberlands, which operates in the U.S. dollar. Accordingly, the impact of a strengthening (deteriorating) Canadian dollar will reduce (increase) the net income (loss) of Acadian, and will also result in an other comprehensive (gain) loss on the translation of the Maine Timberlands' assets in a given period. During the year ended December 31, 2016, a \$0.01 appreciation (depreciation) in U.S. to Canadian dollar foreign exchange rate, all else being equal, would have affected net income by \$0.7 million (2015 – \$0.7 million) and OCI by approximately \$0.3 million (2015 – \$0.3 million).

The objective of Acadian's foreign exchange risk management activities is to minimize foreign currency exposures that would have an impact on its operating performance. All of the NB Timberlands expenses and a significant proportion of its revenue are incurred in Canadian dollars. As such, the foreign currency risk associated with the translation of NB Timberlands revenue and accounts receivable denominated in U.S. dollars is considered immaterial. Acadian continues to monitor the impact of all foreign exchange exposure, and will consider alternatives, as required, to ensure that this risk is maintained at prudent levels.

#### *Interest Rate Risk*

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Acadian's interest rate risk exposure arises due to its credit facilities (Note 6).

As at December 31, 2016, Acadian is exposed to interest rate risk from its floating interest rate Revolving Facility, to the extent funds are drawn. For the years ended December 31, 2016 and December 31, 2015, the Revolving Facility remained undrawn. A change in interest rates would have no impact on the fixed interest rate Term Facility.

#### *Other Price Risk*

Other price risk is the risk of variability in fair value due to movements in equity prices or other market prices such as commodity prices and credit spreads. Acadian is exposed to commodity price risk as its financial performance is dependent on the sale prices of its products and the costs incurred in harvesting its timber. The markets for timber are cyclical and are influenced by a variety of factors beyond Acadian's control. Amongst other things, the market prices for timber can be affected by changes in regional and global demand, global supply and economic conditions, including increased competition from a variety of substitute products. Additionally, Acadian's operating expenses can be impacted by fuel cost increases. Acadian relies almost exclusively on land transportation and, therefore, may be more susceptible to fuel cost increases than other timberland companies, which rely more heavily on other transportation methods that are less exposed to fuel prices. Accordingly, commodity price variations may impact Acadian's sales, costs of sales, cash flows and earnings. Furthermore, weakness in the market prices of its timber products will also have an effect on Acadian's ability to attract additional capital, the cost of that capital and the value of its timberland assets.

To manage these risks, Acadian monitors market developments in all commodity prices to which it is materially exposed. Given the nature of Acadian's operations, during periods of decreased selling prices and increased costs, Acadian will adjust harvest

levels and manage variable expenditures in an effort to preserve the long-term value of Acadian's timberlands.

#### Credit Risk

Credit risk is the risk of loss due to the failure of a borrower or counterparty to fulfill its contractual obligations. Credit risk arises from cash and cash equivalents held with banks and financial institutions, as well as credit exposures to clients, including outstanding accounts receivable. The maximum exposure is equal to the carrying value of the financial assets as at the consolidated balance sheet dates.

The objective of managing counterparty credit risk is to prevent losses in financial assets. Cash and cash equivalents are invested with counterparties meeting minimum credit quality requirements. With respect to outstanding accounts receivable, NB Timberlands and Maine Timberlands each assess the credit quality of the counterparties, including customers, taking into account their financial position, past experience and other factors. In cases where the credit quality of a client does not meet Acadian's credit requirements, a cash deposit is received before any timber is harvested and sold. Upon evaluating all accounts receivable balances as at December 31, 2016, Acadian recorded an allowance of \$nil against outstanding receivables (2015 – \$nil). Pursuant to their respective terms, all outstanding accounts receivable are current as at December 31, 2016 with the exception of approximately \$2.9 million (2015 – \$5.0 million).

#### Liquidity Risk

Liquidity risk is the risk that Acadian cannot meet a demand for cash or fund an obligation as it comes due. Acadian's objective in managing liquidity risk is to maintain sufficient reserves in order to meet operational and investing requirements at any point in time, and to maintain debt financing at levels that will allow Acadian to attract additional capital at reasonable cost. Acadian's principal sources of liquidity include cash earned from operations and a U.S. \$10 million revolving credit facility, which was undrawn as at December 31, 2016; however, U.S. \$1.6 million of this facility is reserved to support the minimum cash balance requirement of the Term Facility. These sources, combined with existing cash and cash equivalents, are expected to allow Acadian to meet its operating, debt service, capital expenditure and dividend requirements. Acadian also has a U.S. \$50 million stand-by equity commitment with Brookfield.

Additionally, Acadian assesses the nature and timing of discretionary payments in an effort to mitigate any impact on the financial condition or results of operations of Acadian. As at December 31, 2016 and 2015, the accounts payable and accrued liabilities and dividends payable of Acadian are due in less than 30 days.

The following tables detail the contractual maturities for Acadian's financial liabilities. The tables reflect the undiscounted cash flows of financial liabilities based on the earliest date on which Acadian can be required to pay.

<i>December 31, 2016</i> <i>(CAD thousands)</i>	Total	Less Than One Year (2017)	1 to 3 Years (2018-2020)	3 to 5 Years (2021-2023)	After 5 Years (>2023)
Accounts payable and other liabilities	\$ 7,712	\$ 7,712	\$ —	\$ —	\$ —
Long-term debt <sup>1</sup>	97,462	—	97,462	—	—
	<b>\$ 105,174</b>	<b>\$ 7,712</b>	<b>\$ 97,462</b>	<b>\$ —</b>	<b>\$ —</b>
Interest payments <sup>2</sup>	\$ 11,735	\$ 2,934	\$ 8,801	\$ —	\$ —

<sup>1</sup> Represents principal of a U.S. dollar denominated term loan with a U.S. to Canadian dollar conversion rate of 1.3443, excluding the unamortized deferred financing costs.

<sup>2</sup> Interest payment was determined using a fixed interest rate at 3.01% with a U.S. to Canadian dollar conversion rate of 1.3443.

<i>December 31, 2015</i> <i>(CAD thousands)</i>	Total	Less Than One Year (2017)	1 to 3 Years (2018-2020)	3 to 5 Years (2021-2023)	After 5 Years (>2023)
Accounts payable and other liabilities	\$ 8,582	\$ 8,582	\$ —	\$ —	\$ —
Long-term debt <sup>1</sup>	100,321	—	—	100,321	—
	<b>\$ 108,903</b>	<b>\$ 8,582</b>	<b>\$ —</b>	<b>\$ 100,321</b>	<b>\$ —</b>
Interest payments <sup>2</sup>	\$ 15,099	\$ 3,020	\$ 9,059	\$ 3,020	\$ —



1 Represents principal of a U.S. dollar denominated term loan with a U.S. to Canadian dollar conversion rate of 1.3837, excluding the unamortized deferred financing costs.

2 Interest payments are determined assuming a fixed interest rate at 3.01% with a U.S. to Canadian dollar conversion rate of 1.3837.

### Fair Value of Financial Instruments

The fair value of a financial instrument is the amount of consideration that would be agreed upon in an arm's-length transaction between knowledgeable, willing parties who are under no compulsion to act. Acadian assessed that cash and cash equivalents, accounts receivable and other assets and current liabilities approximate their carrying amounts largely due to the short-term maturities of these instruments.

As at December 31, 2015 and 2016, there were no financial assets and financial liabilities that were measured at fair value on a recurring basis.

## 12. INCOME TAXES

The major components of income taxes recognized in profit or loss are as follows:

<i>For the Years Ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	2015
Current income tax expense	<b>\$ 61</b>	\$ 562
Deferred income tax expense		
Origination and reversal of temporary differences	<b>2,754</b>	5,335
Benefit arising from previously unrecognized tax assets	<b>(11)</b>	724
Change of tax rates and imposition of new legislation	<b>2,829</b>	—
Other	<b>(451)</b>	(645)
<b>Total income tax expense</b>	<b>\$ 5,182</b>	\$ 5,976

The major components of income tax recognized in OCI are as follows:

<i>For the Years Ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	2015
Deferred tax arising on income and expenses recognized in OCI:		
Revaluation surplus	<b>\$ 3,832</b>	\$(3,756)
Currency translation	<b>(84)</b>	1,558
Cash flow hedge	—	(65)
<b>Total income tax expense / (recovery) recognized directly in OCI</b>	<b>\$ 3,748</b>	\$(2,263)

Acadian's effective tax rate is different from the Acadian's domestic statutory income tax rate due to the differences set out below:

<i>For the Years Ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	2015
Income taxes at statutory rate	<b>\$ 6,164</b>	\$ 5,296
Foreign tax rate differential	<b>(1,253)</b>	(384)
Permanent differences	<b>(2,157)</b>	423
Rate adjustments	<b>2,829</b>	—
Tax assets not benefited	<b>(11)</b>	724
Other	<b>(451)</b>	(645)
<b>Total deferred income tax expense</b>	<b>\$ 5,121</b>	\$ 5,414

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. The deferred tax expenses relate to the following:

<i>For the Years Ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	<b>2015</b>
Land	\$ <b>206</b>	\$ —
Timber	<b>2,143</b>	3,997
Roads and other fixed assets	<b>(64)</b>	38
Intangible assets	<b>123</b>	—
Scientific research and experimental development and input tax credits	<b>3,512</b>	2,998
Disallowed interest	<b>(847)</b>	(203)
Other	<b>48</b>	(1,416)
<b>Total deferred income tax expense</b>	<b>\$ 5,121</b>	<b>\$ 5,414</b>

Significant components of Acadian's deferred tax assets and liabilities are as follows:

<i>For the Years ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	<b>2015</b>
Deferred income tax asset	\$ —	\$ —
Deferred income tax liability	<b>(81,949)</b>	(74,331)
<b>Total net deferred income tax liability</b>	<b>\$ (81,949)</b>	<b>\$ (74,331)</b>

<i>For the Years ended December 31</i> <i>(CAD thousands)</i>	<b>2016</b>	<b>2015</b>
Land	\$ <b>(23,005)</b>	\$ (19,226)
Timber	<b>(70,423)</b>	(68,626)
Roads and other fixed assets	<b>(3,458)</b>	(4,219)
Intangible asset	<b>(1,781)</b>	(1,797)
Scientific research and experimental development and input tax credits	<b>11,330</b>	14,841
Disallowed interest	<b>5,225</b>	4,493
Other	<b>163</b>	203
<b>Total net deferred income tax liability</b>	<b>\$ (81,949)</b>	<b>\$ (74,331)</b>

### 13. EMPLOYEE BENEFIT PLANS

NB Timberlands and Maine Timberlands each have defined contribution plans covering substantially all employees. During the year, contributions recorded as expenses amounted to \$0.3 million (2015 – \$0.3 million).

### 14. DIVIDENDS TO SHAREHOLDERS

Acadian pays quarterly dividends to the extent determined prudent by the Board of Directors. Total dividends declared for the year ended December 31, 2016 were \$16.7 million or \$1.00 per share (2015 - \$15.5 million or \$0.92 per share).

## 15. COMPENSATION OF KEY MANAGEMENT PERSONNEL

The remuneration of directors and other key management personnel of the Company is as follows:

<i>For the Years Ended December 31 (CAD thousands)</i>	<b>2016</b>	2015
Salaries	\$ 978	\$ 841
Incentives	498	523
Short-term benefits	72	79
	<b>\$ 1,548</b>	<b>\$ 1,443</b>

The figures reported in the table above include a portion of the compensation of certain individuals paid during the year by Brookfield that is attributable to their services to the Company. This proportionate compensation is reflective of the approximate time and effort spent by these individuals providing services to the Company as a portion of their overall responsibilities to Brookfield. The cost of this compensation is included in total fees for services provided under the administrative and advisory services agreement with Brookfield described in Note 8.

## 16. SUPPLEMENTAL CASH FLOW INFORMATION

### Net Change in Non-Cash Working Capital

The net change in non-cash working capital balances related to operations consisted of the following:

<i>For the Years Ended December 31 (CAD thousands)</i>	<b>2016</b>	2015
Accounts receivable and other assets	\$ 1,021	\$ (622)
Inventory	(758)	(200)
Accounts payable and accrued liabilities	(870)	(2,579)
	<b>\$ (607)</b>	<b>\$ (3,401)</b>

# CORPORATE GOVERNANCE

Acadian Timber Corp. (the “Company”) and its Board of Directors are committed to working together to achieve strong and effective corporate governance, with the objective of promoting the long-term interests of the Company and the enhancement of value for all shareholders. We continue to review and improve our corporate governance policies and practices in relation to evolving legislation, guidelines and best practices. Our Board of Directors is of the view that our corporate governance policies and practices and our disclosure in this regard are comprehensive and consistent with the guidelines established by Canadian securities regulators.

Our Statement of Corporate Governance Practices is set out in full in the Management Information Circular mailed each year to all our shareholders along with the Notice of our Annual Meeting. This Statement is also available on our website, [www.acadiantimber.com](http://www.acadiantimber.com).

## BOARD AND MANAGEMENT

### BOARD OF DIRECTORS

J. W. Bud Bird, O.C.  
*Chairman and  
Chief Executive Officer,  
Bird Holdings Ltd. and  
Bird Lands Limited*

Mark Bishop  
*President and  
Chief Executive Officer  
of Acadian and Senior Vice  
President of the Manager*

Phil Brown  
*Executive Managing  
Director of Partner  
Recruitment  
Momentum Search Group*

Reid Carter  
*Managing Partner  
Brookfield Asset  
Management Inc.*

David Mann, QC  
*Corporate Director*

Saul Shulman  
*Chief Executive Officer  
MLG Management Inc.*

Ben Vaughan  
*Senior Managing Partner  
Brookfield Asset  
Management Inc.*

### MANAGEMENT

Acadian Timber Corp.'s  
Manager:  
Brookfield Timberlands  
Management LP

Mark Bishop  
*President and  
Chief Executive Officer  
of Acadian and Senior Vice  
President of the Manager*

Wyatt Hartley  
*Chief Financial Officer  
of Acadian and Senior Vice  
President of the Manager*

Marcia McKeague  
*Vice President,  
Maine Woodland Operations*

Luc Ouellet  
*Vice President,  
NB Woodland Operations*

## CORPORATE AND SHAREHOLDER INFORMATION

### HEAD OFFICE OF THE MANAGER

Brookfield Timberlands Management LP  
*(wholly-owned subsidiary of Brookfield Asset Management Inc.)*  
Suite 1800 – 1055 West Georgia Street, PO Box 11179, Royal Centre  
Vancouver, B.C. V6E 3R5  
Please direct your inquiries to:  
Tracy Steele  
*Investor Relations and Communications*  
t. 604-661-9621 f. 604-687-3419  
e. [tsteele@acadiantimber.com](mailto:tsteele@acadiantimber.com)

### TRANSFER AGENT AND REGISTRAR

Shareholder inquiries relating to dividends, address changes and shareholder account information should be directed to the Company's transfer agent:

CST Trust Company  
PO Box 700 Station B  
Montreal, QC H3B 3K3  
t. 1-800-387-0825 (toll free in North America)  
f. 1-888-249-6189  
e. [inquiries@canstockta.com](mailto:inquiries@canstockta.com)  
[www.canstockta.com](http://www.canstockta.com)

### SHARE INFORMATION

Toronto Stock Exchange: ADN  
Fully Diluted Shares Outstanding (December 31, 2016): 16,731,216  
Targeted Quarterly Dividend: \$0.25 per share  
Record Date: Last business day of each quarter  
Payment Date: On or about the 15th day of each subsequent month

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